



仙祝壽



The TEXACO STAR

*For Employes of
The Texas Company*

APRIL 1924

Vol. XI—No. 4



TEXACO
CHINESE CALENDAR
1924

Reproduction of an ancient
allegorical painting.

The original is 40 x 15 inches
lithographed by a native firm
in Shanghai.

中華民國三十三年庚辰年曆

日	月	年	節	時辰	宜	忌
一	一	一	元旦	子	開張	動土
二	一	二		丑	祭祀	安葬
三	一	三		寅	修造	嫁娶
四	一	四		卯	入土	移徙
五	一	五		辰	開工	安葬
六	一	六		巳	嫁娶	安葬
七	一	七		午	開張	安葬
八	一	八		未	祭祀	安葬
九	一	九		申	開工	安葬
十	一	十		酉	祭祀	安葬
十一	一	十一		戌	開張	安葬
十二	一	十二		亥	祭祀	安葬
十三	二	一	立春	子	開張	動土
十四	二	二		丑	祭祀	安葬
十五	二	三		寅	修造	嫁娶
十六	二	四		卯	入土	移徙
十七	二	五		辰	開工	安葬
十八	二	六		巳	嫁娶	安葬
十九	二	七		午	開張	安葬
二十	二	八		未	祭祀	安葬
二十一	二	九		申	開工	安葬
二十二	二	十		酉	祭祀	安葬
二十三	二	十一		戌	開張	安葬
二十四	二	十二		亥	祭祀	安葬
二十五	二	十三		子	開張	動土
二十六	二	十四		丑	祭祀	安葬
二十七	二	十五		寅	修造	嫁娶
二十八	二	十六		卯	入土	移徙
二十九	二	十七		辰	開工	安葬
三十	二	十八		巳	嫁娶	安葬
三十一	二	十九		午	開張	安葬
一	三	一	春分	子	開張	動土
二	三	二		丑	祭祀	安葬
三	三	三		寅	修造	嫁娶
四	三	四		卯	入土	移徙
五	三	五		辰	開工	安葬
六	三	六		巳	嫁娶	安葬
七	三	七		午	開張	安葬
八	三	八		未	祭祀	安葬
九	三	九		申	開工	安葬
十	三	十		酉	祭祀	安葬
十一	三	十一		戌	開張	安葬
十二	三	十二		亥	祭祀	安葬
十三	三	十三		子	開張	動土
十四	三	十四		丑	祭祀	安葬
十五	三	十五		寅	修造	嫁娶
十六	三	十六		卯	入土	移徙
十七	三	十七		辰	開工	安葬
十八	三	十八		巳	嫁娶	安葬
十九	三	十九		午	開張	安葬
二十	三	二十		未	祭祀	安葬
二十一	三	二十一		申	開工	安葬
二十二	三	二十二		酉	祭祀	安葬
二十三	三	二十三		戌	開張	安葬
二十四	三	二十四		亥	祭祀	安葬
二十五	三	二十五		子	開張	動土
二十六	三	二十六		丑	祭祀	安葬
二十七	三	二十七		寅	修造	嫁娶
二十八	三	二十八		卯	入土	移徙
二十九	三	二十九		辰	開工	安葬
三十	三	三十		巳	嫁娶	安葬
三十一	三	三十一		午	開張	安葬
一	四	一	清明	子	開張	動土
二	四	二		丑	祭祀	安葬
三	四	三		寅	修造	嫁娶
四	四	四		卯	入土	移徙
五	四	五		辰	開工	安葬
六	四	六		巳	嫁娶	安葬
七	四	七		午	開張	安葬
八	四	八		未	祭祀	安葬
九	四	九		申	開工	安葬
十	四	十		酉	祭祀	安葬
十一	四	十一		戌	開張	安葬
十二	四	十二		亥	祭祀	安葬
十三	四	十三		子	開張	動土
十四	四	十四		丑	祭祀	安葬
十五	四	十五		寅	修造	嫁娶
十六	四	十六		卯	入土	移徙
十七	四	十七		辰	開工	安葬
十八	四	十八		巳	嫁娶	安葬
十九	四	十九		午	開張	安葬
二十	四	二十		未	祭祀	安葬
二十一	四	二十一		申	開工	安葬
二十二	四	二十二		酉	祭祀	安葬
二十三	四	二十三		戌	開張	安葬
二十四	四	二十四		亥	祭祀	安葬
二十五	四	二十五		子	開張	動土
二十六	四	二十六		丑	祭祀	安葬
二十七	四	二十七		寅	修造	嫁娶
二十八	四	二十八		卯	入土	移徙
二十九	四	二十九		辰	開工	安葬
三十	四	三十		巳	嫁娶	安葬
三十一	四	三十一		午	開張	安葬
一	五	一	立夏	子	開張	動土
二	五	二		丑	祭祀	安葬
三	五	三		寅	修造	嫁娶
四	五	四		卯	入土	移徙
五	五	五		辰	開工	安葬
六	五	六		巳	嫁娶	安葬
七	五	七		午	開張	安葬
八	五	八		未	祭祀	安葬
九	五	九		申	開工	安葬
十	五	十		酉	祭祀	安葬
十一	五	十一		戌	開張	安葬
十二	五	十二		亥	祭祀	安葬
十三	五	十三		子	開張	動土
十四	五	十四		丑	祭祀	安葬
十五	五	十五		寅	修造	嫁娶
十六	五	十六		卯	入土	移徙
十七	五	十七		辰	開工	安葬
十八	五	十八		巳	嫁娶	安葬
十九	五	十九		午	開張	安葬
二十	五	二十		未	祭祀	安葬
二十一	五	二十一		申	開工	安葬
二十二	五	二十二		酉	祭祀	安葬
二十三	五	二十三		戌	開張	安葬
二十四	五	二十四		亥	祭祀	安葬
二十五	五	二十五		子	開張	動土
二十六	五	二十六		丑	祭祀	安葬
二十七	五	二十七		寅	修造	嫁娶
二十八	五	二十八		卯	入土	移徙
二十九	五	二十九		辰	開工	安葬
三十	五	三十		巳	嫁娶	安葬
三十一	五	三十一		午	開張	安葬
一	六	一	芒種	子	開張	動土
二	六	二		丑	祭祀	安葬
三	六	三		寅	修造	嫁娶
四	六	四		卯	入土	移徙
五	六	五		辰	開工	安葬
六	六	六		巳	嫁娶	安葬
七	六	七		午	開張	安葬
八	六	八		未	祭祀	安葬
九	六	九		申	開工	安葬
十	六	十		酉	祭祀	安葬
十一	六	十一		戌	開張	安葬
十二	六	十二		亥	祭祀	安葬
十三	六	十三		子	開張	動土
十四	六	十四		丑	祭祀	安葬
十五	六	十五		寅	修造	嫁娶
十六	六	十六		卯	入土	移徙
十七	六	十七		辰	開工	安葬
十八	六	十八		巳	嫁娶	安葬
十九	六	十九		午	開張	安葬
二十	六	二十		未	祭祀	安葬
二十一	六	二十一		申	開工	安葬
二十二	六	二十二		酉	祭祀	安葬
二十三	六	二十三		戌	開張	安葬
二十四	六	二十四		亥	祭祀	安葬
二十五	六	二十五		子	開張	動土
二十六	六	二十六		丑	祭祀	安葬
二十七	六	二十七		寅	修造	嫁娶
二十八	六	二十八		卯	入土	移徙
二十九	六	二十九		辰	開工	安葬
三十	六	三十		巳	嫁娶	安葬
三十一	六	三十一		午	開張	安葬
一	七	一	夏至	子	開張	動土
二	七	二		丑	祭祀	安葬
三	七	三		寅	修造	嫁娶
四	七	四		卯	入土	移徙
五	七	五		辰	開工	安葬
六	七	六		巳	嫁娶	安葬
七	七	七		午	開張	安葬
八	七	八		未	祭祀	安葬
九	七	九		申	開工	安葬
十	七	十		酉	祭祀	安葬
十一	七	十一		戌	開張	安葬
十二	七	十二		亥	祭祀	安葬
十三	七	十三		子	開張	動土
十四	七	十四		丑	祭祀	安葬
十五	七	十五		寅	修造	嫁娶
十六	七	十六		卯	入土	移徙
十七	七	十七		辰	開工	安葬
十八	七	十八		巳	嫁娶	安葬
十九	七	十九		午	開張	安葬
二十	七	二十		未	祭祀	安葬
二十一	七	二十一		申	開工	安葬
二十二	七	二十二		酉	祭祀	安葬
二十三	七	二十三		戌	開張	安葬
二十四	七	二十四		亥	祭祀	安葬
二十五	七	二十五		子	開張	動土
二十六	七	二十六		丑	祭祀	安葬
二十七	七	二十七		寅	修造	嫁娶
二十八	七	二十八		卯	入土	移徙
二十九	七	二十九		辰	開工	安葬
三十	七	三十		巳	嫁娶	安葬
三十一	七	三十一		午	開張	安葬
一	八	一	立秋	子	開張	動土
二	八	二		丑	祭祀	安葬
三	八	三		寅	修造	嫁娶
四	八	四		卯	入土	移徙
五	八	五		辰	開工	安葬
六	八	六		巳	嫁娶	安葬
七	八	七		午	開張	安葬
八	八	八		未	祭祀	安葬
九	八	九		申	開工	安葬
十	八	十		酉	祭祀	安葬
十一	八	十一		戌	開張	安葬
十二	八	十二		亥	祭祀	安葬
十三	八	十三		子	開張	動土
十四	八	十四		丑	祭祀	安葬
十五	八	十五		寅	修造	嫁娶
十六	八	十六		卯	入土	移徙
十七	八	十七		辰	開工	安葬
十八	八	十八		巳	嫁娶	安葬
十九	八	十九		午	開張	安葬
二十	八	二十		未	祭祀	安葬
二十一	八	二十一		申	開工	安葬
二十二	八	二十二		酉	祭祀	安葬
二十三	八	二十三		戌	開張	安葬
二十四	八	二十四		亥	祭祀	安葬
二十五	八	二十五		子	開張	動土
二十六	八	二十六		丑	祭祀	安葬
二十七	八	二十七		寅	修造	嫁娶
二十八	八	二十八		卯	入土	移徙
二十九	八	二十九		辰	開工	安葬
三十	八	三十		巳	嫁娶	安葬
三十一	八	三十一		午	開張	安葬
一	九	一	處暑	子	開張	動土
二	九	二		丑	祭祀	安葬
三	九	三		寅	修造	嫁娶
四	九	四		卯	入土	移徙
五	九	五		辰	開工	安葬
六	九	六		巳	嫁娶	安葬
七	九	七		午	開張	安葬
八	九	八		未	祭祀	安葬
九	九	九		申	開工	安葬
十	九	十		酉	祭祀	安葬
十一	九	十一		戌	開張	安葬
十二	九	十二		亥	祭祀	安葬
十三	九	十三		子	開張	動土
十四	九	十四		丑	祭祀	安葬
十五	九	十五		寅	修造	嫁娶
十六	九	十六		卯	入土	移徙
十七	九	十七		辰	開工	安葬
十八	九	十八		巳	嫁娶	安葬
十九	九	十九		午	開張	安葬
二十	九	二十		未	祭祀	安葬
二十一	九	二十一		申	開工	安葬
二十二	九	二十二		酉	祭祀	安葬
二十三	九	二十三		戌	開張	安葬
二十四	九	二十四		亥	祭祀	安葬
二十五	九	二十五		子	開張	動土
二十六	九	二十六		丑	祭祀	安葬
二十七	九	二十七		寅	修造	嫁娶
二十八	九	二十八		卯	入土	移徙
二十九	九	二十九		辰	開工	安葬
三十	九	三十		巳	嫁娶	安葬
三十一	九	三十一		午	開張	安葬
一	十	一	白露	子	開張	動土
二	十	二		丑	祭祀	安葬
三	十	三		寅	修造	嫁娶
四	十	四		卯	入土	移徙
五	十	五		辰	開工	安葬
六	十	六		巳	嫁娶	安葬
七	十	七		午	開張	安葬
八	十	八		未	祭祀	安葬

YOU will find it a good rule not to listen to anything a tattler brings you against your neighbors. Talebearers have no rights and should have no standing.

Some wise persons say, "We never repeat what we hear." But why listen to it?

If scandals or jealousies had no ears to hear them, there would be fewer tongues doing the scandalizing, wasting their own time and yours and mine also.

—*John Wanamaker.*

The TEXACO STAR

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TO EMPLOYEES OF THE TEXAS COMPANY

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"All for Each—Each for All"

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The Annual Meeting

In accordance with the by-laws and pursuant to notice issued by the Secretary, the stockholders of The Texas Company convened in annual meeting at Houston, Texas, on the 18th of March. Forty-six stockholders were present in person, and the total of stock represented by these stockholders and by proxy was 4,274,428 shares out of a total outstanding of 6,578,000. All directors were re-elected, routine matters were disposed of, and the meeting adjourned. Afterwards, on the same date, the Board of Directors met and re-elected all officers and members of the Executive Committee. D. J. Moran was made a vice president, he being the only new officer elected. (*See p. 32.*)

Moffat Pool

Much interest has centered around the discovery made by Texas Production Company, western subsidiary of The Texas Company, a few miles south of Craig, in Moffat County, Colorado. A structure was worked out by geologists of the company, upon which a well was completed a short time ago. This structure has hitherto been called Hamilton Dome, but because of a structure in Wyoming bearing that name it will be known in our organization, and doubtless generally,

as Moffat Pool. The area of the structure is about 4,000 acres. Texas Production Company or its employees have government permits, preliminary to leases, and leases from landowners covering 2,778 acres, and the balance of the structure as geologized, amounting to 1,214 acres, is held jointly and equally with Transcontinental Oil Company. Depth of the well is 3,820 feet. It was drilled 20 feet into the sand and produced on a test in the first 24 hours 4,500 barrels. Gravity of oil was 41.3 degrees, gasoline yield 39.8 per cent. Geologists estimate that the sand at this point should be at least 90 feet thick. Additional wells, spaced so as to further test the structure, will be drilled in the spring.

Premium Taking

An aspect of the business on which a few words may not be amiss is that of dealings with producers who sell crude oil. When there is over production there are plenty of sellers but no one is anxious to buy. When the production of the country is mounting higher and higher in excess of consumption it takes no wizard to see that the price will decline. Such was the situation during the greater portion of last year. Only in the latter part of the year did it seem good business to accumulate stocks. But producers were not in position to shut down, and if at any stage during the decline this company had ceased purchasing and adopted the policy of waiting for lower prices its producing customers would have felt greatly aggrieved. Seeing themselves unable to make sales to others, for every purchasing company was in the same position, they would have complained most bitterly. But they had no occasion to complain; the company stood by them to the limit.

Now what is the situation when oil is again in demand and premiums are being offered by

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those who did not buy at all in times of stress? The producer is confronted with the question of whether he will continue selling to the company that did not fail him or whether he will divert his oil and collect the premiums. The immediate dollars and cents constitute a strong argument in favor of the latter course. Some producers are too shortsighted to look forward and see another change in conditions. They go headlong after the premiums and are willing for the company to go hang. They are

content to get while getting is good. But happily not all of them are of that mind. Many have sufficient vision to see next year or the year after. That kind of foresight is enough. It might suffice to see as far as the end of 1924.

The company will adopt no policy of resentment or reprisals. Yet it must be true to its friends. It will never let old and consistent customers suffer if it is possible to take care of them. This is human nature and at the same time good business.

The Year 1923

The enormous production of California, which assumed threatening proportions early in the year and increased to a high point in August, had controlling effect upon the earnings of The Texas Company. The price of gasoline was forced down and was driven lower and lower until in the latter part of the year the company was operating at a substantial loss. This occurred despite the good condition of business in other lines and an unprecedented consumption of petroleum products. Not until the very last days of December was there any indication of improvement in prices. The effect was felt not only in sales revenue and inventory values, but throughout the decline the refineries were running upon crude stocks the cost of which had averaged above prices then current, meaning a higher cost than would have applied if runnings had been entirely upon crude purchased currently. It may be proper to observe, however, that the reverse is true, and the average cost is less than market, now that prices have advanced.

The drop in gross earnings, after deduction for cost of material, from \$130,996,906 in 1922 to \$118,422,367 in 1923, is fully accounted for by the low sales prices realized in 1923. Operating, general, and administrative expenses increased from \$80,576,902 to \$87,546,575. But this was to be expected in view of expanded operations, taking in Western territory, and intensifying everywhere. Expansion is reflected in the fact that plant account increased from \$217,587,114 to \$242,442,271. Refinery production of gasoline increased from 7,351,917 to 10,012,621 barrels. And if the company had been able to realize the same price per unit on gasoline marketed in domestic territory that it did in 1922, and if there had been no other change whatever in any operation during 1923, earnings in the latter year, even after revaluation of inventories, would have been more than they were by \$18,382,516.

Increase in plant account consisted of steel tankage \$2,819,656; pressure stills \$7,495,427; other refinery and terminal items \$4,444,531; two steamships \$1,091,971; pipe lines, including completion to Smackover field, Ardis-Port Arthur loops, and Tonkawa extension, \$4,546,624; sales department equipment and facilities \$7,328,941; and miscellaneous \$2,029,046. These make a total of \$29,756,196, from which deduct charge-offs amounting to \$4,901,039 leaving a net increase of \$24,855,157.

Because of low prices and the advantage of purchasing crude oil produced by others, there was no special effort to increase the company's own production in the Midcontinent or Coastal region. To effect a material increase would have involved a large expenditure of money, and it was deemed best to defer any aggressive campaign of that kind. Considerable geological work was done, however, with a view of acquiring reserves and building up production in the future. Leases deemed worthless were surrendered and charged off, storehouse supplies were reduced, and operations generally were placed upon a more economical basis. The company participated in the production of a few new pools in that territory, but there was no outstanding development. In the refining and marketing branches

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of the business the plant expenditures, above mentioned, are fairly indicative. Besides completing the Casper refinery, the company added new units of vertical pressure stills, 4 stills to each unit, as follows: 28 units at Port Arthur, 7 at West Tulsa, 7 at Casper, and 4 at Lockport, making a total of 46 added and a total of 75 in operation. Pressure tube stills were installed, 4 at Port Arthur, 2 at West Tulsa, 3 at Casper, and 1 at Lockport, or a total of 10; and 11 tube stills for crude were installed. Numerous sales stations were added, not only in the Western territory but in all territory.

The average net earnings of this company and its subsidiaries on a consolidated basis for the last five years, including 1923, have been \$20,039,657 per annum. This is the average amount available for dividends and surplus after all deductions and reserves. During the same years the capital stock outstanding has averaged \$131,965,416.

Consolidated Income and Surplus Account

	Dec. 31, 1923	Dec. 31, 1922	Inc. or Dec.
Gross Earnings for Year Ended.....	\$118,422,367.18	\$130,996,906.80	—\$12,574,539.62
Expenses.....	87,546,575.06	80,576,002.02	+ 6,969,573.04
Net Earnings.....	\$ 30,875,791.22	\$ 50,420,904.78	—\$19,544,213.56
Deductions.....	16,182,726.61	16,428,514.48	— 245,787.87
	\$ 14,693,064.61	\$ 33,991,490.30	—\$19,298,425.69
Less Inventory Adjustment.....	6,495,482.42	7,402,518.07	— 907,035.65
Available for Dividends and Surplus.....	\$ 8,197,582.19	\$ 26,588,972.23	—\$18,391,390.04
Surplus at End of Previous Year.....	94,476,396.60	84,842,357.31	+ 9,634,039.29
Direct Additions.....	5,537,455.93	2,779,007.06	+ 2,758,388.87
	\$108,211,434.72	\$114,210,396.60	— \$ 5,998,961.88
Dividends Paid.....	19,734,000.00	19,734,000.00	
Surplus.....	\$ 88,477,434.72	\$ 94,476,396.60	— \$ 5,998,961.88

Consolidated Balance Sheet

Assets

Real Estate, Plant and Equipment.....	\$242,442,271.67	\$217,587,114.65	+\$24,855,157.02
Corporate Securities.....	1,608,237.26	899,787.83	+ 708,449.43
Current Assets:			
Cash.....	14,370,510.04	14,333,692.59	+ 36,817.45
Accounts and Notes Receivable.....	18,183,861.77	18,171,229.56	+ 12,632.21
Merchandise, Crude and Refined Oils....	84,279,976.83	85,146,569.31	— 866,592.48
Storehouse Supplies.....	8,433,100.72	8,973,581.78	— 540,481.06
Deferred Charges to Operations.....	1,335,085.81	423,048.06	+ 912,036.85
	\$370,653,044.10	\$345,535,024.68	+\$25,118,019.42

Liabilities

Capital Stock.....	\$164,450,000.00	\$164,450,000.00	
Surplus.....	88,477,434.72	94,476,396.60	— \$ 5,998,961.88
Reserves:			
Depreciation.....	74,082,567.38	63,095,077.05	+ 10,987,490.33
Amortization of Facilities.....	2,552,541.84	4,456,840.35	— 1,904,298.51
Deferred Purchase Obligations.....	3,493,642.18	3,856,155.55	— 362,513.37
Current Liabilities:			
Accounts and Notes Payable.....	36,277,870.30	12,193,942.36	+ 24,083,927.94
Estimated Federal Taxes.....		2,500,000.00	— 2,500,000.00
Miscellaneous.....	1,318,987.68	506,612.77	+ 812,374.91
	\$370,653,044.10	\$345,535,024.68	+\$25,118,019.42

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Producing Operations

In United States

Crude Oil Produced (Barrels):	1923	1922	Inc. or Dec.
North Texas	2,539,566	2,763,875	- 224,309
North Central Texas	1,624,676	1,802,938	- 178,262
South and Central Texas	7,747,989	10,212,621	- 2,464,632
Louisiana (including East Texas)	1,525,377	1,501,890	+ 23,487
Arkansas	1,291,540	215,373	+ 1,076,167
Oklahoma and Kansas	3,989,880	3,834,282	+ 155,598
Wyoming	222,536	108,004	+ 114,532
Total	18,941,564	20,438,983	- 1,497,419
Producing Wells at End of Year:			
North Texas	754	727	+ 27
North Central Texas	227	227	-
South and Central Texas	265	282	- 17
Louisiana (including East Texas)	269	308	- 39
Arkansas	38	4	+ 34
Oklahoma and Kansas	1,138	1,109	+ 29
Wyoming	27	23	+ 4
Total	2,718	2,680	+ 38
Oil Wells Completed During Year	240	263	- 23
Gas Wells Completed	20	18	+ 2
Oil Wells Abandoned	224	113	+ 111
Dry Holes D-rilled	60	39	+ 21
Wells Drilling at End of Year	30	64	- 34
Acreage Held at End of Year:			
Fee Lands (Acres)	430,029	420,629	+ 9,400
Leaseholds (Acres)	1,070,350	1,823,492	- 753,142
Total	1,500,379	2,244,121	- 743,742
Gasoline Production from Casinghead and Natural Gas:			
Number of Plants at End of Year	15	16	- 1
Production During Year (Gallons)	17,351,492	20,311,198	- 2,959,706
Natural Gas Produced (Cubic feet)	9,870,453	9,293,787	+ 576,666
Natural Gas Wells—End of Year	86	83	+ 3
Pipe Lines for Gas (Miles)	276	283	- 7

In Mexico

Crude Oil Produced (Barrels)	2,638,792	3,967,137	- 1,328,345
Oil Wells Completed	5	8	- 3
Dry Holes Drilled	4	6	- 2
Wells Abandoned	5	5	-
Producing Wells at End of Year	24	22	+ 2
Wells Drilling	2	2	-
Acreage Held:			
Fee Lands (Acres)	2,241	2,653	- 412
Leaseholds (Acres)	177,181	183,875	- 6,694
Total	179,422	186,528	- 7,106

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Pipe Line Operations

	1923	1922	Inc. or Dec.
Runs (Barrels):			
Texas.....	22,623,359	23,635,058	- 1,011,699
Louisiana.....	2,999,914	3,122,620	- 122,706
Arkansas.....	2,580,343		+ 2,580,343
Oklahoma.....	7,116,701	6,605,357	+ 511,344
Total.....	35,320,317	33,363,035	+ 1,957,282
Delivered to Refineries (Barrels):			
Texas.....	19,152,673	18,408,310	+ 744,363
Louisiana.....	844,735	886,000	- 41,355
Oklahoma.....	3,320,777	4,482,716	- 1,161,939
Total.....	23,318,185	23,777,116	- 458,931
Transported for Others (Barrels).....	9,360,225	9,085,940	+ 274,285
Trunk Line Mileage at End of Year:			
Texas.....	1,614.18	1,647.83	- 33.65
Louisiana.....	159.30	93.65	+ 65.65
Arkansas.....	33.75		+ 33.75
Oklahoma.....	388.28	312.56	+ 75.72
Total.....	2,195.51	2,054.04	+ 141.47
Loop and Branch Lines:			
Texas.....	457.95	365.46	+ 92.49
Louisiana.....	24.16	12.08	+ 12.08
Oklahoma.....	242.48	278.43	- 35.95
Total.....	724.59	655.97	+ 68.62
Gathering Lines:			
Texas.....	783.07	704.41	+ 78.66
Louisiana.....	145.13	150.41	- 11.28
Arkansas.....	55.55		+ 55.55
Oklahoma.....	700.05	647.15	+ 52.90
Total.....	1,683.80	1,507.97	+ 175.83
All Lines:			
Texas.....	2,855.20	2,717.70	+ 137.50
Louisiana.....	328.59	262.14	+ 66.45
Arkansas.....	89.30		+ 89.30
Oklahoma.....	1,330.81	1,238.14	+ 92.67
Total.....	4,603.90	4,217.98	+ 385.92
Telegraph and Telephone Lines:			
Miles of Wire Operated.....	9,922.50	8,928.50	+ 994.00
Miles of Pole Lines.....	1,269.25	1,210.00	+ 59.25

The Mexican subsidiary owns and operates pipe lines from fields to seaboard in Mexico, four sea loading lines at Agua Dulce, branch and gathering lines, and telegraph and telephone lines as follows:

	1923	1922	Inc. or Dec.
Trunk Line Mileage at End of Year.....	34.72	48.65	- 13.93
Gathering Lines.....	20.27	11.78	+ 8.49
Sea Loading Lines.....	9.36	11.43	- 2.07
Telegraph and Telephone Lines:			
Miles of Wire Operated.....	285.76	285.76	
Miles of Pole Lines.....	78.61	78.61	

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Crude Oil Purchased

	1923	1922	Inc. or Dec.
In United States (Barrels)	17,752,425	15,307,889	+2,444,536
In Mexico (Barrels)	6,723,104	7,715,903	- 992,799

Refining Operations

Quantities in 42-gallon Barrels Unless Other Measure is Stated

	1923	1922	Inc. or Dec.
Crude Run	29,556,803	27,706,562	+1,850,241
Production:			
Gasoline	10,012,621	7,351,917	+2,660,704
Kerosene	3,301,959	3,577,899	- 275,940
Lubricating Oil	1,403,962	1,098,376	+ 305,586
Gas Oil	724,651	1,163,341	- 438,690
Fuel Oil	11,547,048	10,958,005	+ 589,043
Asphalt (Tons)	338,499	290,408	+ 48,091
Paraffin Wax (Tons)	4,843	4,438	+ 405
Petroleum Coke (Tons)	545	3,129	- 2,584
Roofing (Squares)	995,504	660,433	+ 335,071
Shooks Manufactured	7,313,622	7,175,418	+ 138,204
Cases Manufactured	8,064,523	7,602,484	+ 462,039
Cans Manufactured	20,740,985	17,990,115	+2,750,870
Asphalt Drums Manufactured	129,321	126,063	+ 3,258
Asphalt Barrels Manufactured	333,086	220,978	+ 112,108

This does not include greases, compounds, and specialties made from products listed and others purchased.

Gross Revenue

	1923	1922	Inc. or Dec.
Northern Territory	\$65,096,412.42	\$67,586,938.67	-\$2,490,526.25
Southern Territory	35,010,621.53	32,094,724.38	+ 2,915,897.15
Western Territory	7,452,954.54	5,408,078.00	+ 2,044,876.54
Asphalt Sales	4,600,694.51	3,941,153.49	+ 668,541.02
Railway Sales	5,281,775.99	7,200,109.27	- 1,918,333.28
Foreign Sales	39,425,084.57	40,536,729.91	- 1,111,645.34
Special Sales	4,468,031.93	5,488,263.18	- 1,020,231.25
Natural Gas	958,113.14	1,106,274.06	- 148,160.92
Pipeage (On oil carried for others) ..	2,031,698.08	1,942,048.58	+ 89,649.50
From Other Sources	5,614,844.45	5,444,637.86	+ 170,206.59
	\$169,949,231.16	\$170,748,957.40	- \$799,726.24

Our Editorials

Occasionally there appears in these columns editorial discussion of subjects of general public interest. The views expressed are submitted, not with the thought of conclusiveness but merely for what they are worth. If members of the organization entertain different views, that is their right, of course. Such difference

of opinion will in no case affect the standing of an employe or militate against him in any way. The management believes that a real house journal should be more than a perfunctory affair, and having views on the issues of the day proceeds to express them. If these views do not stand the test of reason it goes without saying that they should be rejected. On the other hand they may serve to develop new thoughts and to correct erroneous ideas.

The TEXACO STAR



Entrance to Imperial Palace—Peking.

Around the World with Texaco—III

CHINA

C. S. DENNISON, Advertising Division

To write about China—that Colossus among nations—with its vast area and immense population—its civilization the antithesis of the Occidental—its complicated language, and the psychology of the impenetrable Oriental mind, is a task fraught with difficulties.

Old residents in the cities of the China Coast tell you the only people having the credulity to reduce to print their reactions to Chinese life and manners are transients who break into print after a fleeting glimpse of the country. They tell you the longer you are in contact with The Orient the less prone you are to say you know it and perceive its symbolism so difficult of comprehension to the Western mind. With this warning the writer will attempt to set down his own impressions, not pretending that his observations are anything but casual.

Physical China, that old theatre of the human drama, spreads over an area one-sixth greater than the United States; the largest habitat of the human family, it is the homeland of a population estimated at 430,000,000.

The period when China's history emerges from the obscurity of legendary lore and takes form in recorded fact dates back 2,800 years before the Christian Era. Contemporary China is one of the few existing links with the forgotten past. Her long span of life, whose origin is lost in the haze of antiquity, has remained unbroken while many of the world's other political divisions have been made and remade in the changing process of history.

Here you find a civilization antedating Europe's by several thousand years in which a creative literature famed for its quality and character was developed independently of Western thought. Certain branches of science revealed their truths under the research of Chinese scholars. She perfected her own system of philosophy, many principles of which parallel those expounded in the Bible. You find an artistic development distinctive from and foreign to that of the West, and a system of government that kept China intact for an unrivaled period of time.

During this long journey down the centuries, China, starting in the old "Middle Kingdom," expanded her domains to their present vast proportions under a succession of dynasties. These dynasties varied greatly in the influence they exerted. Some were strong and militaristic and made conquest of territories their objective. Some were weak, inefficient. Some devoted their energies to developing science and the cultural arts and to improving the lot of the masses. There were periods when the country was divided into principalities, only to be reunited in others; and there were periods when foreign rulers, such as the Manchu and Mongol Emperors, held sway over the country. But the old Empire moved along maintaining its distinctive character untarnished to 1911, when China joined the ranks of republics and became (in theory) a democracy modeled after the most advanced ideas.

Her career as a Republic has been one of

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Approach to the "Temple of Heaven"—Peking.

turmoil and strife, discord and dissension. Civil war has cast its bloody shadow across the land and many Westerners have despaired of China ever becoming a republic, united and permanent, in fact as well as theory. But most republics in their formative period have experienced similar problems, and it is not unreasonable to predict that in spite of almost insurmountable difficulties China will eventually find itself and harness its latent power for its own benefit and that of mankind. There are optimists who foresee the speedy realization of this prospect, basing their belief on the Chinese they see in the Treaty Ports where contact with Westerners has improved the lot of this element; but when you travel in the interior and see the squalid millions in bondage of ignorance and poverty and superstition, you realize the magnitude of the problems.

Under the Empire each of China's eighteen Provinces was ruled by a Tschun who functioned as a governor. He personified the government to the masses who had little knowledge of or concern with the Imperial rulers at Peking. Each province was more interested in its particular affairs than those of the nation as a whole. Dialects crept into the language and survive to the present—so that a man from Peking can not understand his compatriot from Canton, *etc.* Customs peculiar to different localities became fixed, and denied communication with each other China's states became decentralized. To understand republican principles a people must be educated in a degree, while in China 90% of the people neither read nor write. But in spite of all this China will emerge some day a united nation of power and affluence commensurate with her vast bulk.

Compared with America, China occupies an area corresponding to that from Southern Canada to Southern Mexico and is about as wide as the United States between New York and San Francisco. These 4,000,000

square miles include the 18 provinces of China proper and also Manchuria, Mongolia, Turkestan, and Tibet.

Generally speaking the country is hilly and mountainous excepting the great central plains 200,000 square miles in area formed by the mighty Yellow and Yang-tze River systems. You find hot marshy lands in the Southern Provinces; barren desert wastes in Mongolia and Turkestan; rich rolling plains in the Yang-tze Valley and Manchuria. In little known Tibet the Himalaya Mountains—"the roof of the world"—project their mighty snow-crowned mass thousands of feet into the blue and form a barrier between China and India.

China has three major river systems. The Yang-tze rises 16,000 feet above the sea in the highlands of Tibet and flows 3,200 miles through Central China to the Pacific. This mighty river assumes such proportions that ocean tides move 200 miles up its course and sea-going vessels go to Hankow 600 miles from its mouth. In the North, the Yellow River, whose unmanageable waters have claimed thousands of lives and unknown loss of property, flows from Tibet 2,600 miles through North China to the sea. The Southern Provinces are drained by the West River, 1200 miles long. These huge rivers with tributaries and the ingenious system of canals connecting them are the life arteries of China and form the principal avenues of communication between coast cities and the interior.

Two-thirds of China's population live in one-third of its area, the congestion being greatest in the river valleys and along the 2,100 miles of Pacific coast. Two hundred million reside in the Valley of the Yang-tze alone, and it is here you find congestion which in sections reaches 650 to the square mile. In contrast, there are areas in Mongolia and Turkestan very sparsely settled.

China has two distinct seasons—long winter and summer with short spring and autumn.

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Approach to the Ming Tombs—Nanking.

There is variety in the climatic range from the sub-tropical South to the frigid cold of Mongolian, Manchurian, and Tibetan winters. Abundant rainfall and plentiful sunshine over vast areas of fertile soil account for China's importance as an agricultural country, 80% of her people being farmers who in spite of antiquated methods produce huge food crops.

Second in importance is China's mineral wealth. Latent riches, awaiting capital to develop them, lie in vast deposits. Considerable mining is done now under both modern methods and the system traditional with the Chinese. Iron, lead, antimony, tin, zinc, and numerous other metals, as well as coal in immense beds, are among the natural assets.

Industrially China in recent years has extended her interests, stimulated by foreign assistance, on a large scale. This growth would have been greater had she not been handicapped by a dearth of communication. There are but 7,000 miles of railways in the entire country. The United States has nearly 300,000 miles. About two-thirds of China's railways are state owned, the balance foreign controlled. An extensive program of railway expansion awaits settled conditions in the country.

There are no highways in China excepting a few in the North and others leading out from some of the cities. Consequently only 8,000 motor cars are found there. When you travel in the interior you follow the trails and rivers and canals, and with coolies and servants, camping equipment and food, you reach your destination by a variety of methods of transport which include sampans, Peking carts, camel caravans, donkeys, *etc.* Where the terrain is rugged you ride in a sedan chair—a wicker seat strung on a bamboo pole and carried on the shoulders of coolies.

A Chinese inn is far removed from the Western conception of a comfortable hostelry. It is usually built square, one or two stories high, with one entrance and a courtyard in the center where livestock is put up. Bunks line the walls of the filthy odorous rooms, but you prefer sleeping on the mud floors on which you

spread your sleeping kit. Half wild dogs (seemingly to have particular aversion to white folks), pigs, and chickens roam at will. You "live on the country" as you travel and augment your tinned commissary by purchase of chickens, eggs, and rice from the farmers. There is the ever-present possibility of encountering bandits who roam the country. But travel in the interior of China has its compensations: the scenery is magnificent in places, and the life and customs of the kindly folk seldom diminish in interest.

One-quarter of the human family lives in China and within such an immense ethnologic group you find all types of people. While estimates have it that 90% of China's people can neither read nor write, the remaining 10% represents 40,000,000 educated people among whom are scholars of great learning, business leaders, statesmen, professionals, whose influence and ability are reflected in the industrial, commercial, and cultural life of the nation.

The origin of the race is obscure, but in her process of growth China absorbed some sixty peoples or tribes and consequently the types vary in mental and physical characteristics. For example, in the North they are tall, erect, powerfully built, and of impressive bearing (the queue is still worn by many males north of the Yang-tze); in the Yang-tze Valley and Southern Provinces they are smaller and inclined to corpulence.

The Chinese character and mentality are difficult of analysis. Considered collectively the Chinese possess genuine natural ability which tends towards the practical. Their shrewdness, industry, and honesty are proverbial and their ability as keen merchants is evidenced not only in their own land, but also in the Philippines, Indo-China, Siam, and the Malay countries where they have settled by



Up-country transport

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Orphan Island with a Buddhist Monastery on its heights—Upper Yang-tze River.

thousands and have won a leading place in the commercial life of those countries. When a Chinese competes in business with a Malay he usually wins out. His method is to take small profits and turn his stocks often. His application to details is astounding. He works long hours, day and night, and observes no Sunday—excepting the better class of city merchants. His chronology is based upon 12 moons to the year and so many days to the moon. He ignores weeks entirely. The major volume of his business is on credit, settlement being made at intervals of three, six, or twelve moons. The date of the Chinese New Year fluctuates, generally occurring in February, and a week is set aside to observe it. It is traditional with the people to settle all financial obligations, hire and discharge help, and generally put their house in order by the New Year festival. Failure to do so is deemed a disgrace, often inducing suicide.

Under the Empire an educational system was provided having for its object a thorough versing in the Chinese classics. This system developed wonderful memories among those fortunate enough to participate and upon completing it they usually became identified with the government, which was considered the most honorable vocation for the scholar.

The new educational system established by the Republic is Western in model and affords a graded curriculum from primary to college courses. There is a great inadequacy of schools; only 4,000,000 students are enrolled whereas there should be 40,000,000 to satisfy the nation's requirements. The bulk of the people

adhere to tradition, and superstition is rampant. They are conservative and stoical, but have a real sense of humor and child-like curiosity. When you stop to "snap" a picture in a Chinese street you are soon surrounded by a crowd all craning necks to see what the foreigner is up to, but a smile or friendly gesture is always reciprocated. That is the reason the Chinese are likeable—they know how to laugh. They have the patience characteristic of all Orientals and are frugal out of necessity, but the rich are prone to go in for display. Authority is respected and great veneration is shown parents and aged persons.

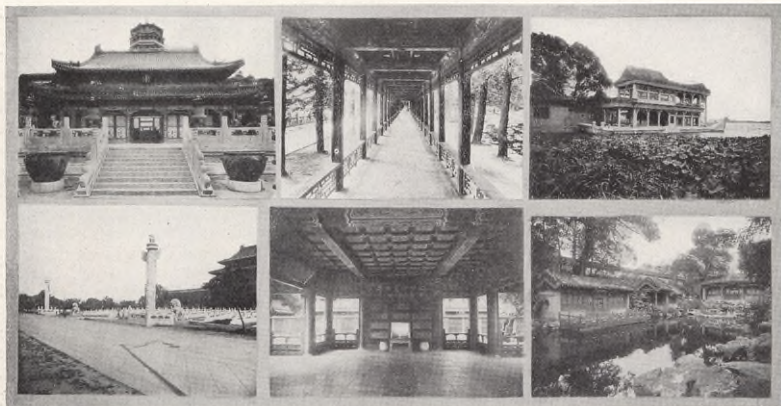
The Chinese people delight in the spectacular and colorful, and such events as weddings, funerals, *etc.* have elaborate rituals often conducted with great pomp and circumstance. A familiar sight in cities is the wedding procession, varying in size and character according to the financial status of the principals; the more pretentious employ hundreds of men and boys costumed in strange suits and robes, carrying symbols, banners, *etc.* to the accompaniment of music. Red, the color of joy and happiness, predominates. The bride, carried in an enclosed sedan chair, goes to the home of the groom to meet him—often for the first time, as Chinese engagements are contracted by professional match makers.

A funeral may be four coolies carrying a huge wooden coffin followed by the mourners on a wheelbarrow, or a long pageant employing hundreds of men and boys. White is the color of mourning, and if the deceased was rich his body is carried on the shoulders of as many as fifty bearers in a magnificent catafalque followed by his kin and by bearers carrying food, clothing, *etc.* to cater to the departed



Sei Fong Tah, Thundering Peak Pagoda, Hangchow.

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Upper: Ba Yin Dien—pinnacle of the "Hill of Longevity"—Summer Palace, Peking. The Emperor's private promenade—Summer Palace grounds, Peking.
The boat that never moves—marble tea pagoda built in form of a royal barge, Summer Palace, Peking.

Lower: Stop Wind poles and Dragon Dogs "guarding" entrance to Imperial Palace, Peking. Nan Hai—one of the old throne rooms—Forbidden City, Peking.
A royal garden—Forbidden City, Peking.

beyond the grave. Once dead, the Chinese becomes an object of worship to his family, as ancestor worship is widely practiced.

The men and boys used in these processions come from the Beggar's Guilds. These guilds are influential bodies into which all sorts of laborers are organized for mutual advantage.

Both men and women dress in cotton coats and trousers—the cloth resembling overall material, but the more prosperous wear silk. All wear the characteristic felt slippers. The women and girls adorn the hair with flowers and jewelry and the method of dressing it indicates whether the person is single or married; the vicious practice of breaking the feet and retarding their growth by binding them still prevails to some extent.

In rural China entire families gather under one roof or in a series of connecting houses. The houses are grouped in villages surrounded by fields. There are no isolated farm houses, as in America. The rich merchants live in palatial mansions in the cities; they love luxury and are receptive to the use of Western creature comforts such as motor cars *etc.*

Rice is the staple food in South and Central China; wheat in the North. Meat is scarce; fowl and fish with a variety of vegetables are eaten by the people.

China's monetary system is very compli-

cated. Instead of a national unit for the entire country there are 16 different taels and four different dollars with subsidiary coins. The smallest coins are called cash; 100 cash exchange for about three U. S. cents. Cash is used almost exclusively by the coolie classes.

In religion, the majority of Chinese are adherents of Buddhism, but Christianity has many converts.

Personal hygiene and sanitation are unknown in China and millions succumb to disease every year. Outside of hospitals provided by missionaries there is no modern method of coping with bodily ills.

The social status of Chinese women is not comparable with that of her sex in the West. Custom dictates that her place is in the home where she is completely subservient to her husband with whom she is never seen in public, at social gatherings, theatres, *etc.*

While the majority of the Chinese people live in rural sections, her urban population is immense. Peking, Tientsin, Shanghai, Hong Kong, Canton, and Hankow are huge marts of commerce and industry and focal points in the country's distributive system. Each has its own character and identity.

Peking, the capital of China, with a population of 700,000 is in the Province of Chihli at the Northern extremity of a great plain

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Caravan from Mongolia outside the walls of Peking.

extending 700 miles southward. It is one of the world's most fascinating cities. On its site the capitals of China have been located for nine centuries and its array of magnificent palaces, temples, shrines, and pagodas testify to the power and splendor of the courts that held sway there.

Peking's plan is majestic, unique. It is rectangular in shape, covers 30 square miles, and consists of three cities, one within the other, each surrounded by a massive wall 60 feet high. These walls are made of large hand-made brick covered with pink plaster and are entered through magnificent gateways surmounted by high graceful towers. The outer city is called The Chinese City at one end and The Tartar City at the other; in it most of the Chinese reside. Next comes The Imperial City containing the government depart-



A gateway in the city wall—Peking.

ments, with a section devoted to Legation Quarters where the diplomatic corps of many nations are housed in their own spacious compounds along stately boulevards. Each is guarded by its own troops and stray bits of the armies of many lands add a touch of the picturesque. Smart shops and foreign banking and business houses and hotels share this cosmopolitan quarter. You then come to the famous Forbidden City which before the fall of the Empire was closed to all but the nobility and the highest dignitaries of state. This was the seat of the Imperial Court when the "Son of Heaven" and his entourage lived in regal splendor. Stately palaces, ornate ceremonial halls, majestic shrines, gorgeous court buildings are grouped in spacious parks dotted with lotus-strewn lagoons with their white marble bridges, and tea houses, landscape gardens, *etc.* Upon these structures the finest craftsmanship was lavished and the vast domains of the empire were scoured to obtain the art and decorations which adorned them. With the passing of the old regime, most of this was looted; what remains is housed in a Museum. But the buildings, stately in proportion and retaining some of their original glory, evidence the barbaric splendor of the section as it was when the Son of Heaven ruled a quarter of the human family from the Dragon Throne. This Throne still remains in the original chamber. It was wrought from rare woods and worked into a lacquered and bejeweled structure of superb beauty. Nearby is the famous Bell Tower with its bronze bell 14 feet high and weighing 120,000 pounds which, responding to the blow of a wooden beam, sent its deep sonorous voice across the City each night at the changing of the guards. Then you come upon the Drum Tower which contained the famous astronomical instruments, sacked during the Boxer troubles. And Coal Hill, an artificial mound, studded with temples. The Boy Emperor—a descendant of the last imperial ruler—lives in a section of the Forbidden City surrounded by a few faithful adherents.

Seven miles from Peking is the Summer Palace to which royalty repaired during the hot months. Here another magnificent group of buildings were erected on the terraced sides of a hill part of which is artificial. Court chambers, audience halls, theatres, living quarters, all of wonderful design, with porcelain tile roofing indigo blue or imperial yellow in color, are grouped into an architectural scheme on the steep hillside which culminates in a

The TEXACO STAR



Entrance to Confucius Temple—Peking.

golden shrine to Buddha covering the pinnacle of the hill and dominating the picture. As you stand on the balcony of this shrine and look down upon the multicolored buildings mirrored in an artificial lake of green waters at the base of the hill, you see the graceful seven storied Jade Pagoda glistening in the sunlight on the opposite shore. Away in the distance the Western Hills, green and fresh, rear their gentle forms along the horizon, while to your left stands the city in splendid isolation clad in the tattered remnants of her past grandeur, serene, wise in the ways of life, undisturbed by the passing pageant of time. It is here that you fall completely under the spell of Peking—the old, the majestic, the beautiful.



Typical Street—Peking.

From Peking you journey to Tientsin—the premier port of North China—a city of a million inhabitants standing at the junction of the Peiho and Yoho Rivers 40 miles from the Gulf of Chihli. From December to March the river is frozen but during the navigation season an immense traffic moves up and down the muddy waters. The city covers about 24 square miles and some 3,000 Europeans and Americans reside in the eight foreign concessions.

It must be remembered that all China is not open to commercial intercourse with foreigners. The government has designated certain ports and cities in which non-Chinese may reside within specified concessions and engage in trade. There are 48 of these Treaty Ports and 39 important towns where foreigners enjoy extra-territorial privileges, that is they are amenable only to the laws and courts of their own countries and exempt from Chinese laws and from jurisdiction of Chinese courts.

Tientsin's International Settlement parallels the river and is a well planned section, western in character, containing business houses, clubs, and residences. The Texas Company's branch is in the business center and has for its field of operations an immense area in the northern provinces.

The Chinese City is a congested maze of narrow streets running in all directions. There are interesting bazars, fine temples, a Mohammedan mosque (attesting to the presence in China of that religion), a mint, and a Government palace. Tientsin is the home of the famous Chinese rugs popular in America. These are hand loomed principally by boys working in dingy quarters under directions of experts. The city boasts a number of industrial plants.

One evening The Texas Company's staff was invited to attend a banquet given by an up-country agent to celebrate the signing of a contract to handle Texaco kerosene. We rode in rickshaws to a tea house—the social center



Taking off Texaco kerosene—Tsingtau, China. Agent godown—Yangchow, Kiang-su. Junk with cargo of Texaco kerosene on Yang-tze River above Chinkiang.

The TEXACO STAR



Street merchants—Tientsin.

in China where you must meet the Chinese on a social basis if you would do business with them. We found a 3 story building elaborately decorated with lacquer, carved wood, lanterns, silk hangings, brass, etc. The banquet room was furnished in ebony and blackwood furniture giving a true Oriental setting for the feast. Our host was a gracious old Chinese merchant of the better class, and his dinner proved an adventure into a realm of strange viands. Watermelon seed and Chinese nuts were the appetizers followed by thirty courses—the usual menu for a Chinese banquet—ranging from bird's nest soup to Canton ginger. Sharks' fins proved a gristle-like transparent meat deficient in savor. The "piece de resistance" was a course of eggs which had been buried for many years in the earth; they were solid, like a hard boiled egg, but the color was dark green and the taste very rich and not unpleasant. Fowl with bones removed but the carcass restored to its original form, pork, fish, a variety of vegetables strange to the Western palate, meats, fruits, and confections completed the meal which lasted about five hours. At intervals hot towels were passed to the victims that the face might be refreshed. Chop sticks were used. Audible chewing is sanctioned by Eastern etiquette: the more noise you make the greater is your host's pleasure, as it denotes your enjoyment. Old musicians played Chinese music, void of rhythm or harmony, on violins and cymbals and drums. Sing-song girls, public entertainers, dressed in exquisite silks, with enamelled faces and hair decorated with lotus blossoms, sang weird songs. We rode home through the lights and shadows of the streets much disposed toward indigestion.

You board a Chinese coaster at Tientsin and sail away from the busy quay lined with godowns, one of which bears the familiar

Texaco trade mark. The 40 mile trip down the Peiho to the Gulf takes you through marshy plains through which the river makes a serpentine course. Entering the Gulf you stream down the picturesque coast of North China, its old hills rolling down to the sea and its many fishing villages nestling under steep cliffs. The course winds around the Shantung Peninsula, one of China's richest Provinces, and you "put in" at the quaint old port of Chee Foo. This is the summer rendezvous of a division of United States destroyers, part of our Asiatic Fleet. Shantung is the home of the famous silk of that weave and is the premier fruit district of China. Over 100,000 people are employed in the human hair trade; much of the hair is made into nets worn by American women.

The trip resumed, you arrive in due course at the Woosung Anchorage at the mouth of a tributary of the mighty Yang-tze, the Whangpo River, and after steaming 14 miles up this river the skyline of Shanghai emerges from the haze. Picking her way through the congested harbor your boat docks 'longside at the "Paris of the East."

Shanghai, the commercial capital of China, is a city of 1,500,000 people, occupying a low flat plain and covering many square miles. It is really two cities, the Chinese city and the Foreign Section—the latter including the French and International Settlements. Shanghai's 25,000 foreign residents with thousands of transient visitors make it one of the most cosmopolitan of the world's great cities. Laid out in business thoroughfares and splendid boulevards, the Foreign Section is a modern Western city planted in the heart of the Orient. Spreading from the river embankment—known as The Bund—the Foreign Section is a revelation to the stranger. Its business houses



Shanghai Harbor.

The TEXACO STAR



Upper: "The Bund" facing the harbor—Shanghai. Nanking and Chinkiang Roads, Shanghai—Note advertising signs and Indian traffic officer. Tea House, Shanghai—The matting is used as protection against sun. Lower: Chinese barber performing his duties on the street. A passenger wheelbarrow in Shanghai—the female attire is characteristic of the prevailing mode. A mobile kitchen common in Chinese cities. Rickshaw coolie lurching, and traveling food vendor—Shanghai.

are big substantial piles housing the Eastern headquarters of the concerns of many nations; here The Texas Company's China organization maintains its head office in the beautiful Glen Line Building overlooking The Bund and harbor.

Shanghai is the chief focal point of Oriental trade and industry. It is the outlet for vast volumes of products from the Yangtze Valley and the receiving point for millions of tons of the world's merchandise sent into China annually. Here cargoes are divided to be transhipped up and down the coast and inland through the big river and its branches and canals. Here industry has taken root and many modern plants produce textiles, flour, paper, tobacco, *etc.* Ship yards, oil mills, *etc.* add to the city's industrial prominence.

Shanghai's social life, gay and colorful, is responsible for her sobriquet—The Paris of the East. Its hotels, theatres, and clubs are scenes of a constant round of social activity and its magnificent homes are famed for gracious hospitality. Horse racing and many other sports are features of the life in the Foreign Colony. In addition to being the chief missionary center Shanghai is an important educational city. Over fifty institutions of learning for Chinese and foreign youth are located there. Its retail trade is thriving and varied. American, British, French, and German shops vie with high class Chinese establishments in offering the goods of all nations to the city of all nations. Some of these Chinese shops along Nanking Road—

"the Broadway of the East"—are dazzling in their splendor and beauty. Two huge department stores owned and managed by Chinese are features of the city's mercantile life.

Beyond the borders of the Foreign Section the great Chinese City reveals a striking contrast with its labyrinth of streets and alleys, odorous, unkempt, lined with all varieties of structures from the new to the dilapidated, from the grim to the gaudy. Between the open front shops, stocked with goods in infinite variety, pass the human streams that ebb and flow uninterrupted. There are no sidewalks, no traffic laws; you pilot your course through the living mass as best you can. Your ears rebel at the noise; China seems to love it. All kinds of shouts—the jargon of itinerant street vendors, blatant cries of bazaar merchants, warning notes of rickshaw boys, the sing song of auctioneers, the pathetic note of beggars, the rhythmic chant of burdened coolies, the laughing shouting lingo of thousands—blend into an ear-splitting din enormous in volume.

In a typical Chinese street you see rich corpulent merchants in costly silks, pompous and important; muscle-bound coolies with calloused shoulders; plastic women in silk pantaloon much decorated; Chinese police in khaki; beggars in tatters—some in the throes of loathsome disease, some victims of leprosy extending the stub of what was once a hand; old scholars with big shell glasses; magicians and jugglers displaying their art; women with tiny offspring strapped over their backs; clean-

The TEXACO STAR



The Glen Line Building, Shanghai—The Texas Company's General Offices for China are on the 2nd floor. Steamers discharging Texaco products at The Texas Company's wharves at Shanghai.

cut young students personifying the New China. You see the food vendor with portable lunch counter and stove. Barbers may be seen shaving the heads of customers squatted on stools along the curb. The professional ear cleaner probes the ear of a patient with long ivory instruments. The letter writer serves those to whom writing is a mystery. The fortune teller reveals the future for his patrons. Story tellers enthral listeners with tales of enchantment. Herb vendors dispense pain-killing concoctions, and scores of other strange vocations are practiced in that medley of oriental life—a Chinese street.

A visit to a Chinese theatre is an unforgettable experience. The crowded streets take on another aspect under nocturnal conditions. Lights blaze everywhere. The dilapidation and scars of time, so obvious in the daylight, are transformed into the grotesque or the beautiful by the magic of night. The theatre structures manifest the extremes of Chinese art and architecture: bizarre ornament, barbaric color, and quaint design. You find the interior like an ordinary theatre, the balcony used for the choice seats. The orchestra is seated on the stage and consists of drums, symbols, and fiddles: the idea of harmony doesn't enter—just noise and lots of it. The performance starts in the afternoon and runs continuously till after midnight and ordinarily consists of a series of sketches. Food is served

if you want it and hot towels are passed frequently so that the face may be refreshed. The actors are principally males; women until recent years were prohibited by law from performing on the stage. Dialogue rather than action seems to dominate. The costumes are magnificent as most of the plays are of ancient origin. Scenery is mainly symbolic; between acts it is shifted in view of the audience, there being no drop curtain. The audience shouts its approval or disapproval at the actors. You find yourself sharing their enjoyment in spite of sitting next to a Chinese relishing his fish, meat, or other food.

If you wander down to The Bund skirting the broad river and sit in the attractive park you overlook Shanghai's busy harbor. All types of craft fly the flags of many nations. Big sleek liners in the passenger trade from America or countries west of Suez dock 'long-side; trim gray wayships, guardians of life and property, units of the Asiatic fleets of western nations, tug at their anchors; rusty tramps, vagabonds of the deep, hailing from the four quarters, load in the open; great lumbering Chinese junks, high in the bow and stern, with bamboo ribbed sails and huge eyes painted in the bow that they may "see" their way through the trackless deep, move with the wind; modern cargo boats, straining at their winches, shift cargo into coolie propelled lighters; smart motor launches speed along, separated by cen-

The TEXACO STAR



Hong Kong—City, harbor, and the inclined railway.

turies from the clumsy sampans that are poled past them; barges down to the deck line with cargo; river craft with passengers from up-country, and weather beaten schooners, all pass in the panorama of marine traffic of one of the most fascinating harbors on the seven seas.

From Shanghai you take another coaster and steam down the South China coast through waters which are often churned into a fury by typhoons, and after several days you enter the harbor of Hong Kong—Far Eastern outpost of the British Empire.

Hong Kong is an island about 11 miles long and from 2 to 5 miles broad. This and 200 square miles on adjacent islands and on the mainland form the Crown Colony of Hong Kong with its population of 500,000 of whom 12,000 are non-Chinese. The city of Hong Kong is properly the City of Victoria, but popularly it is known by the former name. It nestles around the base of a mountain, hugging the shore of its magnificent land-locked harbor. Your boat anchors off-shore, and landing at the quay you walk but a few blocks before coming to the foot of the Peak, a mountain which projects its steep sides 1,800 feet above the harbor. Its sides have been terraced on the upper reaches where bungalows of European residents command an inspiring view of the straggling city, the sparkling waters, and green hills beyond. The city reaches up the base of the mountain in streets built on stairways, but stops where the walls become vertical. You travel to the top on a cable tramway which climbs up the precipitous sides. Neither horses nor motor vehicles are seen in the streets, but 98 miles of excellent military highways skirt the island outside the city.

Hong Kong is the commercial center of South China and one of the world's premier ports. Unlike the other cities it has no Inter-

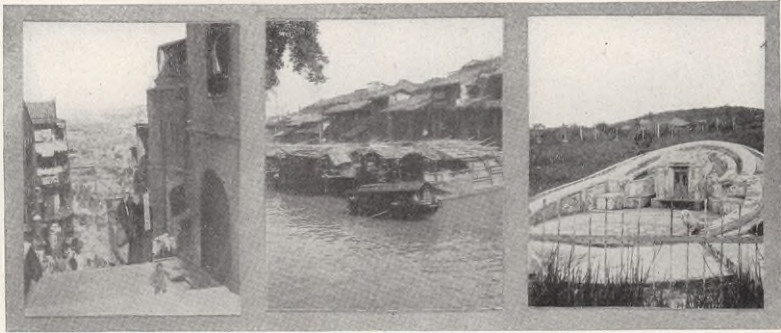


The heart of Hong Kong's business section.

national Settlement. The business buildings are massive and in English style of architecture. They are built out to the curb and you walk under arcades. The British predominate in business affairs. It is the oldest European settlement in China and is the base of the British Asiatic fleet. It is well garrisoned and has a delightful social and sporting life.

Ninety miles up Pearl River from Hong Kong you come to Canton. Picture a city skirting a wide sluggish river, where buildings, the tallest not over three stories in height, are packed so densely that no street is wide enough for a horse-drawn vehicle. These lanes or alleyways are paved with flagstones and lined with small stores and workshops filled with Chinese merchandise finished or in the process of the making. Stores not over ten feet square will have as many as five clerks, who live behind the business room. All the colors of the rainbow appear in the silk or linen banners, lacquered signs, lanterns, and the inevitable shrine to the shopkeeper's ancestors, as well as in the products of the artisans who labor in the dark, damp, odorous hovels. And such marvels of handcraft these deft workers produce! Curios of exquisite beauty and intricate design emerge from the rough ivory tusks of elephants from India and Africa under the patient skill of carvers who spend their lives in the trade of their forefathers. You find them grouped in a section called Ivory Street. Then stop at a little shop and witness the weaving of wonderful silks by hand on looms of ancient design. The feather worker creates quaint jewelry em-

The TEXACO STAR



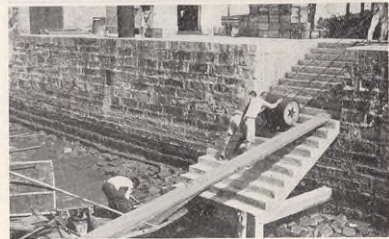
Terraced street in Hong Kong. Glimpse of the River Colony, Canton—300,000 people live in these boats. Tomb of a rich Chinese.

ploying the multicolored feathers of the kingfisher. Here is a shop with a fortune invested in the famous Canton dishware. There are many shops where men weave matting by hand into floor coverings, awnings, and sails. Hundreds are engaged in making incense of sandalwood ground into a pulp and mixed with Chinese wine, cloves, sugar, and aromatic oils, dried and packed. Fire crackers, popular with Chinese for ceremonial occasions, are made by hand. You find the brass makers, and the Chinaware decorators painting the famous Cantonese designs on pottery and dishware shipped from up-country. Blackwood furniture with mother of pearl inlay, imitation jade jewelry to adorn Chinese and Indian women, hand woven linen made from Chinese grass, rice wines, rattan furniture, and a host of other Canton products are created in these busy hives of industry along the lanes where sunlight never penetrates. In a sedan chair carried by powerful coolies you leave the native city with senses dulled by the noise, action, and odors of Canton's congested acres where a million people exist. Across the canal is an island where the French Concession is laid out attractively.

The Cantonese are small of stature. Alert and shrewd, they are among the best merchants of the race. Many of them have emigrated to many foreign lands. The city is a hotbed of political intrigue and is the seat of the rebellion now disrupting the country. For years it dominated the foreign trade of China, but in this respect has lost much to Hong Kong. This is the city with the famous "float-

ing" population of 300,000 who live in sampans of the river. Thousands spend their lives on these small craft rearing their families and carrying products all over the South China waterways.

You return to Hong Kong on one of the comfortable river boats sailing along the



Chinese junk discharging Texaco "Scale" and "Yin Foo" brands of kerosene at Canton.

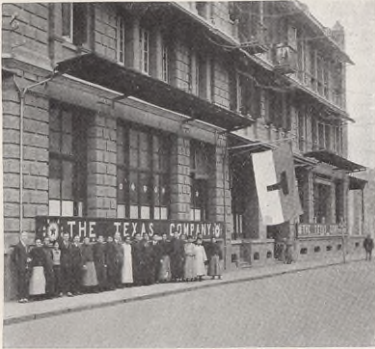
Delivering Texaco Lubricating Oils to customer by Chinese boat at Canton.

The TEXACO STAR



The "Texaco-I" was specially designed and constructed to enable the American members of our Canton staff to make inspection trips through the innumerable rivers, lakes, and canals in the Canton District. With a motor driven vessel our inspectors are able to go from town to town without delay and check up our outstanding stocks and consignments with the Chinese agents. The saving in time through the use of a motor boat instead of the previously used Chinese craft is such that this item alone would justify operation of a boat of this kind. Hotel and living conditions in the outlying areas in the Canton District are such that an inspector's health is imperiled and this boat provides comfortable living quarters in addition to a modern mode of transportation.

dreamy Pearl River, a delta of West River. Your boat carries armed Seik (Indian) guards, a small cannon, barb wire screenings, and a veritable arsenal of small arms; for every boat plying the Pearl must guard against bandits who infest the river and attack the rich traffic that moves on these waters. At last the sparkling lights of Hong Kong emerge from the



Office and staff of The Texas Company in Hankow, one of our leading districts in China. Hankow, meaning mouth of the Han River, known as the Chicago of the East, is 600 miles up the Yang-tze River from Shanghai.

Left to right: J. O. Martin, Miss C. Fillipetti, Manager L. Schleuter, J. B. Fitzgerald, V. Overgaard. The others are the Chinese staff.

darkness of the balmy night and your trip to Canton ends.

China is one of the World's principal markets for kerosene and is of growing importance as an outlet for lubricants. By reason of the dearth of highways outside the important cities, it is a restricted gasoline buyer. The Texas Company is one of the big international oil companies catering to China's oil requirements and our position in the market is on a sound and favorable basis. We ship millions of gallons of kerosene under our Chops "Hung Sing" meaning Red Star, and "Yin Foo" meaning Good Luck—a salutation common in Chinese social intercourse. This oil is shipped in the standard 2/5 cases (a wooden case with two five-gallon tins) and is landed at our godowns along the coast; from them it is shipped to the branches at Shanghai, Tientsin, Nanking, Hankow, Tsingtau, Canton, and Dairen. From these it is sent to our agents all over the country and re-distributed to thousands of dealers who pass it out by the half-pint and pint to consumers. Our staff numbers about 65 Americans and many Chinese, and the Head Office in Shanghai is a busy Texaco outpost. Texaco men travel the length and breadth of China checking stocks and expanding our distributing system. The Texaco line of products has won its place in the Chinese market on their quality and the sound marketing policy pursued by the Company's executives.

Miss Clara P. White
344 West 72nd Street
New York

March 23, 1924.

Gentlemen—I enjoy reading the Texaco Star. After I have finished with them I take them to the Soldiers' Hospitals to the crippled and paralyzed ex-Servicemen here in New York. The men enjoy reading the Texaco Star and always ask me for them.

I felt this would be of interest to you.

Yours truly,

C. P. White.

A sea captain and his chief engineer, tired of debating which the ship could more easily dispense with, decided to swap places for a day. The chief ascended to the bridge and the skipper dived into the engine-room. After a couple of hours, the captain appeared on deck covered with oil and soot. "Chief!" he called, wildly beckoning with a monkey wrench. "You'll have to come down. I can't make her go." "Of course you can't," said the chief, "She's ashore."

—Bottles

LAW CURRENT

Rob't A. John

Husband and Wife—Liability of Wife as Surety or Accommodation Indorser on Promissory Notes.—Under Wisconsin statute granting to married women freedom of contract, she is held to be liable upon her execution as surety or accommodation indorser of promissory notes of third parties, regardless of whether she received any consideration or whether the loan was in any particular for the benefit of her separate estate. *First Wisconsin National Bank v. Milwaukee Patent Leather Co.*, 190 N. W., 822.

Possession of Surface—Construction as to Mineral Estate—Actual Severance.—The owner of the entire fee estate conveyed the surface to a purchaser, retaining, however, the minerals lying under said land. The purchaser of the surface went into possession. The question was the possession of the minerals, the surface owner only using the surface for surface purposes. The court held that there was no physical severance of the two estates, and that the purchaser had possession of the mineral subsoil estate for the benefit of the owner reserving the same. The former is deemed the quasi-bailee of the latter. *Alabama Fuel & Iron Co. v. Broadhead*, 98 So., 789.

Mines and Minerals—Estoppel.—Lessor accepting royalty upon an existing well, the contract of lessee further providing that an additional well be completed within a year, does not estop lessor in declaring a forfeiture, expressly stipulated, upon lessee's failure to drill the new well seasonably. *Louisiana Live Stock & Planting Co. v. Kendall*, 98 So. (La.), 863.

Anti-Trust Acts—Evidence of a Conspiracy.—When it sometimes appears to the casual observer that the price of oil rises and falls without an apparent economic cause for same, suspicion of a conspiracy should not be indulged in if the sugar market is a proper analogy. A violent rise of the price of sugar on the New York Sugar Exchange without any apparent justification in the condition of the market as to supply and demand or other considerations justifying it was held, in the case of *United States v. The New York Coffee and Sugar Exchange et al.*, Vol. 8, U. S. Sup. Ct. Advance Opinions (Feb. 15, 1924), page

274, that such evidence was insufficient to infer from it an illegal combination, concert of action, or conspiracy in restraint of trade.

Mines and Minerals—Additional Grace Extended by Court on Time Limits in Lease Caused by Litigation.—The Court of Civil Appeals of Texas, in the case of *Silverman v. Emerson*, 257 S. W., 612, has again upheld a judgment granting an extension of time equal to the time which elapsed between the commencement of the suit and the date of judgment where lessee prevailed as against lessor's claim of forfeiture.

Mines and Minerals—Statutes of Fraud—Oil Lease.—In the case of *Woodworth v. Franklin*, 204 Pac., 452, the Oklahoma Supreme Court has held that the contract of the agent does not bind his principal in the execution of a five years oil lease where the agent is without written authority to make such contract from the principal; that the same is in contravention of the Oklahoma statutes of fraud.

"Fishing for Evidence"—Federal Trade Commission.—In an unreported case against the American Tobacco Company, according to press reports, the U. S. Supreme Court has held that officials of the Federal Trade Commission are without authority to search records of a corporation simply upon a "fishing expedition" to discover if there be any evidence of illegal transactions. The Court, through Mr. Justice Holmes, is quoted as saying: "It is contrary to the first principles of justice to allow a search through all the respondent's records, relevant or irrelevant, in the hope that something will turn up."

Mines and Minerals—Title to the Minerals.—The Supreme Court of Pennsylvania again departs from its ancient doctrine that oil and gas were not subject to ownership in the ground, being fugitive in their nature. A recent opinion of the Supreme Court of that state in Vol. 123 Atl. Rep., page 471, holds that the property in both gas and oil is in the owner of the land, of which they are a part, so long as on or in the same and subject to control therein, and that they may be severed from the ownership of the surface by contract.

The fewer voices on the side of Truth the more distinct and strong must be your own.
—Channing.

The TEXACO STAR

DEPARTMENTAL NEWS

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

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	W. M. McMorris, Jr., Fort Worth
Ry. Traffic & Sales Dept.	J. A. Brownell, New York
Marine Dept.	H. Hassell, Port Arthur
Legal Dept.	H. Norris, New York
Treasury Dept.	H. Tomfohrde, Houston
Comptroller's Dept.	H. G. Symms, Houston
Insurance Dept.	R. Fisher, New York
Governmental Reports	E. E. Emerson, Houston
Sales Dept. S. Territory	P. A. Masterson, New York
Sales Dept. N. Territory	C. M. Hayward, New York
Sales Dept. W. Territory	Miss M. Marshall, N. Y.
Asphalt Sales Dept.	R. C. Galbraith, Houston
Export Dept.	Geo. W. Vos, New York
Purchasing Dept.	F. C. Kerns, Denver
Producing Dept.	J. I. Smith, New York
Pipe Lines	J. B. Nielsen, New York
T. T. Co. of Mexico S. A.	J. A. Wall, New York
	J. E. McHale, Houston
	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 MARCH, 1924:

Refined—Coastwise.....	977,629 bbls.
Refined—Foreign.....	445,784 bbls.
	1,423,413 bbls.
Crude—Coastwise.....	312,425 bbls.
Total.....	1,735,838 bbls.

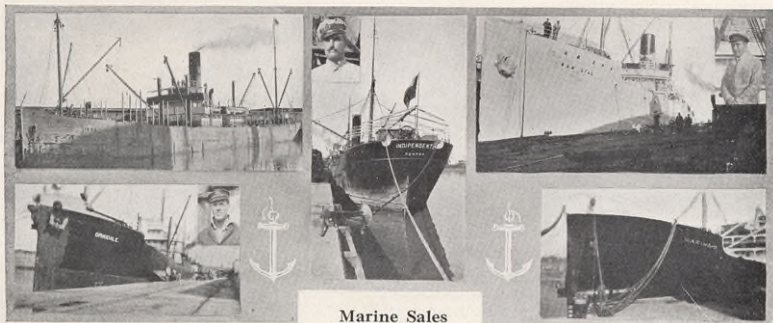
SALES DEPT. S. TERRITORY

General Roofing Salesman W. E. O'Neill having severed his connection with the Company, F. K. Dorrance —transferred from Atlanta March 1—was appointed General Salesman, Roofing Division, headquarters Houston. Mr. Dorrance is one of the old timers and his many friends in Houston heartily welcome his return to them.

Another old timer welcomed back to Houston is W. H. Noble, now Representative of Lubricating Division, headquarters Houston.

Houston District.—Increasing demand for Texaco Products resulted in the opening of two new stations in the Houston District. The new Agents are Coy E. Dillard at Dilley and A. D. Simmons at Liberty Hill.

B. C. Garnett has been transferred from Houston Filling Station No. 7 to the Lubricating Division as stenographer. He worked himself through high school and graduated last



Marine Sales

Upper left: S. S. *Eda*, of the Gorrison Line, Christiania, Norway. Chief Engineer Henriksen. At Port Arthur, Texas. Successful lubrication by use of Texaco Marine Lubricants throughout.

Lower left: Motorship *Ormidale*, belonging to C. D. Mallory & Company, New York. Chief Engineer John Dahlgren (insert). At Houston, Texas. This vessel is equipped with McIntosh & Seymour Diesel engines. Mr. Dahlgren, the efficient Chief Engineer, declares Texaco marine Diesel lubrication and service can not be excelled.

Middle: S. S. *Independente*, belonging to Clorinaldo Devoto fu G. B., Genoa, Italy. Sig. Ignacio Costa (insert) is Chief Engineer. At Houston, Texas. This vessel is lubricated throughout with proper Texaco Marine Lubricants.

Upper right: S. S. *San Gill*, of the United Fruit Company's Great White Fleet. Chief Engineer Wm. Steen (insert). At Mobile, Ala. Supplied with correct Texaco Marine Lubricants throughout, this vessel, as other vessels of the line, enjoys perfect lubrication.

Lower right: S. S. *Marina O*, belonging to N. Otero fu Aless & Company, Genoa, Italy. Sign. G. B. Remarino is Chief Engineer. At Houston, Texas. Equipped with Tosi turbines, enjoying successful lubrication now that the system contains the proper Texaco Marine Turbine Oil.

The TEXACO STAR



Marfa, Tex. Station

Agent J. G. Cox and Assistant Galloway

Special Agent Halverton took this picture on March 3, 1924, just after a snow storm. Although it is intensely cold from August to April, Marfa enjoys a splendid gallowage. The trio named are business getters.

June. Then in preparation for promotion he completed a business course. He now declares he is determined to master all intricacies of salesmanship.

Dallas District.—W. H. Gray, Jr., Assistant Agent at Abilene A.F.S. No. 1, who has been on sick leave in El Paso for some time, passed away on March 18 and was buried at Abilene on March 21. He was the son of Agent and Mrs. W. H. Gray of Abilene Station. We extend our heartfelt sympathy to the family.

Oklahoma District.—We announce the opening of our Wichita, Kansas, distributing Station, with George Ryan as Agent. General Salesman Rawls, who lives in Wichita, has promised that the combination of Ryan & Rawls will soon make the State of Kansas take notice—that by the time they get through distributing and scattering Red Stars and Green T's the State will not be known as the Sun Flower State any longer.

Superintendent R. T. Herndon of El Paso District paid our D. O. a short visit in March. Dick looks just like the old boy that helped to put our Tulsa Station over in such great shape. Visit us again soon, Mr. Herndon.

The Houston bunch will soon learn to wear heavy overcoats when they come to Oklahoma

Sapulpa, Okla.

The White Filling Station's unique way of advertising. They are for Texaco first, last, and all the time. We do not know who posed for this picture, but it looks like Agent H. B. Greaves.



City. We taught G. M. Worthington a lesson a few weeks ago about wearing a spring overcoat, and now here comes our old friend W. H. Noble strutting around in a spring suit. Until the month of June heavy clothes are in order up here.

Oklahoma City had three of the biggest snows within a week's time we have had all winter and for a couple of hours at noon on March 10 the D. O. got in a big bob sled pulled by one of Johnnie Wilson's Mac trucks. Talk



Holland Oil Station, Miami, Okla.

I. B. Cogdell, better known to his trade as "Slim," and our good customer D. J. Holland, owner of this station, recently employed a photographer for a day's time intending, if the photographer could get a good picture of them, to send it to the *Star*. Meet these two esteemed gentlemen of Miami, who are putting Texaco over in great shape. Of course, the picture was snapped without their knowing it.



Union Sawmill Company, Huttig, Arkansas

An up-to-date sawmill satisfactorily lubricated with Texaco Products. F. W. Scott is General Manager.

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about fun, well, words can't express it. One of the most sedate young ladies remarked, "I haven't had so much excitement or fun since I was a child."

This is not official, but a little bird whispered to us: "Jack" Martin of the Accounting will soon take unto himself a..... That's a boy, Jackie; two can live as cheap as one, they say, but it has never yet been proved.

New Orleans District.—The dance given during Carnival week was enjoyed very much by all participants, including families and friends of the District Office, Sales, and Warehouse forces. Miss Ruby Teddlie was the Queen and Mr. Alphonse Williams the King of our Carnival party.

Agent Louis Develle's home at Arabi was



Pleasure boat "Polly," of St. Louis, Mo., at Morgan City, La.

The *Polly* is strictly a pleasure boat, owned by Mr. Kratz, of St. Louis, one of the largest rope manufacturers in the world. Her Captain is a great Texaco booster. This picture was sent by newly appointed Agent S. F. Rogers, who, incidentally, is giving a good account of himself at Morgan City.

visited on January 29 by Dr. Stork who made this family happy with a blue-eyed baby boy.

Atlanta District.—During the month of January we had some additions to our large Texaco family, which we take pleasure in announcing: A baby girl at the home of Special Agent D. E. Golden, Florence, S. C., on January 20. A baby girl at the home of Agent U. U. Hudson, Clinton, S. C., on January 22.

H. E. Nisbet, once Agent at Bainbridge, Ga., now at Atlanta Station, lost his mother in death on March 3. The sympathy of his friends of the entire District is extended to him.



Bainbridge, Ga.—Decatur County Centennial

Bainbridge Filling Station and Truck R-1130 ready for the parade. The judges awarded this truck third honor for business house floats. It was driven by G. S. Young. Others at this station are Agent S. F. Rhoden, Ass't Ag't Wynder, and Porter Jim.



Carnival Dance for District Office, Sales, and Warehouse forces in New Orleans

The TEXACO STAR



Columbia, S. C.

The can racks on this Tank A-1630 were made and the truck was painted at the Columbia Shop. Motor Inspector William Church is standing in front of the truck.

Florida District.—Daytona Station recently celebrated its achievement of the largest month's gallonage ever recorded for that station. Special Agent J. T. Williams and Agent W. C. Wooten were hosts on a boat trip, entertaining all local employes and their wives and friends. The party of 16 persons sailed aboard the *Sea Gull* at 9 a. m., going first to Ponce Park and thence a short distance up Spruce Creek. After fishing for a while, an old fashioned fish fry and picnic dinner was enjoyed.

An up-to-date filling station recently opened at Crescent City, Florida, by E. L. Mathis is an exponent of quality and will handle Texaco products exclusively.

C. H. Tedder has been appointed Agent at Live Oak Station. We extend to him a hearty welcome into our organization.

The father of Engineer-Salesman T. W. Passailaigue, Jr., recently died at Charleston, S. C. Florida District extends its sympathy to the family.



Aboard the "Sea Gull"

Daytona celebrating the largest month's gallonage ever recorded for that Station.

The Stork has been active during the last thirty days: Special Agent J. T. Williams, Daytona, announces the arrival on March 7 of J. T. Jr. and adds that this precocious infant already recognizes quality. Nothing but one of our new Handy Grip cans will keep him quiet. Tank Salesman C. P. Appleby, Palatka Station, reports the arrival at his home of a fine baby boy. Truck Salesman Worrell Durance, Daytona Station, is the proud father of a fine baby girl, Sybil Marie.

SALES DEPT. W. TERRITORY

Denver District.—All

Denver D. O. employes recently had the pleasure of meeting W. E. Bradford, Assistant to Manager H. W. Dodge.

In the last month two new stations have been opened in Denver District: Gordon, Nebraska, T. M. Raymond, Agent; Curtis, Nebraska, L. Spelts, Agent.

Effective March 1, the following were transferred from Denver District to the Accounting division at Spokane, Washington: W. H. Gunn, J. H. Martin, W. L. Skinner, L. D. Crabb, Kenneth Wise. Mr. Gunn is Chief Accountant and Mr. Martin Creditman of the new Spokane District.

On March 1 we renewed one of the largest lubricating contracts in Western Territory.

Mrs. W. R. McAllister on Thursday evening, March 20, entertained the Texaco girls with a party at her home. All the girls report a wonderful time.

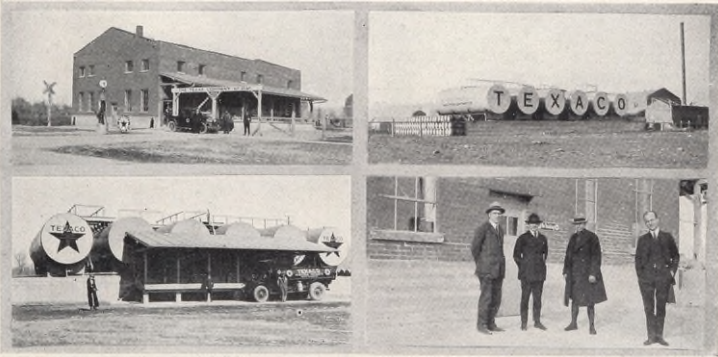
El Paso District.—The Second Annual Agents' and Salesmen's Meeting of the reorganized El Paso District, held in the Ball Room of the Hotel Paso Del Norte on March 3, was marked by the deepest interest and enthusiasm. General Western Manager Freeman,



Durango, Colo. Station

Durango Station has the advantages of a picturesque location and of being under the charge of an exceptionally capable man. Agent M. J. Brennan is building up a splendid business.

The TEXACO STAR



The Texas Company of Utah—New Station at Salt Lake City

The lower right-hand picture shows Representative L. T. Bass at right and Agent K. W. Yeats at left.

Sales Manager Dodge, General Lubricating Assistant Kerns, General Creditman Knox, and General Roofing Salesman Harville made inspiring addresses and gave us a clearer vision of the possibilities held for us by 1924. Superintendent Herndon reviewed the work of the last year, using charts to illustrate both the weak and the strong points of our 1923 activities. No less interesting were various informal talks; chief among these was that of the "Grand Old Man" of Las Vegas, Mayor F. O. Blood—no meeting could ever lag or get dry with Mayor Blood present. We liked that speech of Fred Wilcox of Phoenix: when congratulated on the showing made at Phoenix in 1923 he said, substantially, "Wait, you ain't seen nothing yet." The spirit of fighting team work and determination stood out through the whole meeting and warmed us with the assurance

that what we ask of this fine organization will be accomplished in 1924.

Orders for three carloads of roofing and one carload of roofing asphalt followed in the wake of Jack Harville's brief visit to our District. Jack, come again; we enjoy these after effects.

Billings District.—W. H. Gunn, Chief Accountant, Spokane District, en route from Denver to Spokane, stopped a day in Billings visiting old friends.

Two carloads of Texaco Roofing moved to dealers in Montana in February—all credit to Representative Meltabarger.

Commission Agent Stallings, Bozeman, Montana, sells a carload of lubricants to one of his customers unassisted. This is a good clean-cut sale to a high class customer. Congratulations, Hugh!



Meeting at El Paso of Salesmen and Agents of El Paso District on March 3, 1924

General Western Manager F. W. Freeman is standing next to Superintendent R. T. Herndon who stands at the right end. H. W. Dodge, Manager of Sales Department Western Territory, is fourth from the right end of the front line.

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Spokane District.—With the arrival of the last man on March 16 the D. O. force was introduced to their new quarters in the Hutton Building, Spokane, by Department Agent Schwert and Superintendent Barton.

We are proud of our District and of our new Chief Accountant, W. H. Gunn. Watch our smoke!

Construction of Baker, Oregon Station has been started. For the present, this is the next to the last station for this District.



Creditman Martin says he will forego the agony of recalling his trip overland from Denver, but sends this picture—from which you may draw your own conclusions.

Omaha District.—Martin Larson and daughter visited the D. O. on March 14. Mr. Larson is our consignment agent at Sioux Falls, S. D.; he says he has started working up wonderful trade in Texaco at Sioux Falls.

O. G. Petty, Agent at Ord, Nebraska, also a recent visitor, said he will have a good gal-lonage this spring and summer.

SALES DEPT. N. TERRITORY

New York District.—The following article appeared in *The Ogdensburg Republican Journal*, issue of February 18, 1924; it shows some of the conditions we are operating under at these northern points during the winter months:

The Texas Oil Company's small truck, driven by Edward Montroy, attempted to reach Brier Hill Friday afternoon but was finally blocked about one mile this side of the village. Mr. Montroy walked to Brier Hill and returned to Ogdensburg Friday evening by rail. On Saturday morning the Texas Company's large truck was sent up and by shoveling out several large drifts they managed to reach Brier Hill to make the delivery and returned to Ogdensburg. As a result of their efforts the highway is now open as far as Brier Hill.

With sorrow we learned of the death of James Munson, Chauffeur at our Clinton Street Station. Mr. Munson died at his residence on February 14. He was employed July 1, 1917, and was continuously at this

station to the time of his death. The loss of his association with us will be keenly felt. We extend to his family our sympathy in their loss of a good husband and father and our loss of a dependable and trustworthy employe.



Exhibit of Consumers Service, Inc.

At Automobile Show, Malone, N. Y., February 1924. The Consumers Service, Inc. are new Distributors for Texaco Products in Northern New York, having wholesale refined stations at Malone, Tupper Lake, and Pottsdam. This is a good example of how a distributor or dealer can connect up with the Texaco National Advertising.

Boston District.—Many of our good friends from Northern New England dropped in on us during Show Week. We were very pleased to see all of those gentlemen and hope they will soon find occasion to visit us again.

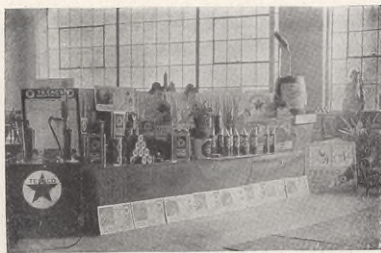
On March 14 we had the pleasure of welcoming H. D. Butler who stopped in to see us for a few minutes on his way through to New York. Mr. Butler arrived on the S. S. *Eastern Crown* from Cape Town, Africa, after



Yoerg's Garage, Holyoke, Mass.

During the week of the Boston Automobile Show we had the pleasure of a visit from Mr. Wm. P. Yoerg, proprietor of Yoerg's Garage at Holyoke, Mass., one of our very best accounts in the Berkshire Territory. Mr. Yoerg left with us this photograph of his garage.

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Busfield Machine Co., Haverhill, Mass.

Under the headlines "Fine Showing of Lubricants" the Haverhill Gazette described this exhibit as follows:

"The exhibit of the Busfield Machine Co., the local distributors and agents for the Texaco products, is attracting attention at the auto show. Here are shown the large, varied, and complete lines of lubricants for which The Texas Company is famous.

"Several mechanical devices are in operation showing Texaco lubricating oils in a constantly running stream pouring from an 'easy pour' can. The 'easy pour' can, an exclusive Texaco feature, is filled and sealed at the refinery, as a protective measure for the motorist, assuring standard quality in a convenient-to-carry form.

"A new filling station Texaco oil pumping outfit, with glass tubes through which the oil may be seen by the consumer as it is pumped, attracts much attention.

"A complete stock of Texaco lubricants, including Thuban Compound for gears, is attractively arranged.

"The Busfield Machine Co., with Washington Street head office, has built up a large business in Texaco products in this territory, where for several years they have been exclusive local distributors and agents for Texaco gasoline, lubricating oils, and other high grade materials used by the motoring public."

a long and tiresome trip of forty-two days. Owing to the terrible coastal storm of two weeks ago, the *Eastern Crown* experienced some difficulty in reaching port and the few passengers aboard probably saw as much of Cape Cod as they ever care to see. Mr. Rich met Mr. Butler on the boat and saw him safely on the train for the Big Town.

Philadelphia District.—The third and final "scrap" for the C. R. McCarthy Baseball Trophy Cup is to begin some time in the month of May. Accounting and Sales have each won one series and the winner this year will get the cup. To create additional interest, C. W. Schaeffer, of the Accounting, will present a cup to the player having the highest batting average during 1924. These cups now repose in the office of Superintendent McCarthy and there is going to be a merry fight before the winners are announced.

All stations in this District are taking a keen interest in the quarterly station prize, and some of them declare that they are going

to be "among those present" when it comes to handing out the annual national prize.

We welcome to our District Representative J. H. Morrison, headquarters Baltimore, Md.

Relief Agent E. P. Zembrodt recently gauged seven 450-gallon capacity trucks in three and one-half days. We think this is a record.

The following appeared in the *Greensboro* (N. C.) *News* of March 14. We understand that S. W. Hoffman is an osteopathic physician. Our advertising campaign seems to be bearing fruit. The clipping speaks for itself—volumes:

A TEXAS IDEA SUGGESTED

Editor of the Daily News:

Couldn't you fix it up so that Washington could borrow the Texaco slogan: "Run it with gas, save it with oil?"

S. W. Hoffman.

Statesville.

Pittsburgh District.—A pleasing sight is presented at our D. O. by the display of the General Lubricating Urn and the Motor Oil Cup. Both of these awards are making Pittsburgh their home this year.

Mr. and Mrs. F. W. Kriegelsteiner announce the birth of a daughter, Dolores, on March 1. Mr. Kriegelsteiner is D. O. Price and Order Clerk. Congratulations.

Good news from Toledo tells of the birth, on March 9, of Paul, Jr., son of Mr. and Mrs. P. L. Rapp. Mr. Rapp is Agent at Toledo Station. Congratulations.

We extend our sympathy to Andrew Lavelle, Warehouseman at Pittsburgh, for the loss of his brother on February 23.

Chicago District.—Some of our men have been promising to bring in news items for several months—and if they don't make good on those promises pretty soon we shall start dealing in *futures*. We must have live news. To every employe: *The Texaco Star* is your publication just as much as it is anybody's. Appoint yourself a committee of one to supply something of merit. If your first effort doesn't get in, try again. On account of space only the best can be used. Be one of those whose efforts improve the Company journal.

W. H. Noble leaves Chicago with the good wishes of many friends. All join in the chorus, "He's a good fellow!"

We are glad to meet and welcome J. F. Ryan, the new Western District Manager of the Railway Sales and Traffic Department.

January and February weather made a great drawback to our ambitious sales program, but

The TEXACO STAR

with good weather we shall be going full speed ahead.

P. E. West, clerk in D. O. since 1915, has made new connections with R. Layman, operator of a chain of filling stations using Texaco products exclusively.

H. C. Jernegan, Supervisor of Sales, announces the arrival of a daughter. As Harry failed us as a reporter we are going to take the liberty of naming his baby for him: let's see,—Helen Mary would be nice.

A. Janssen, Salesman in Chicago, writes:

Recently while standing near my Ford coupe talking with a prospect, an 'illuminated' Irishman happened along and inquired for the driver of the taxi. I informed him that that was no taxi. He then suggested that we remove the name *Texaco* from the side.

Norfolk District.—We have launched a Distributors' Contest for twelve months beginning January 1, 1924, based on increased sales of total gallons over 1923 averages. In order that all contestants may have a fair chance, we have divided our Distributors into four classes—A, B, C, D. "A" representing those whose 1923 monthly average amounted to 100,000 gallons and over; "B" those whose 1923 monthly average ranged between 50,000 and 100,000; "C" those whose 1923 monthly average ranged between 25,000 and 50,000; "D" those whose 1923 monthly average ranged under 25,000. The winners for January were: Class A, Holt Oil Company, Smithfield, N. C.; Class B, Bellamy & Company, Enfield, N. C.; Class C, Leaksville Gas & Oil Co., Leaksville, N. C.; Class D, A. J. Cohoon, Columbia, N. C.

We lost from our ranks by death on February 26 Captain Jens Peterson, who for the last nine years has had charge of Barge *Anna*. Captain Jens had many friends and the entire District extends sympathy to the family.

C. E. Edens, Agent-Chauffeur at Warrenton, N. C., was married on February 3. Now that his courting days are over we hope he will have more time to devote to his work,—Edens says he is "now ready for business."

We have always contended that Texaco Crystalite Oil gave off a pleasant odor, but we have never been so optimistic before as to think that the aroma was so delicious that one would mistake it for perfectly good Princess Anner "corn licker." Several days ago the Norfolk police seized a wood barrel of Crystalite Oil on one of the wharves and rushed it over to Police Headquarters. Imagine the disappointment when tests proved it to be "Crystalite" instead of "Corn."

ASPHALT SALES DEPT.

J. J. Gartland, Jr., Superintendent of our Eastern Division, wishes to extend his thanks to various representatives and distributors of the Company who have assisted during the last year in securing business for this Department. The cooperation of the persons mentioned has given helpful information regarding local conditions, and has resulted in many instances in actual orders for products marketed by the Asphalt Sales Department. In addition to the individuals named in the following list, the Norfolk District has been very helpful in many ways; likewise G. L. Clifton of the Pittsburgh office has assisted in getting information and forwarding proposals for city business. The list of those to whom we are indebted follows:

F. J. Doran, Philadelphia, Pa.
W. A. Edwards, Reading, Pa.
M. C. Eppheimer, Pottsville, Pa.
C. S. Wampole, Perkasie, Pa.
C. V. Poole, Hagerstown, Md.
D. Dunkle, Chambersburg, Pa.
H. T. Janes, Fredericks, Md.
W. A. Ludwick, Wilmington, N. C.
L. L. Breedren, Roanoke, Va.
R. M. Schulken, Roanoke, Va.
W. M. Whitlock, Staunton, Va.
Norton Oil Company, Norton, Va.
J. E. Yeates Oil Co., Altavista, Va.
V. P. J. Knapp, Middletown, N. Y.
Charles H. Eck, Ellenville, N. Y.
J. H. Allen, Saratoga, N. Y.
J. P. McJinsey, Poughkeepsie, N. Y.
Hugh J. Delahay, Watervliet, N. Y.
Mr. McCune, Watervliet, N. Y.
Ellicott Motor Service Co., Buffalo, N. Y.
Red Star Lubrication Service, Inc., Jamestown, N. Y.
Cortland Specialty Co., Cortland and Auburn, N. Y.
Z. and M. Oil Company, Norwich, N. Y.

The splendid spirit of cooperation manifested by these is best expressed by our Company slogan: "All for Each. Each for All."

C. T. Metcalfe has been transferred from the New York office to Jacksonville to the post of Assistant to Superintendent T. H. Reed of the Southern Division. Florida is "Met's" home State, and he was so "pepped up" over his return that he went out and signed up two contracts, one for 200,000 gallons of Texaco Road Oil and the other for 150,000 gallons of the same material. There's no telling what he'll do when he really gets settled.

O. F. Reynaud, in charge of the Houston office, has been appointed a junior member of the American Society of Civil Engineers.

F. H. Gilpin delivered a lecture before the highway engineering class of the Carnegie Institute of Technology, Pittsburgh, March 27.

The TEXACO STAR



This happy group is the Texaco family of Rio de Janeiro, Brazil, on a picnic to Ilha do Paqueta, a beautiful island, about one hour by launch from the mainland of the wonderful bay of Rio de Janeiro. The picnic took place on December 30 and was a great success. L. D. Ricci, Brazil Manager, is in the center of the third row, beaming, we fancy, with pride and satisfaction at leading his company so successfully at play as well as at work.

Mr. Gilpin has become a seasoned lecturer, having delivered many talks on asphalt in road building. A week before this last lecture he was invited to talk at New York University.

R. E. Baker, a member of our sales staff in Florida, has resigned to take a position with C. R. Scott and Company, a highway contracting firm in the South. We regret his decision but hope that it will bring him a full measure of success.

J. Bruce Stuart, Representative in New Jersey and New York, announces the arrival of a 9-lb. boy at his home. "Looks just like his father, and when he grows up he's going on the road to sell Texaco Asphalt." All we can say is, he has a good example set for him.

When R. G. Hayes, Chief Accountant, Southern Division, went a-courtin' he held a trump card. The object of his admiration, Miss Helen E. Cunningham, lived in Portland, Maine. Ralph clinched his proposal when he said, "and I'll take you away from this cold disagreeable climate to the sunny orange groves and the gently swaying palms of fair Florida." On March 15 she became Mrs. Ralph G. Hayes. We extend hearty congratulations and best wishes.

Encouragement after a censure is as the sun after a shower.—*Curtis Folks.*

EXPORT DEPT.

H. D. F. Butler of The Texas Company (So. Africa) Ltd., Capetown, recently arrived in New York where he is expected to remain for some time to familiarize himself with conditions there.

C. M. Claeys has returned to New York after an extended trip to India, Java, Australia, and New Zealand.

L. A. Moricca has returned from Cuba.



Dedication of warehouse of The Texas Company at Bahia, Brazil.

In the group with the superintendent of our Bahia District are the following public officials of the Port: American Consul, Manager of Port of Bahia, Secretary of Construction Works, Director of Construction Works, Secretary of the Docks Company.

The door of success is labeled *Push*.—*Ex.*

The TEXACO STAR



1. Entrance to our Parahyba Office, showing an advertising display of Texaco products. Superintendent A. Marcal is standing at the right, V. A. Farias at the left.
2. Cotton Baling Plant—Prensa Hydraulica—of Sion & Cia. at Campina Grande, State of Parahyba, Brazil.
3. Diesel motor driving machinery of the cotton baling plant. Texaco Paraffine Gas Oil and Texaco Ursa Oil are staunch allies when Diesel engine problems are involved, as Messrs. Sion & Cia. will testify.
4. Hydraulic press for baling cotton.
5. Evidently ponies are in favor here. This rig is used by J. B. Santos, Lubricating Salesman, and H. Mello, Refined Oil Salesman, Porto Alegre District, Brazil.



Premises of Messrs. Irmaos Gantus, our efficient and enthusiastic distributors at Sao Carlos, State of Sao Paulo, Brazil.

Say not all that you know, but—believe all that you say.—*Safety Pin.*

Chinese Musings

By T. J. Engstrom

The Texas Company

Mister Wang, I just now, you, come to see,
Long time outside I have been in Shansi.
Just now I come with you have long talk.
Everything good? Baby yet can walk?
You know my Company no belong new,



"Texaco dominates this place." The picture shows the store of our enthusiastic agent, J. Marques Zavasque, at Botucatu, Sao Paulo, Brazil.

I tell you something, this b'long true.
Texaco for all good things do stand,
Quality, Uniform Products, best in the land.
S'pose Oil I sell you, this makee try,
He no b'long good, you no must buy,
Money we no want, s'pose save no can—
This Oil can use by every man.
S'pose anytime you savy, must two things,
Have got Red Star on barrels and tins;
Must have Green T the Star inside,
This every time have got front-side.
I thank you to, this must think over true.
S'pose no believe, you askee Flour Mill Loo;
"More good! Plenty satisfied!" plenty men say.
So now just for, Mister Wang, I say Good-day.
—Texaco Tom.

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Texaco Crater Compound

Laou Kwei (Engineer), this mill plenty greas he got, I think so use plenty greas, b'long right—right not? This greas can only one time make walkee, Then gears makee noise, he plenty talkee. Greas, I think, must put two times every day; This costs much money, must plenty pay. I savy something, b'long plenty more good. Will allee time use, s'pose one time try you would. Take away all noise, no can b'long any sound, He proper name b'long Texaco Crater Compound. First time usee, I think, four days can do. Must first time with kerosene cleans gears, I show you; Then Crater Compound must put on fire makee hot. Then paint gears with brush, no can use whole lot. S'pose send you 25 pounds, try you make, S'pose no b'long plenty good, you money I no can take.

—Texaco Tom.

A Letter from West Africa

From Alexander Lumpkin
To The Texaco Star

Bathurst, Gambia
8 Hope Street
10th February, 1924

Dear Sir: I thank you very much for the monthly magazine. I always go through it immediately. They are very handy for leisure hour, especially after the day's work is over. I introduced them to my friends. You have done noble work.

I read those who got promotion transfer from one District to another. They have done their very best to make much great improvement in each place. They make good progress. Our country is in need for such, but no advantage given to us in like manner. No assistance to help us. We are suffering lack of improvement in our Colony.

When reading your magazine I think, when shall we get such advantages. I read about the taxes on goods and stocks and many other useful things concerning Government affairs—the road making department news, your sales and importation and exportation, those who have marriage, new born babies of pounds weights, also sad bereavement for those who have lost father, mother, husbands, wives, children, also sudden accident in working places, those who are enjoying honeymoon, and so on. I wish day coming when I be there myself to see things.

In October 1923 issue I read "Law Current" and "Fullers Earth." Now I am looking out for this year's to see what benefit I can get in them. They are very interesting, especially the Proverbs in each of them.

Please I like to have one of your calendars for 1924. Only please reply me when you receive this letter.

PURCHASING DEPT.

J. E. Nolen, Assistant Southern Purchasing Agent, was recently elected President of the Purchasing Agents Association, composed of purchasing agents of various companies in and around Houston. Since this organization was founded Mr. Nolen has been Director, Secretary, Vice-President, and now President—proving that Texaco Products always lead. At the installation ceremonies Mrs. Nolen was

presented with a handsome silver water set, as an inducement to allow her husband to attend all functions. Mr. Nolen will rule the buyers with an iron hand and at the expiration of his term they will feel that they made an excellent selection.

The personnel of the Western Purchasing Department, consisting of J. T. Rankin, B. A. Lagarde, and H. E. Warren, of the Houston Purchasing Office, arrived in Denver on March 3 and are now located in the Foster Building. It is the desire of this new department to cooperate with all other departments and to assist in every way in the splendid work that the Western Division has been doing.

PIPE LINES At meeting of Directors of the Texas Pipe Line Company on March 12, 1924, officers were elected for the ensuing year:

Robt. A. John, President
J. L. Dowling, Vice President
A. M. Donoghue, Second Vice President
R. J. Daniel, Treasurer
R. B. McLaughlin, Secretary.

Changes in the Pipe Line Superintendents' Divisions:

E. L. Sturm to Shreveport to take charge of that Division, with B. B. Robinson as his Chief Clerk.

J. B. Haden succeeded Mr. Sturm as Superintendent of Fort Worth Division which now includes the old Ranger Division and the Powell-Mexia gathering system. E. F. Horgan is now Chief Clerk at Fort Worth.

Dallas Division was extended to include main lines to Brazos and Bridgeport, also Brazos and Bridgeport Stations and main line south to Humble.

At Ranger we now have a District Office with R. G. Kendrick, District Foreman, in charge, and H. R. Schmidt, Cashier.

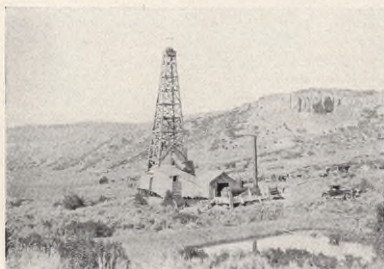
B. C. Walker has been transferred from Shreveport office to Beaumont as Chief Clerk.

By the death of Andrew Jackson, Sr., Engineer at Toomey, La., on March 24, the Company lost an employe of long and faithful service. He was first employed in 1911 and had been in continuous service since 1913. Death was caused by pneumonia. We extend sympathy to the bereaved family.

Taxes are paid with a groan and are spent hilariously. The boy with the groan is frowning at the fellow with the hilarity.—Ex.

The TEXACO STAR

TEXAS PRODUCTION COMPANY



Moffat Pool

Joint well of Texas Production Company and Transcontinental Oil Company on a structure that has heretofore been known as Hamilton Dome, to which we have now given the name Moffat Pool, in Moffat County, Colorado. This well is located 17 miles southwest of Craig, the terminus of the Moffat Road. On January 15, 1924, this well reached the Dakota sandstone at 3,800 feet, and when in the sand 5 feet the well produced 1,000 barrels of oil per day. On March 3, 1924, it made 4,580 barrels per day natural flow after it had been drilled 20 feet into the sand. Storage for 11,000 barrels has been filled at the well. The oil is 41 gravity. Material is now being assembled to drill five additional wells on this structure, two of which will be joint with the Transcontinental Oil Company and the others will be on separate tracts controlled entirely by Texas Production Company.

This picture was made last summer before the tanks were erected.



Looking down from Rabbit's Ear Pass into the Yampa Valley near Steamboat Springs en route to Craig via auto road.

Vice President D. J. Moran



D. J. Moran
Vice President and Manager
Producing Department

D. J. Moran was born in the shadow of an oil derrick at Cygnet, Ohio. He was educated at the University of Dayton and the Case School of applied science—a preparatory scientific course in the former and engineering training in the latter.

He boasts that he has served in every branch of the petroleum industry except the Legal, and accuses Judge Robt. A. John of maliciously interfering with his opportunity in that direction.

His services with The Texas Company have been without interruption since 1908. Starting with the Glenn Pool excitement he has been identified with development around Tulsa and Bartlesville, Oklahoma, and in Texas, Mexico, and Central America.

He has been employed by four companies in his career: The Buckeye Pipe Line Co., Ohio Oil Co., The Oklahoma Iron Works, and The Texas Company. During vacations from school dating back to the age of ten years he worked in some capacity in office or field. During school days and subsequently his assignments covered telegraphy, gauger, pump-er, connection foreman, rig helper, tool dresser, field clerk, field engineer, designer of oil field equipment, engineer in construction of refineries and terminals—in fact all construction common to the needs of the industry, general superintendence of pipe lines and refineries, and managing exploitation operations.

In 1920 he was elected Vice President and General Manager of The Texas Company of Mexico, S. A.; in 1922 he was appointed Manager of the Producing Department of The Texas Company; on March 18, 1924, he was elected Vice President of The Texas Company.

CRUDE OIL PRICES AT WELL

March 31, 1924

Penna., Bradford . . . \$ 50	Haynesville \$1.65 to \$1.75
Other Penna. 4 00	Smackover55 to 1.25
Indiana 2 08	Caddo 1.50 to 1.85
Canada 2 68	DeSoto 1.85

Ragland, Ky. 1.10	Bull Bayou . . . 1.50 to 1.80
California Light . . . 1.40	Crichton 1.65
California Heavy . . . 1.00	Gulf Coast 1.80
Kansas 1.25 to 2.25	Mexia 2.00
Oklahoma 1.25 to 2.25	Currie 2.25
N.&N.C. Tex . . . 1.25 to 2.25	Powell 2.00
Eldorado 1.75 to 1.85	Corsicana . . . 1.00 to 2.00
Homer 1.50 to 1.85	Wyoming . . . 1.50 to 1.95

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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.



Sr. Joao Serra
Star Agency Inspector
Sao Paulo, Brazil, Division

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TO THE ENVIOUS
NO CRIME IS SO GREAT
AS THAT OF DARING
TO EXCEL

—*Pliny the Younger*