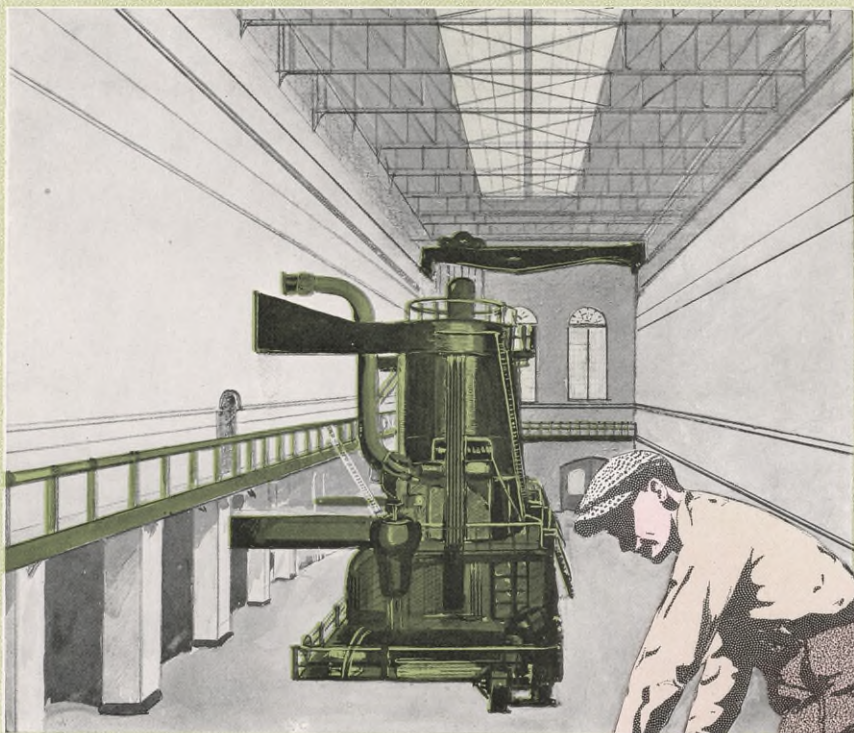


TEXACO STAR



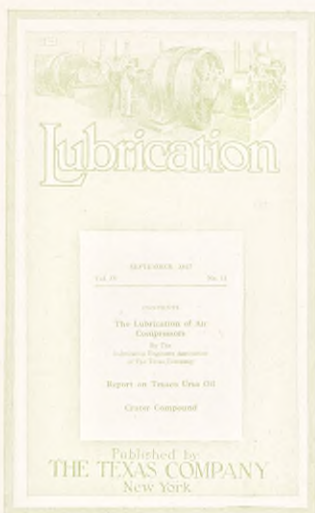
FOR EMPLOYEES OF
THE TEXAS COMPANY

VOL. IV

OCTOBER
1917

No. 12





Published
Monthly
in the
Interest
of
Efficient
Lubrication

Birmingham, Ala., Sept. 15, 1917.

The Texas Company,
17 Battery Place,
New York City.

Gentlemen:

About sixty days ago I asked you to enter on your mailing list for the magazine "Lubrication" the name of Mr. _____, an engineer of this city, which you very kindly did. Today when I called on him, as we are furnishing them their engine and cylinder oils, he told me that he had been reading in our magazine about Crater Compound, and gave me an order for one 25-lb case, saying that he wanted to try it out on his gears. Our magazine "Lubrication" made this sale, not me, for I had tried several times before to sell him without success.

Thanking you for the assistance that your department has rendered me in this territory, I beg to remain

Yours very truly,

P. A. Jones,
City Salesman.

LUBRICATION

The Texas Company, 17 Battery Place
New York City



AN OFFICE is a funny thing: Each morning certain men
And certain girls and certain boys come into it again
And hang their coats on certain pegs, their hats on certain hooks,
And sit them down at certain desks in front of certain books.
They all have certain work to do in just a certain time,
Concerning certain dollars for a certain fixed per diem;
And then at just a certain hour, in sunshine or in rain,
They close their desks and hurry out to catch a certain train.

An office is a tragic thing when that is all there is,
When each one has his certain work and certain way of his
And wallows in a certain rut and never seems to see
That there are certain other ones in life as well as he.
For we would find a certain fun in certain other ways,
If we would give a word of cheer on certain busy days—
When problems vex, when certain things require a helping hand,
Would give a certain sympathy that mortals understand.

An office is a pleasant place—at least, a certain kind
That has a certain brotherhood where day by day you find
Some neighbor with a new idea he's glad to pass along,
A certain sort of friendliness, a certain sort of song.
There is a certain duty that we owe to other men
To help them when they need a lift, to steady them again.
An office can become in time, to man and girl and boy,
A certain kind of fellowship, and work a certain joy.

—*Douglas Malloch.*



First Aid Class, Case and Package Plant, Port Arthur Terminal
Dr. M. F. Bledsoe is shown at the right and Foreman G. E. Carter at the left. Since this photograph was taken two of these young ladies have been promoted to office positions and a third is now assistant to Miss Edwards who is in charge of the First Aid Room.
See the article by Dr. Bledsoe in the Safety and Sanitation section, page 9.

TEXACO STAR

VOL. IV

OCTOBER 1917

No. 12

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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ADDRESS: TEXACO STAR, 401 THE TEXAS COMPANY BUILDING, HOUSTON, TEXAS

THE most immediate positive duty of citizens of the United States of America is to subscribe—and over-subscribe—the second great loan to the Government in order to wage the war which our Country has undertaken. The task is a large one, but not too big for the resources of the people. It is to be hoped that in the placing of the first loan last summer many persons learned to invest who never before knew how, and that they have since been saving for the next loan. It is impossible for the banks and great corporations and wealthy individuals alone to supply all that is necessary. Every one should do his part, and if all will subscribe in proportion to what they have saved or would shortly be able to save, none would be inconvenienced. In most cases it would simply mean a saving that ought always to be practiced.

Among negative duties—the things that ought not to be done, the most conspicuous obligation was recently explained by Elihu Root in these forcible words:

A nation which declares war and goes on discussing whether it ought to have declared war or not, is impotent. A democracy which cannot accept its own decisions, made in accordance with its own laws, but must keep on endlessly discussing the question already decided, has failed in the fundamental requirements of self-government; and if the decision is to make war the failure to exhibit capacity for self-government by action will inevitably result in the loss of the right of self-government. After the decision in favor of war, the country has ranged itself; and the only issue left for the individual citizen is whether he is for or against his country.

Another good counsel from the same statesman should ever be borne in mind:

The people of the United States have enjoyed constitutional freedom a long time without any conscious effort to maintain it and many of us have forgotten, many of us have never learned, that it does not come and remain of itself. The principles of our Constitutions have passed without question so long that many of us have forgotten the reasons which underlie them and the necessity for maintaining them. Now the principles are questioned. The assumptions of individual rights which underlie our system of government are denied and it is very important that the people of the country should address themselves to the study of their Constitutions and the reasons for them. That ought to be done before changes are made which would be very difficult to reverse, and which would result in giving us an entirely different kind of government.

If you have knowledge let others light their candles by it.

The Federal Trade Commission has made its complete report on fuel oil costs. . . . It is a complete vindication for the Oil Trade. . . . The report substantiates the facts in the case, that the petroleum industry has refrained from inflating war prices. The Oil Industry is in an enviable position when compared with other industries. . . . Since the advances in crude oil after the Federal Trade Commission made its findings, fuel oil costs will be proportionately higher.—Oildom.

An instructive Dealer Help:

The Texas Company has prepared a portfolio for its dealers and salesmen which does not dwell upon what the company has done for the dealer in the past or devote large space to the national adver-

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tising now being done, but does show by text and illustration just how the company can help the dealer tie up with the national advertising and considerably increase his business. . . .

All the directions are written in simple straightforward language and the purpose of each illustration is plainly indicated. For example, advertising matter designed for use in a particular section of the country is so designated. The dealer does not have to work by guess or to write to the company for further particulars before deciding on just how he can use anything shown.

Dealers selling the product of this company who receive this portfolio and use it intelligently should experience little difficulty in increasing their business.—*Horseless Age*. * *

One of the good effects that may be hoped for out of these times of difficulty and trial is a return to thrift and forethought, better taste and wiser aspiration, and stronger self-control. As a tree must be pruned to be sturdy and endure, our people must get rid of many notions and habits into which they have fallen during recent years, if they are to endure prosperously for themselves and beneficently for mankind. We must cease being the prodigal nation of the world. * *

A retired banker who had given a great deal of time and study to increasing his personal estate by buying and selling securities recently reported in a financial journal the to him surprising discovery, —if he had invested his money at the outset in good securities paying five per cent. and had left it alone, it would have increased to more than had resulted from his hundreds of transactions in the stock market. * *

If the women workers can help to win the war by wearing overalls, why bless their hearts, let them wear overalls! But what more irrational than the now common sight, of women workers in overalls wearing high-heeled shoes? As a handicap to efficiency high-heeled shoes are far more potent than skirts. In the duties which women are now taking over, trousers are more a matter of convenience than necessity; but if output and the comfort and health of the worker are to be regarded at all, the first requisite is substantial and comfortable footwear. Let any man consider how much of a day's work he could turn out with his heels perched up on the pedestals which feminine vanity dictates. The women workers, generally applying themselves to tasks too heavy for them under the most favorable conditions, need our sympathy and encouragement; let them also have the benefit of our experience. We don't know how it feels to work in skirts, but we can tell them that a day's work without fatigue is impossible in improper footwear.

—*Railway Review*.

From now on let every individual one of us start a wave of Economy.

Before requisitioning another block of printed forms, let us study whether they are really essential.

Let us turn off the electric light when not needed.

Let us not send a telegram when a letter will do.

Let us not hire an extra clerk for a temporary rush.

In the factory, let us be careful of the nuts, screws, coppers, gaskets. One of them may cost only a fraction of a cent; a lot of them cost a lot.

Let us be more careful on the machines not to spoil material.

Let us arrange the pieces we are working on a little more conveniently so that the same effort will get more per day.

Let us do something effective during the three minutes between this job and that.

Let us avoid spilling gasoline or grease on the ground.

To sum up, let us get the habit of Economy in watching little things. If we get the habit in the little things, we will surely have it in the big ones.

I ask everyone in the organization to devote thought to the problem of how in his own individual work he can make some saving, whether it be dollars or pennies.

And let us each remember that in the long run, Economy, little or big, decreases the ultimate cost of the product, which means that we can expect just that much more for our own share.

Now everybody get together for
E-C-O-N-O-M-Y.—*Frank Briscoe, of Briscoe Motor Co.* * *

"By gorry," said old Farmer Appillsass, scratching his head thoughtfully, "ef this here Mister Edison would only plan out a scheme under which we could git a hired man to scratch around a garden patch ez lively ez a hen, and a hen ez would set ez firm and ez permanent ez a hired man, b' gosh, things'd begin to perk up some!" * *

Enterprise must be modified by good judgment and self-restraint:

Assuming too heavy responsibilities is almost as bad as not assuming enough. One invites a misstep as certainly as the other courts dry rot.

Enterprise is the motive power which rules the world but enterprise outside the bounds of self-restraint sends the seeker after fortune flying off at a tangent to destruction. Enterprise means power to anticipate and prepare for difficulties as well as to surmount them. Attempting to carry too large a load has been the mistake of many a progressive traveller.—*The Odd Lot Review*. * *

Every time an automobile displaces a horse five acres are added to the agricultural area of the country. There are about 26,000,000 horses in the United States and a total of 130,000,000 acres of land is devoted to pasturing and raising hay—more than 200,000 square miles. This means that nearly five states as big as Ohio—or an area larger than Ohio, Indiana, Illinois, and Iowa—are used feeding horses instead of people. In this way alone the automobile industry is beneficial to the wealth of the country.—*Truck Truth*.

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Eight hours' labor brings us necessary food, shelter, and clothing. The excess hours bring us surplus capital, extra human comforts, automobiles, and other enjoyments.—*Andrew Jay Frame.*

There are many ways of getting money; there is one way to have money: Save it.

The average motorist uses more gasoline than is necessary to drive his car, and a proper adjustment of carburetors would result in the saving of 10 per cent. of the gasoline used for motoring. Just reduce the adjustment of the carburetor one notch, and see what the effect will be. A saving of 10 per cent. of gasoline used by motor vehicles would mean the saving of 4,000,000 barrels of gasoline.

—*American Automobile Association.*

Teach your job to the fellow under you, and then you will be ready to take a job higher up when the opportunity comes.

—*Em-an-Ess Electric News.*

The least flaw lessens the value of a precious stone. The smallest lie is sure to discount a man's worth.

—*The Silent Partner.*

Some persons will do almost anything to hold their jobs,—except doing conscientiously the required work.

To lose by one's own ignorance or vice is more mortifying than to lose through the fault of another.

No man can have faith in himself unless he knows he is square and deserving.

CRUDE OIL PRICES AT WELLS

October 1, 1917

Pennsylvania.....	\$3.50	De Soto	\$1.90
Mercer Black.....	2.23	Crichton.....	1.50
Corning, O.....	2.60	Caddo Light.....	2.00
Cabell, W. Va.....	2.57	Caddo Heavy.....	1.00
Newcastle.....	2.23	Vinton.....	1.00
North Lima.....	2.08	Jennings.....	1.00
South Lima.....	2.08	Spindletop.....	1.05
Indiana.....	1.98	Sour Lake.....	1.00
Princeton, Ill.....	2.12	Batson.....	1.00
Illinois.....	2.12	Saratoga.....	1.00
Canada.....	2.48	Humble.....	1.00
Somerset, Ky.....	2.40	Goose Creek.....	1.00
Ragland, Ky.....	1.10	Corsicana Light.....	2.00
California Light.....	1.11	Corsicana Heavy.....	1.05
California Heavy.....	.78	Petrolia.....	2.00
Kansas and Okla.....	2.00	Electra.....	2.00
Cushing.....	2.25	Markham.....	1.00
Healdton.....	1.20	Thral.....	2.00
Wyoming.....	1.15		

From forge and farm and mine and bench,
Deck, altar, outpost lone—
Mill, school, battalion, counter, trench,
Rail, senate, sheepfold, throne—
Creation's cry goes up on high
From age to cheated age:
"Send us the men who do the work
"For which they draw the wage."

Words cannot help nor wit achieve,
Nor e'en the all-gifted fool,
Too weak to enter, bide, or leave
The lists he cannot rule.
Beneath the sun we count on none
Our evil to assuage,
Except the men that do the work
For which they draw the wage.

—*Rudyard Kipling.*

LIFE WISDOM

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

—*Benjamin Disraeli.*

Little do ye know your own blessedness; for to travel hopefully is a better thing than to arrive, and the true success is to labor.—*R. L. Stevenson.*

Labor is itself a pleasure.—*Lucretius.*

It is not by a man's purse, but by his character, that he is rich or poor.

—*R. L. Stevenson.*

If you make a bad bargain, hug it all the tighter.—*Lincoln.*

The higher and wider is the sweep of vision, the more difficult it is to stumble at trifles and make mountains out of mole hills.—*A. P. Stanley.*

A weak mind is like a microscope, which magnifies trifling things but can not receive great ones.—*Chesterfield.*

The more a man knows the more he is inclined to be modest.—*Fielding.*

Applause is the spur of noble minds, the end and aim of weak ones.—*C. C. Colton.*

Self-trust is the first secret of success.

—*Emerson.*

Shun idleness—it is the rust that attaches itself to the most brilliant metals.

—*Voltaire.*

Indolence is the sleep of the mind.

—*Vauvenargues.*

When one begins to turn in bed it is time to turn out.—*Wellington.*

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BUSINESS WOMEN AND THE WAR

MRS. A. L. ROBINSON

In Charge of the General File, New York Offices

Since time began men have been belligerent, wars have been fought, and peaceful years been few. Through these wars women have sacrificed and suffered. Always have they given their men, and certain service, to their country, and have received due meed of praise in song and story.

In this great World War the women of Europe are not only doing the expected but the unexpected. They have given up their sons, brothers, husbands, and sweethearts willy-nilly, but no doubt with the purest patriotism. They are providing almost an army of nurses, understanding that care of the sick and wounded always has been and should be women's work. The wonderful work of these same nurses and their courage and devotion to duty is widely acknowledged. How little we know about it over here in America! The occasional newspaper paragraph or magazine article, or perhaps a censored personal letter, gives us glimpses that are an inspiration.

Now, as in former wars, women have sacrificed material comfort and money and jewels, have supported their families and brought up their children, thus doing their part to uphold the State. All these things have been expected and fulfilled. This war, however, has brought about the unexpected. Not only are European women living up to precedents, but they have done and are doing in almost every occupation man's work, and according to their physical strength doing it well.

For a while both England and France, being in dire need of soldiers and production, required or allowed their women to overwork; extremely long hours, no Sundays or holidays, were the rule. They are wiser now and are conserving women's labor by regulating hours and conditions. That women are making good in so many occupations has surprised no one more than the women themselves.

Now that the United States has entered the war the women of America, like the women of Europe, must sacrifice and suffer. Each of us will have some loved one "somewhere in France". It will be giving

to our country sons and husbands, and "geod bye sweetheart" for many and many a girl. In a train the other day the following was overheard. Two girls from New York's east side were discussing the war. One said: "It's mighty tough, just as I got Charley rounded up he got drafted". Crudely expressed, but a tragedy to the girl just the same.

The question is soon to be answered: What besides the usual and expected things are the women of the United States going to do toward carrying on the work dropped by the men who are called to the colors? And what, especially, are the trained business women to do to rise to the occasion, now that so many men are being taken from industrial life? She has a problem to solve, and a great opportunity. Not only must she share in the universal sacrifice and service, but she must also prepare herself to fill the gaps in office and factory caused by the departure of the men. Women cannot fill these gaps efficiently without some preparation and training. Even those who are very busy during business hours can take two or three evenings a week to prepare themselves to fill positions that seem likely to be vacated where they are employed.

The war has already caused a great scarcity of trained workers, and will no doubt cause unsettled conditions. The business woman under present conditions should be doubly loyal to her employer. Let her be willing to "dig in" to her job, as the boys who are going to war will "dig in" in the trenches. In these days of tremendous industrial activity there are many chances for efficient and competent business women to demonstrate their ability to do men's work in new fields. Do not take advantage of these chances if you are useful where you are. We may be sure that each employer has his big problems to meet. Do your little part in not unsettling the organization and in being ready to step in when and where needed.

General Sir William Robertson states: "The greatest peculiarity of this war is the colossal numbers engaged. It is not a

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war between enemies but a war between nations, and there is no man or woman in the Empire who is not today doing something either to win or lose the war." This seems to be very significant and vital. Let every business woman think whether her efforts are counting on the winning side.

In a paper put out by the U. S. Chamber of Commerce this point is emphasized: "The intelligent cooperation of women in both direct and indirect branches of war effort is absolutely essential."

As a nation we have not yet touched reality. Business women can do a great deal to arouse people in their own little circles to a sense of personal responsibility. The general attitude, that there is no special work for individuals to do, should be overcome; as nothing is more certain than that every woman, business or home-keeping, can in some way help to win the war.

There is a question of how much "war work" a business woman should attempt in addition to her own daily work. Of course every woman is attracted by and desirous of doing work for the Red Cross and kindred things. Why not leave such work to the women who are not in business? These women have time and have proved they are more successful in raising money, relief work, etc., than anyone else. Business women can all contribute what money they can afford, but let them put their strength and energy into industry where their training will count. Of course out of business hours they must knit; it calms the nerves and doesn't do a particle of harm.

Another point and an important one is to keep civil life normal. Normal conditions do much to safeguard posterity. Business women can do much toward this end by being sane, tranquil, and practical; by conserving their vital forces for their work and not wasting themselves in emotionalism. They should study conservation of both material things and energy, eliminating waste of either; cultivate temperate living; make expenditures with economy, but spend not less than usual; save what they normally should, but have enough faith in the future to keep from hoarding money.

To sum up: Let women do some thinking for themselves, love and sacrifice for

their country, be loyal and faithful to their jobs, and if they can and do fill the places of men let them be generous enough to give them back again when "Sammie comes sailing home."

HOW TO OVERCOME TARDINESS.

Twenty-five years ago I was city editor of a newspaper in a Western city. I had been a reporter on the paper before my advancement, and the only fault that was found with me by my superiors while I was a reporter related to my chronic habit of tardiness. When I was chosen by the board of directors and managing editor to be city editor, the managing editor, after congratulating me and wishing me success, said:

"Bill, you have one serious fault, and if you do not succeed in overcoming it, I fear my hopes and yours will not be realized. It is up to you, and I advise you to give the subject serious thought. As a reporter you have had a fine reputation for covering your assignments thoroughly, getting all the details and rock-bottom facts. But you have been notoriously remiss when it came time to report for the day's work."

My managing editor told the truth. I was young, and put off going to bed until the last minute. It was a morning paper and usually my duties ended before one o'clock in the morning. However, it was seldom earlier than four and often five or six o'clock before I retired.

The hour for reporting at the office was one p. m., but I was usually from fifteen minutes to an hour late, which was annoying to the city editor for many reasons, the most important of which was that, with a dozen reporters dividing the work of afternoon and evening, it was necessary for them to be together when the assignments were given out.

My reputation for reliability of statement and thoroughness in fact-gathering and good order in presenting my stories overbalanced my bad reputation in *re* punctuality, although when the city editor cornered me alone he never missed a stereotyped lecture for not being on hand at 1 p. m.

Always when he scolded me I imagined that he detected a mysterious look in my face, but I always promised to try to do better. The fact of the matter was that he was himself an occasional offender, being sometimes from a half hour to an hour late. He was a man well liked by the members of his staff, still he was in this respect somewhat weakened in his authority.

Therefore when my managing editor called attention to my one great fault I made a resolution, and that was to be on hand no matter what the cost. I knew if I did not set an example my influence with the staff would in a short time be *nil*, and that would be fatal; for without the respect of the reporters, and unable to "call 'em down hard" for tardiness, my administration would be a failure. I realized what an undertaking I had before me. I knew I must be on time, or ahead of time *always*, and let me tell you that I not only determined to set a good example, but that I did, and never—not once—in three years did I come into my office *one minute late*.

This is the way I did it: In the first place, my work kept me at my desk until 2 a. m. I then went

TEXACO STAR

TEXAS

By DR. FRANK CRANE

home for a light luncheon out of my pantry, smoked a cigar, and retired with *only one* subject on my mind. Nearly always I silently repeated it to myself as I dozed off: *Don't fail to get up at eleven o'clock.*

During the three years I several times missed eleven o'clock by an hour, which gave me no time to eat breakfast; by losing it I was able to reach my office on time or a little ahead. I had several narrow escapes, one of which may be interesting:

Awakening, as I supposed at eleven o'clock (my room clock had mysteriously stopped at eleven o'clock the night before), I got up leisurely, dressed, and sauntered out to breakfast. My wife had also been deceived by the clock. For some reason, after I had taken one sip of coffee and a bite of a roll, I consulted my watch. Great guns! It was 12:10! I ran from the house as if it might have been afire. My wife followed me to the door. She thought I must have suddenly gone mad. But I hadn't. I was just terribly frightened, and could almost see a long record ruined. I landed on the minute, out of breath, and, as one of the staff said, pale as a ghost.

But I succeeded: for I was able to say to Smith, Jones, or Brown, who limped in at 1:15: "There's no excuse for you—don't make any to me. *I'm never late.*"

My reputation for punctuality is as good now as it was a quarter of a century ago. It was easy for me to acquire the habit. Anyone can do it.

—Wm. Francis in "The American Magazine."

* *

CONSERVE GASOLINE.

1. Do not use gasoline for washing or cleaning—use kerosene to cut the grease.
2. Do not spill gasoline or let drip when filling—it is dangerous and wasteful.
3. Do not expose gasoline to air—it evaporates rapidly and is dangerous.
4. Do not allow engine to run when car is standing. Cars are fitted with self-starters and it is good for the battery to be used frequently.
5. Have carburetors adjusted to use leanest mixture possible—a lean mixture avoids carbon deposits.
6. See that piston rings fit tight and cylinders hold compression well. Leakage of compression causes loss.
7. Stop all gasoline leakage. Form the habit of shutting off gasoline at the tank or feedpipe.
8. See that all bearings run freely and are well lubricated; friction consumes power and wastes gas.
9. Protect the radiator in cold weather—a cold engine is hard to start and is short in power.
10. Keep tires fully inflated—soft tires consume power.
11. Do not drive at excessive speed. Power consumption increases at a faster rate than speed. Every car has a definite speed at which it operates with maximum fuel economy.
12. Change gears rather than climb hills with wide open throttle—it saves car and gas.
13. Do not use cars needlessly or aimlessly. By exercise of forethought a number of errands can be combined so that one trip to town or elsewhere will do as well as two.
14. Reduce the amount of riding for mere pleasure by shortening such trips or cutting down their frequency.—*New York Tribune.*

A bank in Houston has just sent me a very interesting "Brief of Texas," and after reading it I am moved to inquire of the average man, from Maine to Tia Juana: Do you know

That Texas is not only the largest state in the Union, but has more natural resources than any other state?

That every agricultural product grown anywhere else in the country can be successfully grown in Texas?

That every mineral found in any other state, and every fruit grown, can be found in Texas?

That it has the greatest diversity of altitude and climate of any state in the Union?

That it has the largest peanut industry in the world?

That it has more live stock, land area, wild game, railway mileage, cattle, farms, mules, goats, turkeys, counties, pecans, mohair, home owners, agricultural production, seed oats, cotton seed, oil wells, early and winter vegetables, and uncultivated land acreage than any other one of these United States?

That it has room enough, good undeveloped farm land enough, to sustain ten million more rural population?

That it has more colonies of bees than any other state?

That there are seven large counties in Texas each one of which has an area of uncultivated land larger than the state of Delaware?

That Texas is the greatest producer of onions, and those raised are better than Bermuda onions?

That one-quarter of the world's cotton comes from Texas?

That Texas has more than twice as many mules as any other state, and that, commercially at least, the mule is the king of beasts?

That Texas produces 8.6 per cent. of the crude petroleum of the United States?

That it has five of the largest Portland cement plants in the country?

That it has enormous deposits, as yet imperfectly developed, of quicksilver, salt, high grade iron ore, coal, lignite, granite, marble, potter's clay, and glass sand, fuller's earth, nitrates, and sulphur?

That Texas has one-half of one per cent. of the land area of the earth, and seven and two-tenths per cent. of that of the U. S. A.?

That Texas has the longest coast line of any state but one?

That Port Arthur, Texas, is the leading oil exporting port of the world? And Galveston the greatest cotton exporting port?

That the railroads of Texas would reach across the United States five times, and its highways would go five times around the earth?

That the population of Texas increases at the rate of 235 persons a day; that for every person who leaves Texas eight enter; and that there's a child born there every four minutes?

That if all the people in the Union moved to Texas it would not be any more crowded than Massachusetts now is?

Some state!

* *

"The success of business concerns depends quite as much on the orders they turn down as on those they accept."

TEXACO STAR

SAFETY AND SANITATION

V. R. CURRIE

Chairman Central Committee of Safety

FIRST AID TO THE INJURED

DR. M. F. BLEDSOE, Port Arthur, Texas

(See frontispiece)

In the June issue of the *Texaco Star* we had an excellent article on Safety and Sanitation by Chairman V. R. Currie of the Central Committee of Safety. No one can any longer doubt for a moment the reasonableness, saneness, and accuracy of his statement. The very foundation on which success is dependent in any industry is the prevention of breakdowns and wrecks of the human machinery.

It would be interesting to have a comparison of the days lost by disability from accidental injuries five years ago and at the present time, or since the institution of the Safety and Sanitation organization in the Refining Department of The Texas Company. It is surely economical and humane on the part of the Company, and wise and prudent and commendable in the employees, to further this admirable practice scrupulously and vigorously. But such is the necessity of man's duty in almost all lines of endeavor, regardless of the amount of precaution taken, that it is inevitable that some will be injured. Then it is that the question of first aid arises.

All that has been said about education in the Safety articles and bulletins is surely correct, and can and should also apply to the question of first aid to the injured. The ordinary principles of rendering safe and sound (and I might say sanitary) first aid to the injured are so easy to learn, and when the knowledge obtained so easy to put into practice, that it would seem that all would seek more information on the subject.

Without proper instruction the first aid service rendered often does the patient more harm than good; on the other hand, simple measures of proper first aid, if they do not save a life or limb or member of the body, can surely reduce the period of disability and pain and suffering. History teaches, however, that as a rule all movements which tend to the civic betterment of the people usually meet with apparent,

if not actual, indifference of those chiefly to be benefited.

It is, as a rule, reasonably easy to get the ladies interested in matters of this kind. The Red Cross Workers, with the exception of a few leading business and professional men, are composed of ladies. At this time, when war is upon us and we need to think and act and study economy in every sense of the word, the American Red Cross Organization is offering, through its workers, certain fundamental elementary instructions to laymen, how best to care for and render first aid to the injured. Classes may be formed of from 20 to 30 each, composed of men or women; and, with a physician as an instructor and one lesson a week for 10 or 12 weeks, men or women of ordinary intelligence can learn enough to fit themselves for real practical benefit to the injured person.

Of the 3,000 employees of The Texas Company at Port Arthur, there are about 30 girls employed at the Terminal Plant of the Case and Package Division. When the organization of "First Aid Classes" was begun by the Red Cross Committees in the City of Port Arthur, these young ladies became interested and formed a First Aid Class for instruction, with their foreman, Mr. George E. Carter, as Secretary. The writer was requested to serve as instructor. I accepted and am pleased to say that I never saw any one take more interest and learn faster than these young ladies did. We held our meetings for lectures and instruction from 12:30 to 1:30 p. m. on the third floor of the Can Factory building at the Terminal, giving one to two lessons a week. The instruction consisted of practical demonstrations in the care and treatment of the injured, together with lectures on the principal subjects to be covered. At the conclusion of 12 or 15 lessons an examination was given by Dr. A. R. Autrey, who had been commissioned by the Washington Red Cross Headquarters to examine the Red Cross classes in first aid instruction at Port Arthur. The examination consisted of oral and written questions together with the practical application of first aid treatment to the injured. This class made a general average of 97 on examinations, ranging from 91 to 99½.

It has been my privilege from time to time to lecture to other classes and see their

TEXACO STAR

work, and I am frank to state that this is the best informed Red Cross First Aid Class in the County. Much assistance was rendered me in the instruction of this class by Miss Ida Edwards, graduate nurse, who has charge of the first aid hospital at the Terminal.

All of these young ladies now have a splendid foundation on which to build a serviceable knowledge of first aid treatment of the injured. They are so well informed that not one of them will do a patient any harm by getting excited and doing things they should not do, but on the other hand can and would render safe and sane first aid treatment to an injured person and give the patient sensible and sound advice. They are not, of course, trained nurses nor can they do the work of a trained nurse, neither are they prepared to enter the war as nurses' assistants,—that is not their intention. It is not their intention to sell the knowledge they have obtained for money, but they are better prepared and ready and willing to render

to humanity a service of inestimable value that others less informed cannot do.

Rendering service to others is a privilege we all have and should make use of, and it is a pleasure noble in its conception and gratifying in its execution.

The following report of a sad accident was recently received by the Insurance Division of our Legal Department. The facts stated should be an emphatic warning to all employees against smoking while on our wagons or trucks or while in or about any of our plants. L. H. Monts was our Agent at Rice, Texas.

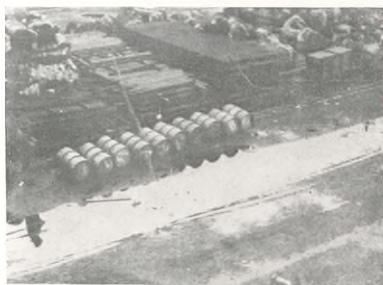
L. H. Monts driving small Ford truck with load of gasoline was on way to make delivery to Rice, Texas. He had been smoking a pipe, but had laid pipe on seat thinking pipe was out but he soon discovered that his coat was on fire and in endeavoring to remove burning coat he threw it on a load of gasoline setting it on fire, and he at same time losing control of auto truck, causing it to run into a ditch where it turned over, pinning him under the truck burning him so badly that he died soon after.



Miss May E. Moseley and Miss Clara K. Crews, First Aid Nurses at the Port Arthur Works. The place is a corner in the First Aid Room at Port Arthur Works. Miss Moseley, at the left, is the First Aid Nurse who dresses all minor injuries and makes all reports. Miss Crews, at the right, is the Works Visiting Nurse; she visits the home of any employee who reports sickness, gives instructions and aid in nursing the patient, and advises as to conditions that will hasten recovery. This is a new department and it is hoped that its operation will justify its enlargement to equal the best in the Country.

TEXACO STAR

BY THE WAY



Drums of Texaco Oils—Somewhere in France

In the April 1917 issue of "The Water Tower," published by The Chicago Bridge and Iron Works, is shown a picture of 57 glass jars each containing a human eye. The collection was made by a Chicago oculist who states that all these eyes were lost in "work accidents," in which "goggles would have saved all but two."

A railway official illustrates the rise in the cost of engines by the statement that the increase in the cost of an average locomotive over its cost two years ago, would pay for a 160-acre farm at \$125 an acre, build a \$5000 residence on it, provide \$2500 worth of farm implements and machinery, 25 dairy cows at \$75 each, \$700 for teams and wagons, a \$1500 automobile, and leave \$150 for incidentals.

"You're managing to wake up these mornings."
 "Yes. I've just bought a parrot."
 "Instead of an alarm clock?"
 "I already had an alarm clock, but I got so I didn't pay any attention to it. Now I hang the parrot's cage in my room and put the alarm clock under it. When the alarm goes off it startles the parrot, and what that bird says would wake anybody up."—*Washington Star*.

APHORISMS OF THE TEXACROW

A few years ago th' bad little boys usta sneak out behind th' barn and read nickle novels about King Brady and Young Wild West, but that's too tame for 'em now-a-days... they can git more thrills outa reading th' monthly magazines their mammas subscribe to.



The Texaco Stars, Houston, Texas

Front row, left to right: B. Holt, S. S.; Ammons, 1-B; Huston (Mgr. and Capt.), R. F.; Danna, 2-B; Munger, P; Emmott, P
 Back row, left to right: Crevenstein, P; Carey, 3-B; Hail, C. F.; Stellbauer, L. F.; Longaker, Business Mgr.; C. Holt, C; Farrington, Utility

TEXACO STAR

DEPARTMENTAL NEWS

The Managers of the respective Departments have assigned to the gentlemen whose names and addresses are here given the duty of sending to the *Texaco Star*, on or before the twenty-fifth day of each month, reports of new appointments, transfers, removals, resignations, promotions, and other items of departmental news of general interest. Suggestions and information for this purpose should be sent to them before the twentieth day of the month. All are invited to co-operate.

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	D. P. Harrington, Port Worth
Fuel Oil Dept.	E. B. Joyner, Houston
Railway Sales Dept.	E. B. Joyner, Houston
Marine Dept.	E. C. Macmillan, Port Arthur
Legal Dept.	A. R. Weber, New York
Treasury Dept.	J. S. Ballard, Houston
Comptroller's Dept.	Lee Dawson, Houston
Sales Dept., S. Territory	B. E. Emerson, Houston
Sales Dept., N. Territory	P. A. Masterson, New York
Export Dept.	M. G. Jones, Houston
Purchasing Dept.	S. Slattery, New York
Railway Traffic Dept.	J. B. Nielsen, New York
Pipe Lines	J. E. Byrne, New York
Producers	J. W. Painter, Houston
	A. M. Donoghue, Houston
	Delbert Leggett, Houston

REFINING DEPT.

Mr. and Mrs. F. P. Dodge have returned from a vacation in the North and East, and Mr. Dodge reports having spent some of his time in getting in touch with Welfare Work as it is now being carried on at some big industrial plants, and in compiling the information he gathered for the benefit of a similar organization which has been started at the Port Arthur Works.

Neal McAlpin, of the Timekeeping force at Port Arthur Works, is on the road to recovery after an operation for appendicitis.

G. W. Dorrance of the Efficiency staff has returned from San Antonio where he stood examination for First Lieutenant in the Aviation Corps. Mr. Dorrance believes he will soon be taking lessons in the rudiments of aviation.

B. S. Craig, formerly with the electric department, who assisted in organizing a company of engineers at Sweetwater, Texas, has been made 1st Lieut. of Co. C. 111th Engineers. After his arrival at Camp Bowie he was detached as inspector in charge of electrical installations.

Of the 69 members leaving Port Arthur on Sept. 19 to make up the second increment of the new draft, 16 left the employ of The Texas Company, namely: C. E. Harrell, W. D. Hanna, Claud LeBlanc, Chas. Malin, Leo Vitrasek, B. H. Webre, G. V. Akin, Carl Albers, Meindert Becker, L. A. Darnell, F. W. Gersch, L. B. Guilbeau, Erney Hunt, E. S. Reid, Will Laviolette, S. J. Threadgill.

C. S. Atwell and Miss Ella Young were recently married at the home of the bride's

parents. The happy couple left for a trip up the State. Mr. Atwell will soon resume his work in Mexico, to which he was recently transferred.

L. C. Morris, Ass't Cashier at P. A. Works, reports a recent visit of the Stork bringing a new baby girl.

R. C. Kinzer, draftsman, reports the arrival of a fine 8-lb. daughter at his home on Sept. 18.

A fine girl, Dorothy Evalyn, was born on Aug. 3 to Mr. and Mrs. C. S. Neal. Mr. Neal is stenciler in the Barrel House.

Appointments and transfers:

J. S. Gallagher, formerly construction engineer, now in Safety and Sanitation, has been attending national Safety meetings in New York and Boston and will soon establish his office at P. A. Works.

F. A. Stivers, formerly with the A. G. Stivers Lumber Co., Chattanooga, Tenn., and A. S. Burt, added to Efficiency department.

W. S. Herrington, formerly with Stone & Webster, draftsman in Engineering Division.

S. B. Redmond and J. F. Thompson, added to office force.

Miss Emma Platt, comptometer operator.

J. M. Kennerly, from Shipping department to Houston Office.

James Russell, recently resigned to join Co. A. Texas Engineers, was discharged from that Company and has returned to his duties in the office.



On His First Hike—W. D. Hanna, stenographer at Port Arthur Works, first man of the office force to be called to service under the draft

TEXACO STAR



Watermelon Drill at Norfolk Terminal During Noon Hour

Some of our colored stevedores consume for dessert regularly at the noon hour 3 or 4 melons each. These watermelons are grown at the Norfolk Terminal Farm and are sold to employees at from 3c to 5c each. The colored members of our force are not the only lovers of watermelons; one of our New York officials who recently visited the terminal consumed 3 fair sized ones.

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF SEPTEMBER 1917:

Refined—Coastwise.....	708,475 bbls.
Refined—Export.....	614,895 bbls.
	1,323,370 bbls.
Crude—Coastwise.....	62 bbls.
Total.....	1,323,432 bbls.

Providence Terminal was visited Sept. 18 by Messrs. L. R. Holmes, V. R. Currie, and J. S. Gallagher in the interest of the Safety and Sanitation Committee. All employees assembled in the filling room to hear brief talks on safety and sanitation, and we cannot resist mentioning that Sup't Sandford and the men were complimented on the general good appearance and condition of the plant. In the afternoon a meeting was held in the main office attended by foremen and others, when Mr. Holmes and Mr. Currie gave fine talks.

We are glad to report that Wayland A. Smith, our Efficiency clerk, who was taken with typhoid fever early in August, is convalescing. Recently the office force sent him a basket of fruit.

We have our first lady employe, Miss Annie G. Faulds, stenographer.

LEGAL DEPT.

R. E. Brooks, Jr. is busy receiving the congratulations of friends over the arrival of R. E. Brooks III on September 27.

A. H. Culver has returned from a vacation at Seabrook with a deep coat of tan and a choice selection of fishy fish stories.

Judge Robt. A. John and family have returned to town from their summer home on the bay.

TREASURY DEPT.

W. A. Green, Manager of Credits and Collections, is on an extended visit to Northern Territory Sales District Offices.

C. V. Webb, stenographer and assistant to Creditman Symms, has resigned to accept a responsible position with the W. T. Carter Lumber Company of Houston. We regret to lose Mr. Webb and extend our best wishes for his success.

John Rainey recently drove to Waco from Houston in his Ford, and we are glad to report his safe return. John narrates some variegated experiences on the trip.

SALES DEPT. S. TERRITORY

Houston District.—We are grieved to report that Harry H. Park, Cashier at Houston Station, was seriously injured on Sept. 24 when he was struck by an automobile. Mr. Park was taken to St. Joseph's Infirmary in an unconscious condition, but hopes are entertained for his recovery.

We are all very sorry to hear of the death of the father of Salesman Engineer H. D. Gohlman and extend to him and the bereaved family sincere condolences.

We recently enjoyed a visit from a former member of the District Office force, C. W. Leavitt, who is now in the employ of the Company at Tampico, Mexico.

Appointments and resignations:

J. B. Longino, Equipment Clerk *vice* C. G. Byars resigned.

J. L. Rundell, stenographer in the Credit office, resigned to take a position with the American Petroleum Company.

J. F. Doggett, former salesman out of Yoakum,

TEXACO STAR

Agent at Yoakum, Texas Station vice W. A. Rittner selected for service in U. S. Army.



W. H. Symms, Supervisor Houston Filling Stations, who enlisted May 7 in the U. S. Engineer Reserves, was called to service Sept. 13 and has been assigned to the 23rd U. S. Engineers, now at Annapolis Junction, Md. Training Camp.



Wife and daughter of Agent H.W. Stewart, Mission, Texas

Oklahoma District.—Miss Marcella Crawford on August 30 surprised the District Office by wearing a brand new wedding ring on her left hand, and since that date we have called her Mrs. Ross Markland. The candy and cigars furnished by the groom were much enjoyed.

El Paso District.—Having been newly constituted reporter (?) for this District, I am unfamiliar with the ethics of the reporting profession with particular reference to a reporter reporting something anent *his-self*. Therefore I am unconscious of committing a breach of etiquette when I take the liberty of transmitting what is to my mind the most important news item ever issued from this Office:

DOROTHY HENZE

Born Sept. 8, 1917

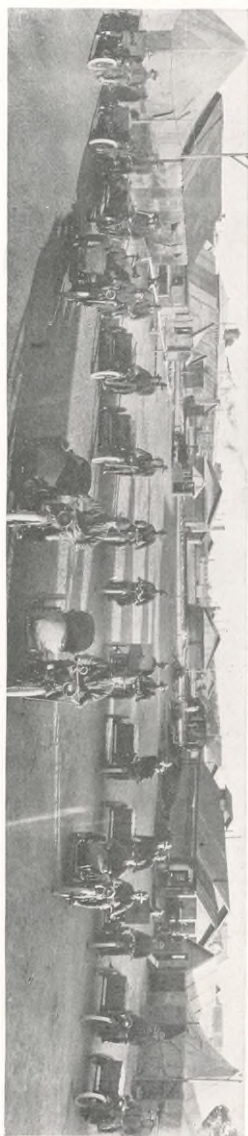
Mr. and Mrs. C. B. Henze, Jr.



The Giant Cactus, Saguaro. This largest species of cactus grows in certain localities in patches, like orchards, not spread all over the desert. The plant shown in this photograph is about 30 miles southwest of Tucson. Lub. Ass't A. F. Feagan is shown at the right and at the left Salesman Engineer Gus M. Shanks who is approximately 6½ feet tall. Mr. Shanks is now in the 101st Aero Squadron at Kelley Field, South San Antonio, Texas.

TEXACO STAR

First Provisional Motorcycle Machine Gun Corps, U. S. A., Fort Bliss, Texas. This Company is commanded by Capt. M. L. Miller, who has kindly answered an inquiry of ours: "I herewith give you permission to publish the picture of the Motorcycle Machine Gun Corps. M. L. Miller, Capt. 34th Infantry, Commanding." Captain Miller may be seen in the photograph mounted on the machine at the left. The officer on the right is Lieut. Jos. M. Cannon. The photograph was taken in their camp at Fort Bliss. This Motorcycle Machine Gun Corps is the first organization of its kind instituted in our Army. They use Texaco Products exclusively—Vanguard Mineral Cylinder Oil, Triuban Compound, and Texaco Gasoline, and they say that Texaco Products are without doubt the best they have ever used. The Company recently "hiked" to Elephant Butte Dam and return, a total distance of 192 miles. It was the first "hike" undertaken by the Corps and was entirely successful.



Denver District.—General Lubricating Assistant R. C. Galbraith and Lub. Engineer T. L. Morris of the New Orleans District were in Denver and other parts of the District for several weeks in August.

Gentry Worley, Secretary to Manager C. P. Dodge, has returned to Houston after 60 days in our District Office.

The Office force express their sympathy to Agent F. N. Brees, of Butte, Mont., on account of the sudden death of his father, which occurred in Denver on Sept. 15.

Appointments and resignations:

Commission Agents at new Stations: J. A. Loyd, Loveland, Colo.; W. A. Jones, Alamosa, Colo.; L. P. Chapman, Red Lodge, Mont.

E. W. Williams, Lub. Rec. Clerk, resigned to go with Miles Mercantile Company of Haxtun, Colo.

Miss Josephine Henry, Extension Clerk *vice* C. E. Moritz assigned to other duties.

T. E. Wade, former salesman, Ass't Warehouseman at Butte, Mont.

J. R. Reed, former Lub. Record Clerk, is 1st Lieut. in Colorado N. G.

L. J. Cronin, former clerk in Dist. Off., is in the ordnance division of the regular army. Mr. Cronin reports that he is now at Camp Mills, Mineola, Long Island, preparing for duty in France with the Rainbow Division.

M. K. Patrick, former Clerk and Cashier at Denver Station, is 1st Sergeant in the 2nd Colorado Machine Gun Corps.

Salesman G. S. Filsinger and Truck Driver E. I. Fletcher, both of Butte, Mont. Station, have been drafted into the army and are now stationed at American Lake, Washington.

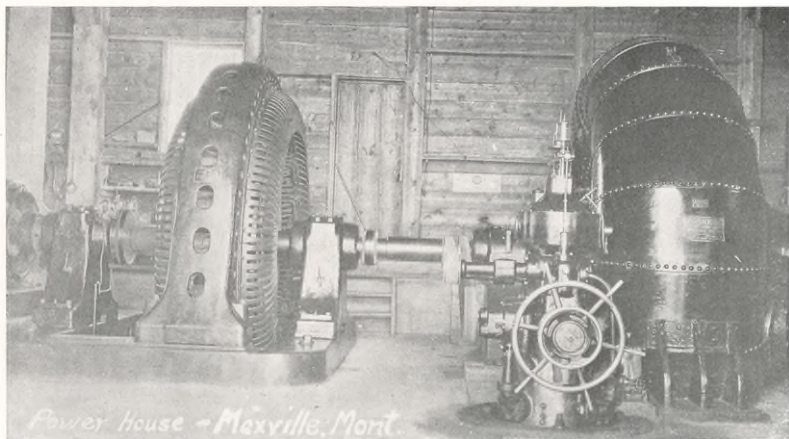


A pile of 18,000 watermelons, which were given away at Rocky Ford, Colorado, on Melon Day, Sept. 6, 1917. Agent H. T. Scale thinks this photograph will be interesting because it is generally supposed that only cantaloupes are produced in the Rocky Ford region.

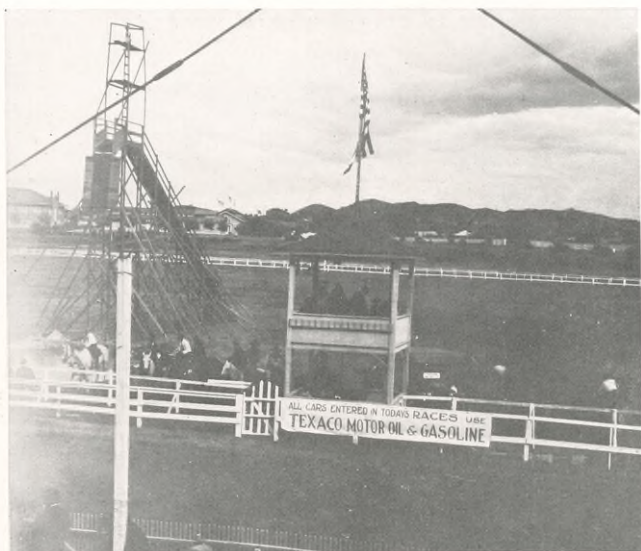
New Orleans District.—H. W. Dodge, Gen'l Ass't Houston District, recently stopped a day with us. Come again.

The stork visited the home of Superin-

TEXACO STAR



Power Plant of Granite County Power Company at Maxville, Montana—This plant is lubricated exclusively by The Texas Company—The work of our Cetus Oil has been especially gratifying



Race Course in the Fair Grounds at Douglas, Wyo. The Wyoming State Fair was held during the week September 10-15. Driver Ray Lamplin broke the world's record for mile race on half-mile dirt track, with a driving time of 1 minute and 6 seconds. All the racing cars used Texaco motor oils and gasoline.

tendent W. E. Bradford on Sept. 2, and he is now the father of a very fine boy.

Chief Acc't R. M. Ferguson was also

visited by the same bird, and he is now the proud father of a very young Mr. Ferguson.

Stock Clerk C. A. Gueringer was married

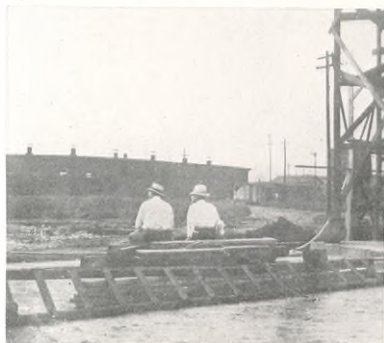
TEXACO STAR



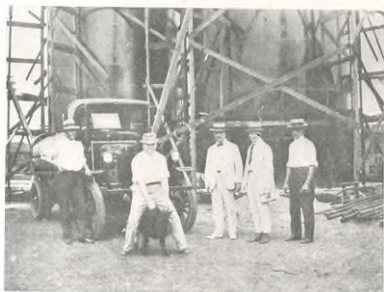
The mascot of the New Orleans Station, representing what the construction of the new storage tanks got that belonged to Superintendent McCullough of the Equipment and Construction Division



Hattiesburg, Miss., Station—J. W. Knight, Agent; W. H. McLaurin, Cashier and Clerk. Mr. McLaurin writes: "We are going to do more business, watch us".



A busy hour for Mr. McCullough and Mr. Hannon during the construction of the tanks



Just after our new truck arrived, and when we thought we had completely stopped the leaks in the storage tanks

on Sept. 12 and is now off on his honeymoon.

A. L. Prickett of Dist. Off. has entered Officers Training Camp.

C. W. Daney, Stock Clerk, left to enter Camp Pike, Ark. He was presented with a fine remembrance by his co-workers who wish him all good luck.

Agent G. W. Lee, of Alexandria, La., is to be complimented on the manner in which he is handling cantonment deliveries at Camp Beauregard.

Agent J. J. Satterlee, of Lake Charles, La., is to be complimented on the movement of iron barrels secured during August—100 per cent.

A letter from General Manager R. F. Morse enables us to add to the views the following interesting information about the splendid plant under his management:

LUDINGTON LUMBER COMPANY

Ludington, La.

June 25, 1917.

Mr. T. L. Morris, Lubricating Assistant,
The Texas Oil Company,
New Orleans, La.

Dear Sir: When you were here recently you requested that I send you some pictures of our plant. Please find enclosed pictures; on the back of each is a description.

For your information will mention a few things that might be of interest in connection with the operation of our plant:

All water is supplied from deep wells. The water is analyzed every 30 days by the State Board of Health. We have yet the first complaint to receive on it. Health conditions are splendid. There is never any water standing under houses or in yards; in consequence there are very few mosquitoes. The houses are mostly electrically lighted, current being furnished 24 hours a day. First-Aid packages are kept in all departments of the plant. The Hospital Department is equipped with electric sterilizers, microscopes, and X-Ray machines. Automatic telephone system in residences and on plant. Non-

TEXACO STAR



Dry sheds and dry kiln of Ludington Lumber Company, Ludington, La.—A Long Bell Plant—one of the most perfect and best kept saw mills in the south. Lubricated, as other Long Bell mills, with Texaco Lubricants



Saw Mill, with glimpse of log pond, Ludington Lumber Company



Fire Hose House No. 1, Ludington Lumber Company
Green lights burn all night on these houses; they are thus easy to see and hose is always available

sectarian church with Sunday school, having average attendance of 112 scholars. Graded school from primary to 7th grade inclusive. High school $1\frac{1}{4}$ miles distant.

Annual production of plant 50,000,000 ft. Many of the employees are stock holders in the Company.

Trusting this will give you the desired information, with best wishes,

Yours truly,
R. F. Morse,
General Manager.

Page eighteen

Atlanta District.—Charles F. Massey, former Warehouseman at Huntsville, Ala., who enlisted in the navy and is now aboard the *U. S. S. Covington*, writes to Cashier W. M. Kidney:

Hello Kidney, how is everything? I hope O. K. Say, you know I told you I thought I would not roll any more barrels of oil; but I have just been doing it today, when we brought aboard 20 bbls.

TEXACO STAR

of Neptune Oil and some Pinnacle Mineral Cylinder Oil. Everywhere we use Texaco oil and gas, and it makes me feel good to see that old Star. Hope you are getting along O. K. With best wishes to the Texaco bunch.

Charlie Massey, who had been with the Company for about 5 years, was one of the first to enlist in the Navy when the Government called for volunteers. The bunch at the Huntsville, Ala. Station feel proud that one of their number is on one of Uncle Sam's men of war, and we know that Charlie will do honor to himself and his country.

Transfers and appointments:

L. W. Dickson, from stenographer to Chief Acc't vice P. H. DeBeaugrine called by selective draft.

C. K. Braswell, stock clerk vice D. H. Boyer resigned.

F. A. Tickner, from emergency clerk to bookkeeper vice T. R. Finley resigned.

I. Spielberger, bill clerk vice E. F. Clower transferred to machine bookkeeper vice Barney Glass resigned.

J. W. Boland, machine bookkeeper vice Miss Tetus resigned.

T. H. Porch, bill clerk vice J. B. O'Hara transferred to Birmingham Station.

B. B. Bellinger, emergency clerk vice W. R. Pierce resigned.

W. A. Mitchell, stenographer vice W. C. Crumbly resigned.

Mrs. W. C. Woodham, Lub. Record clerk vice R. C. Vaughn resigned.

M. F. Bryan, extension clerk.

Miss E. F. Fowler, stenographer.

L. W. Dickson, stenographer to Chief Acc't vice Mrs. H. L. Upchurch transferred.

W. C. Redwine, office boy.

Fred Sintes, salesman, Birmingham, resigned.

D. C. Ratley, T. W. driver at Troy, Ala. vice G. T. Whitehurst resigned.

C. T. Morgan, warehouseman at Montgomery, Ala. vice S. E. Starr resigned.

B. H. Bryant, T. W. driver at Gadsden, Ala. vice T. L. Usry resigned.

C. C. Maddox, clerk and cashier at Griffin, Ga. vice J. L. Vaughn resigned.

D. E. Crawford, T. W. driver at Griffin, Ga. vice J. H. Bunn resigned.

J. R. Grimes, T. W. driver at Milledgeville, Ga. vice W. D. Hardy resigned.

C. M. Watkins, from clerk and cashier at Tampa, Fla. to salesman, headquarters Chester, S. C.

C. E. Bell, from T. W. driver to agent at Lakeland, Fla. vice R. Alderman who takes Bell's place as T. W. driver.

A. J. Dougherty, T. W. driver at Jacksonville, Fla. vice J. E. Floyd resigned.

J. E. Selby, clerk and cashier at Columbia, S. C. vice C. M. Boling resigned.

H. F. Alley, cooper and warehouseman at Columbia, S. C.

B. F. Pinson, clerk and cashier at Greenville, S. C. vice R. L. Pinson resigned.

Ben Williams, cooper at Greenville, S. C. vice John Hunt resigned.

S. B. Geddings, T. W. driver at Sumter, S. C. vice P. D. Warner resigned.

SALES DEPT.

N. TERRITORY

New York District.— Our new Filling Station on the Boston Post

Road at Norwalk, Conn. was opened Sept. 14.

Agent Robert Flatlock (transferred from Bedford and Flatbush Ave. F. S., Brooklyn) expects to have this the prize station of the District within a short time.

A candidate for the Home Defense League at Cranford, N. J. arrived at the home of Mr. and Mrs. F. W. Bienecke on Sept. 6.

Appointments and transfers:

A. Mathias, from Agent at Youngstown, Ohio, to



Station and fleet of trucks operated by Deyo Oil Company, Distributors of Texaco Products, Binghamton, N. Y. This very high class concern is pushing Texaco Products vigorously in the territory tributary to their Binghamton Station and around our new stations at Sidney and Oneonta which they are to operate. They are strong believers in Texaco Products and are spreading the name Texaco throughout the southwestern part of the State. They take a special pride in keeping their equipment in the best condition at all times.

TEXACO STAR



Pavonia Avenue Filling Station, Jersey City, N. J., a typical New Jersey Station, is justly proud of its new garden with its large Texaco star of alternanthera. Pavonia bids fair to lead them all at the end of the year.

Salesman, White Plains Territory. Youngstown Station is temporarily in charge of Chief Clerk H. Hoffmeister.

John Nichols, from driver at Mount Kisco to Agent at New Dover Plains, N. Y. Station.

H. M. Emigh, from Clerk to Agent at Portchester, N. Y.

J. H. Allen, from Clerk at Albany to Agent at Saratoga Springs, N. Y., vice W. C. Bush transferred to other duties at the Albany Station.

Percy J. Waters, from Clerk to Agent at Amsterdam, N. Y.

F. H. King, from driver at Ogdensburg to Agent at Redwood, N. Y.

H. M. Parmley, from District Office to Agent at Buffalo, N. Y., vice W. F. Allen on leave of absence for military service.

E. I. Kirkpatrick, acting agent at Herkimer, N. Y., vice H. E. King on leave for military service.

G. A. Jackson, from driver to acting agent at Riverhead, L. I., vice W. F. Pausewang, Jr. on leave for military service.

Salesmen E. C. Lake, J. S. Davis, H. S. Brouwer, and W. E. Wesson have been granted leave of absence for military service.

Representative B. A. Sheriden writes:

I noticed in the August issue of the *Texaco Star* that a record of 1645 gallons had been made in one day with a 150 gallon "Red Devil". This certainly was very commendable work and proved the driver's worth, but I think the Herkimer, N. Y. Station in my territory can go just one better.

By referring to the record of tank wagon deliveries of the said station you will find that Driver E. I. Kirkpatrick on June 23 put out 1745 gallons, and Driver A. E. Guffin 1990 gallons on May 19, which I believe to be about the maximum yet obtained for one day's work with this kind of vehicle.

Boston District.—The Annual Meeting of the Boston District was held on Sept. 20 at the Boston City Club, with practically the entire force of salesmen and agents attending. Those present from outside the District were Messrs. C. E. Woodbridge, F. D. Gatchell, C. H. Parker, L. A. Jacob, and L. C. Oakley from New York, Sup't C. R. McCarthy of Philadelphia, Sup't A. E. Sandford of Providence Terminal, Auditor W. H. O'Harra, and Mr. W. E. Green of Houston. An especially fine letter from President E. C. Lufkin was read at the meeting, also letters or messages from Messrs. L. R. Holmes, K. G. Mackenzie, A. F. Colling, and W. E. Greenwood.

Roll was called at 8:45 a. m. and the meeting opened by Sup't Reinhardt. Mr. Gatchell followed with a vivid description of the growth of The Texas Company. Both Mr. Gatchell and Mr. Reinhardt spoke on the subject of Organization.

Chief Accountant Haden gave an instructive talk on the relations of Field and Accounting.

Mr. Parrish and Mr. Parker were very interesting on Crater Compound and Renewing of Old and Securing of New Contracts for General Lubricating Oil.

J. T. Groves spoke on Salesmanship, emphasizing the importance of the Salesman's Sheets; particularly in the present unsettled conditions when unforeseen changes may take place from day to day the greatest care should be taken to furnish every detail called for on the sheet.

Sup't Reinhardt led a discussion of The Sale of Coupon Books.

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G. L. Clifton spoke on Loaned Equipment, pointing out what was to be expected in gallonage through equipment put in the hands of customers.

Sup't A. E. Sandford of Providence Terminal explained many things in regard to shipments from the Terminal which had puzzled the agents before listening to his lucid explanations.

J. H. Morrison went carefully into Routing of Tank Wagons, Delivery Equipment, etc., with the always important subject of Expense.

Chief Clerk Murdy of the Accounting Office spoke on certain phases of accounting; the agents and salesmen especially appreciated his offer of help in every way in which the accounting department might be of assistance.

Creditman C. W. Fuller gave helpful information and answered many questions.

Boston District is especially indebted to Messrs. Gatchell, Par ish, Parker, and McCarthy for the instructive character of their remarks.

Luncheon was served at the Club, and in the evening those from out of town were at liberty to enjoy themselves as they wished.

It is safe to say that this meeting was the best ever held in our District. The spirit shown by entering into the discussions indicated that our field men are thinking for themselves and along constructive lines. Every man who attended carried away with him the message "More Sales—Less Expense," and a determination to make the fulfillment of that idea his object during the ensuing year.

The Annual Outing of the Boston District was held on the following day. At 8 a. m., Sept. 21, both visitors and members of the District, many with their families, boarded a special train for Hamilton-Wenham, Mass., where the outing was held at Idlewood Lake Park, an ideal place for an outdoor meeting.

Lack of space forbids any account of the field events and water sports or report of the winners in the contests. The big event was a baseball game between the Sales and Accounting forces of Boston District. The brand of baseball displayed was beyond the ordinary, and after a hot contest from start to finish the game was won by the Sales Force; score 12 to 5.

After the ball game a dinner was served, and from the lack of conversation during its early stages it was evident that all hands were ready for it. Later on, all were inspired to give cheers for the Visitors, for our own Officials, and for the Committee on Arrangements.

Music was furnished throughout the day by a band of 20 pieces. The train for Boston left at 6 p. m. with a tir.d but happy lot on board.

An original design on the cover of the joint program for the Annual Meeting and Outing may be of interest. The design was based on our trade mark; but the circle is developed into a gear wheel with little pinions or cog wheels about its circumference, each of the little cog wheels having a letter in it and together spelling the motto chosen by the *Texaco Star*: All For Each—Each For All.

Agent J. L. Rolley of North Andover Refined Station, Lawrence, Mass. sends this concerning "Red Devil" deliveries:

I saw an item in the August number of the *Texaco Star* in which the New York District offers a record delivery for a Ford tank truck, namely, 1645 gallons in one day. Lawrence, North Andover Station can better that record with one of 1802 gallons delivered by Ford Tank Truck No. 3150, capacity 150 gallons, in 9 hours time on August 4, R. E. Hinchcliff, driver.



Dorothy (6 years old) and Marjorie (10 months old), daughters of George C. Wright, Gen'l Lub. Salesman, Metropolitan Boston

We quote the following, which may be of interest:

OL' MAN CONSHUNCE

Ol' Man Conshunce hang around all day,
He watch what you do and he hear what you say,
He don't do nothin' but snoop on you;
Dat's de job dat de Lawd give him to do.

He tell you not to sin none, but you cuss and swear;
He tell you not to drink none, but you rip and tear;
He tell you not to steal none, but you grab dat shoat;
He tell you do yo' duty, but you sell yo' vote.

When you file dem dices, he shake his haid,
He's a-standin' at yo' elbow when de pass is made,
And de pullet in de skillet ain't deceivin' him—he know

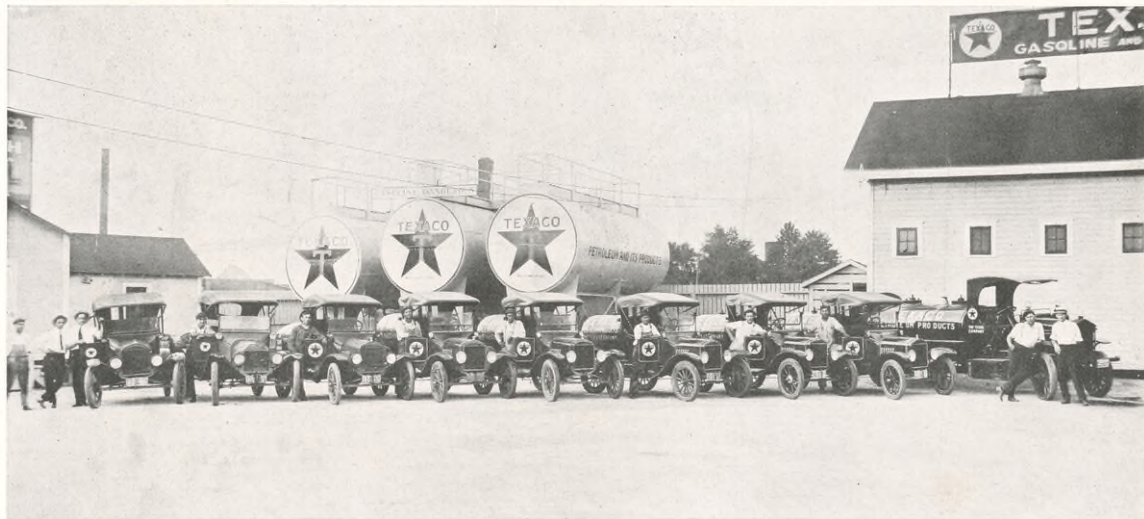
Wha' it come from, he was standin' at de hen house do'.

You better mind his preachin' 'cause he guide you right,
You better heed his teachin' 'cause he knows a sight,
You better quit yo' piseness—he don't fo'git;
He's hyar to look fo' sinners and he find yo' yit.

Appointments and transfers:

D. S. Lamb, from City Solicitor to Agent Boston Refined Station vice H. C. Weeks resigned.

Samuel Grauer, Agent Albany F. S., Boston, Mass. vice W. H. Morrison resigned.



TEXACO STAR

Charlotte, N. C. Station, Employees, and Motor Equipment.

This outfit is known as "Beasley and his Mosquito Fleet" and is recognized by our competitors as "The Red Devils". From left to right: C. F. Smith, Clerk and Cashier; W. H. Gross, Lubrication Engineer; C. C. Beasley, Agent; Arnold Roark, Warehouseman and Ass't Clerk; V. B. Weir, Chauffeur; W. L. Ramsey, Chauffeur; J. D. Camp, Chauffeur; E. E. Spurrier, Chauffeur; L. I. Beasley, Chauffeur; C. E. Eaton, Chauffeur; J. W. Mattox, Norfolk District Painter.

Our Submarine Flotilla is used to good advantage against the enemies at Charlotte. The "Central Powers" consist of the S. O. Co., Indiana Refining Company, Gulf Refining Company, and the William C. Robinson Oil Company, the armies of which are now in retreat.

It may be interesting to note that Charlotte is the largest city in North Carolina, having according to the census of 1914 a population of 37,951. Our business has gradually increased at this place, until we are today doing about four times the business we did four years ago. The policy of the entire force, which has secured these results, has been based on the principle of service. They realize that service covers not only the delivery of goods when promised and quality of the material delivered, but also courtesy toward every one with whom they come in contact. There are a number of other stations in the Norfolk District in the same class with Charlotte, and those that are not in the Charlotte class today will be there by this time next year.

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B. L. McMahan, Agent South Hampton Street F. S., Boston, Mass.

D. A. Howard, from agent in training to Agent at Worcester, Mass. *vice* J. M. Carroll called to military service.

E. N. Wattles, from agent in training to Agent at Newton Lower Falls, Mass. *vice* T. C. Hyde resigned.

F. S. McLane, Agent at Falmouth, Mass. *vice* W. L. Bryant resigned.

F. W. Marshall, Agent Washington Square F. S., Worcester, Mass., opened Sept. 15.

R. R. Wallace, Agent at Manchester, N. H. *vice* E. L. Willard resigned.

R. W. Houlihan, from ass't agent to acting agent at Filling Station, Meriden, Conn. *vice* E. L. Sumner resigned.

Station Auditor F. R. Lill and D. B. Danahy of the District Office will report with the forty percent bunch at Camp Devens, Ayer, Mass. Our best wishes go with them.

Philadelphia District.—In the August issue of the *Texaco Star* the New York District reported a record for delivery with a "Red Devil" of 1645 gallons a day, saying that they would be glad to hear of other deliveries better than that. The Philadelphia District accordingly reports deliveries with a "Red Devil" of 1880 gallons of kerosene and gasoline in one day, made by Chauffeur Holloway of Salisbury, Md.

F. G. Smith, who has been in training at the Officers Camp at Fort Niagara, returned with a captain's commission. Cap't Smith is now assigned to duty at Camp Meade, Admiral, Md.

Appointments and transfers:

D. S. Hutson, City Solicitor in Washington, D. C.
F. J. Dugan, Repair Shop Stock Clerk.
L. B. B. Dierson and J. V. Loughran, Jr., stenog.
James Murray, in Order department.
E. W. Dorsey, Agent at Camden, N. J. *vice*
P. S. Leonet transferred to Salesman.

J. P. Levins, Agent at Atlantic City, N. J.
C. H. Boucher, G. J. E. Sundmark, R. D. Erskine,
J. A. Collins, J. J. Ryan, W. J. Devine, Salesmen in Philadelphia.

Norfolk District.—Norfolk District surpassed itself during August, sales on all products being larger than for any previous month in the history of this District.

L. G. Katz succeeded in closing a contract with the Foreman-Blades Lumber Company, Elizabeth City, N. C., covering one year. We wish to compliment Mr. Katz on this very desirable contract.

We announce the approaching marriage of our Order Clerk C. J. Measell and Miss Doris Twiford of Norfolk, Va., to take place Oct. 13, 1917. "Clannie" has been telling us for two years that he would soon be married. We wish this young couple happiness in abundance and a lifelong honeymoon.

Ira Oursler is all smiles these days. We understand it's a boy and weighed 9 lbs. Mr. Oursler has been connected with our Accounting offices for the last 5 years and we regret to say that he is leaving the service of The Texas Company.

William Parham and Bracely Culpepper have been added to the Office Boy force, and with the addition of these two lads we are expecting prompt and efficient handling of all mails and stationery requisitions.

Chicago District.—To prove that Texaco "enthusiasm" is contagious we cite:

Salesman Strauss, through his own enthusiasm, interested his family in Texaco products to such an extent that his sister called up Agent Lowry and ordered a tank-wagon delivery of two gallons of



Cape Charles, Va. Filling Station, located on the end of a wharf, serving mostly boat trade—Standing in front is Station Agent H. B. Jordan

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gasoline for cleansing purposes. She needed only a half-gallon, but increased the order to two gallons on account of his faith in our goods.

Mr. and Mrs. L. R. E. Renn have a baby girl.

R. A. Knight, Ass't Agent at St. Louis, is in the second Officers Training Camp at Fort Sheridan, Ill.

J. L. Bero, Supervisor of Structures; E. B. Cato, Salesman; Arthur Moser, Stenographer; R. H. Stitt, Price Clerk; W. H. Perry, Voucher Clerk; and Drivers Ted Barris, Charlie Voss, and Otto Karpen, all of Chicago, were in the first draft.



J. L. Bero, Supervisor of Structures, Chicago District, recently drafted into the Army.

EXPORT DEPT. W. H. Pinckard, who left the United States on the S. S.

Nippon Maru, arrived safely in the Philippines August 25.

T. Fogarty and R. A. Strahley have been selected for service in the new Army and are now in camp.

W. G. Moore left Sept. 8 for Santo Domingo and other points in the West Indies.

W. P. Dunleavy has resigned to enlist in military service.

M. Wray Staight, A. M. I. E. E., and family left Shanghai on Sept. 14 for Manila, his future location.

A. A. Bellinger has received a commission of Lieutenantancy in the U. S. Cavalry.

G. W. Johnson has joined the Accounting Division as Traveling Auditor. Other new arrivals in this division are Charles A. Pearce and A. H. Warnke, Jr.

E. A. Greenless, Chief Accountant in the Havana Office, spent several days in the New York Office recently; he has been enjoying his vacation in the U. S. A.

C. F. Bischof and C. W. Summers left Sept. 12 for Cape Town, where they will be connected with the staff of The Texas Company (South Africa) Ltd.

PURCHASING DEPT. Frank S. Henshaw, Follow Up Clerk, Southern District, joined the Supply

Company of the 5th Texas Infantry and

App'ts and transfers:

C. E. Batchelder, Creditman, transferred to Philadelphia.

G. K. Barton, from Gen'l Salesman to Agent at Detroit.

W. J. Fuller, Salesman, transferred from Chicago to Detroit.

J. E. Fitzpatrick and M. O. Bates, Salesmen in Detroit.

left for Camp Bowie early in September. "Henke" as Frank was familiarly known among the "Boys" in the office is certainly "some man", being 6 feet 3 inches in his bare tootsies and coming down heavy on the scales at about 180.

Thomas A. Pendarvis, who succeeded Mr. Henshaw, was drawn for the Army and left Sept. 19 for Camp Travis. He is another heavy weight.

H. G. Egger succeeds as Follow Up Clerk, and while "Eggie" is a "bit" of a "boy", measuring about 4 feet from the ground up, yet taking in consideration that it is about the same distance around him the boys feel he will be able to hold down a man's-size job.

PIPE LINES Clark Fletcher of the Houston Office has been transferred to the Tulsa offices of The Texas Pipe Line Company. The transfer is in the nature of a promotion.

H. B. Robinson, Jr., of the Engineering Department, Houston, has a baby girl, who arrived at his home in September.

G. H. Speary, Pipe Line Superintendent and base ball enthusiast, is taking a much needed vacation in West Virginia and other points, and incidentally is taking in the World's Series either in New York or Chicago and possibly at both places.

Patrick J. Lee, a former employe, now Corporal in the Third Regiment, Tex. N. G., recently spent a few days furlough among his friends in Houston.

James L. Fitzpatrick, formerly with The Texas Pipe Line Company, enlisted with Motor Truck Company No. 6, of Houston. This Motor Truck Company is now stationed at Camp Mills, but is likely to sail for France at any time.



SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

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



The Yellow Pine Paper Mill Company, Orange, Texas. This fine plant enjoys the distinction of being the only paper mill in Texas. They are using Texaco Lubricants.

- MANAGEMENT** Manufacturing Methods, by H. L. Gantt—*Industrial Management*, Sept. 1917.
- How to Deal Successfully with Women in Industry, by C. B. Lord—*Industrial Management*, Sept. 1917.
- The Assistant, from the Manager's and His Own Viewpoint, by Frederic G. Coburn—*Industrial Management*, Sept. 1917.
- How I Pick Men for Big Jobs, by Samuel Miles Hastings—*System*, Sept. 1917.
- Graphic Methods for Presenting Facts, by Willard C. Brinton; 400 pp., 256 illustrations, 7x10 in., \$5 postpaid—*Industrial Management*, 6 E. 39th St., New York, N. Y.
- ENGINEERING** Boiler-House Design—I, by Herbert E. Birch—*Industrial Management*, Sept. 1917.
- SHIP BUILDING** Industrial Management Principles in Shipyard Practice, by Wm. M. Kennedy—*Industrial Management*, Sept. 1917.
- RY. TRAFFIC** Drafting the Box Car, by Edward Hungerford—*The Nation's Business*, Sept. 1917.
- SALES** Applying Scientific Methods to Sales Management, VIII, Incentives and Rewards, by E. St. E. Lewis. *Industrial Management*, Sept. 1917.
- More Sales to Every Customer, by George L. Louis—*System*, Sept. 1917.
- "Carbon Removers" Close Kin to "Tonics"—*National Petroleum News*, Sept. 1917.
- GENERAL** The Oil Trade Is Vindicated—*Oildom*, Sept. 1917.
- Public's Stake in the Railways, by Milton W. Harrison, Sec'y Savings Bank Section, A. B. A.—*The Annalist*, Sept. 17, 1917.
- "Some Political Economy," by Prof. C. S. Duncan—*The Annalist*, Sept. 10, 1917.
- Is Price Regulation Doomed to Failure? by Prof. Wm. E. Chancellor—*The Annalist*, Sept. 3, 1917.
- Make the Draft Law Truly Selective—*The Annalist*, Sept. 3, 1917.



A CLEARING HOUSE for Lubricating Experience

TEXACO Lubrication Engineers are always on the road meeting new conditions, new problems, and new equipment every working day. The knowledge they acquire is invaluable, but if this experience were locked in the mind of each individual engineer its value would be greatly limited.

So we have developed a clearing house for lubrication experience. Every day each Texaco lubrication engineer sends in a complete technical report covering his activities for the day. These reports are carefully checked up and compiled. They are correlated and divided so that at our headquarters we can answer any question relating to the use of lubricants, not from any one individual's experience, but from the stand-

point of the experience of many trained men.

No opinions or theories here—but exact records of problems met and solved.

So you can put your lubrication problems right up to us—chances are that we have met it before.

And the mounting sales of Texaco Lubricants show how well Texaco engineering service and Texaco lubricating oils meet any or all lubricating conditions.

There is a Texaco Lubricant for Every Purpose



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Offices in Principal Cities