

# TEXACO STAR

FOR EMPLOYEES OF THE TEXAS COMPANY



## TEXAS BLUE BONNETS

FROM A WATER COLOR PAINTING BY SAMUEL E. GIDEON OF THE  
SCHOOL OF ARCHITECTURE, UNIVERSITY OF TEXAS

This particular landscape is near Austin and the artist's fidelity to nature can be fully appreciated only by those who have seen the splendid reality.

For the privilege of showing this reproduction we thank the artist, and for use of the color plates we are much indebted to *The Alcalde*, published by the Ex-Students Association of the University of Texas

Let us tell you  
**What grade of  
 TEXACO  
 MOTOR OIL**  
 To Use  
**for YOUR car**  
*— and end  
 your motor troubles  
 for Good.*



# TEXACO

GASOLINE GOES FARTHEST

And Here Is

THE CORRECT GRADE OF MOTOR OIL FOR

YOUR CAR

Buick, Texaco Med.  
 Cadillac, Texaco Heavy  
 Chandler, Texaco Med.  
 Chevrolet, Texaco Med.  
 Cole, Texaco Heavy  
 Dodge, Texaco Med.  
 Essex, Texaco Med.  
 Ford, Texaco Med.

Franklin, Texaco Med.  
 Hudson, Texaco Med.  
 Lexington, Texaco Med.  
 Marmon, Texaco Heavy  
 Nash, Texaco Med.  
 Oldsmobile, Texaco Heavy

Overland, Texaco Med.  
 Paige, Texaco Med.  
 Packard, Texaco Heavy  
 Peerless, Texaco Heavy  
 Pierce-Arrow, Texaco Heavy  
 Studebaker, Texaco Med.  
 Willys-Knight, Texaco Ex-Heavy  
 Winton, Texaco Med.

ASK YOUR DEALER OR GARAGE MAN

OR

TELEPHONE NO. 9

**Commercial Oil & Supply Co., Inc.**

WHOLESALE DISTRIBUTORS

555 Broadway

W. J. FULTON, President

Gary, Ind.

## DEALER COOPERATION

The advertisement on the opposite page is interesting from several standpoints.

In the first place it shows how one of our customers has taken advantage of the service offered him. He has used a Texaco newspaper electrotype—the portion of his advertisement within the upper panel—and has gone it one better.

To those who are not familiar with our electrotype service, we would explain as follows:

Each one of our salesmen and agents is equipped with a loose-leaf binder in which is included samples of the advertising service the Company is prepared to render to customers. One feature of this service is to supply completely set-up advertisements with a short message and an illustration, with space allowed below it for the insertion of the customer's name and address and any information he cares to give about his place of business or possibly other products he may be handling.

Hundreds of these advertisements are appearing in local papers throughout the country. Apparently the dealers are glad to take advantage of them because a good many dealers are under contract with the local newspaper to use a certain amount of space, and, when it comes to putting advertisements in that space, they are either too busy to change the advertisement or they do not think about it. As a result, they do not get the same advertising value as they would if they had fresh copy appearing periodically.

Incidentally we might mention that a number of dealers are using considerable space in their papers and frequently we assist them in preparing full-page advertisements. We are furnishing the cuts and the message—they furnish the space in the paper.

This particular customer, however, has gone one step further than merely putting his name under a ready-made advertisement. He has consulted our chart and selected the cars which are most common to his territory and printed the recommended Texaco Motor Oil for each of these cars.

We are sure that the Commercial Oil and Supply Company will not object to the publication of this advertisement, and we are glad to print it so that our salesmen can point out to their customers how advantageous advertising of this nature will be.

—Advertising Division.



STATE CAPITOL AT AUSTIN, TEXAS—Bitulithic Pavement constructed with asphalt produced by The Texas Company

# TEXACO STAR

VOL. VII

JULY 1920

No. 9

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF  
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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Address: Texaco Star, 320 The Texas Company Building Annex, Houston, Texas

UNTIL recent years the pride and exultation with which the people of this country have celebrated the Fourth of July were amply justified by the value men of all vocations put upon the independence they had inherited from their fathers. That independence was not merely separation from the throne of England. It was an independence with a purpose, and the purpose was freedom and justice and the establishment of a government which should protect individuals and minorities against the often tyrannous will of majorities. For this purpose a written Constitution was ordained which the State itself could not lawfully transgress. The framers of it were wise and sober enough to understand that every legitimate and abiding desire of the majority of the people would in due time be brought to pass in the representative republic they provided, and that nothing could ever be needed so urgently that it could not await due process of law, or could require the perilous procedures of direct democracy.

This year, to those who remembered Independence Day with intelligent sincerity, must have come—instead of exulting pride—many reflections on the practices that have insidiously brought into jeopardy every object for which our independence was instituted.

As for those who would make international cleavages throughout the whole world on lines of "class consciousness," abolishing all independence, national or individual,—to them this Day represented everything that they most hate and the greatest obstacle to their program.

★ ★

In a baccalaureate sermon for the Rice Institute, Houston, Texas, the Very Rev. J. M. Kirwin recently said:

America is, after all, God's greatest gift to His children. You are vitally concerned in its welfare. The Declaration of Independence and the Constitution are immortal documents because they express eternal principles of government; they are always new; they are always modern. They always have their message. Let us not neglect their invitation to help save the republic. . . . Radical socialism has nothing in it for us. I dream no dreams of a nurse-made State that shall spoon me out my food. You want the opportunity for conflict and every opportunity is given under the constitution of this republic. Let us abide by its righteous principle of government. . . . What we sow individually and as a nation and as a people we shall reap.

★ ★

That Belgium has recovered almost entirely from the ravages of war is heard with astonishment by those who unconsciously assume that a people subsists through a distribution of accumulated goods—with the socialistic corollary that if the present distribution of wealth were changed everybody could have plenty. The truth is no people ever holds in reserve products ready for consumption exceeding what they could produce in a few days of well-directed work. Since our representative republic has been recklessly changing to a democracy this fundamental fact must be comprehended by the majority or ignorant envy will drag the commonwealth to ruin.

The simple explanation of Belgium's restoration is, that its people, under competent leaders, set energetically to work. It should be understood (war-propaganda to the contrary notwithstanding) that no wanton devastation was perpetrated in Belgium, and that most of the machinery taken away by the Germans was returned.

Austria has been in a welter of "strikes,"—and the Austrians are starving. In Belgium there were almost no strikes—and the Belgians are prospering.

Emil Cammaerts, the eminent Belgian

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historian, reported some months ago that his country had attained 70% of its pre-war industrial output. Antwerp was in almost pre-war condition. Exchange was rising rapidly to *par*. Food and clothing were cheaper than in this country. Coal mining and transportation were in better condition than in 1913.

★ ★

The present situation of the farmers of this country is the result of political cowardice and industrial mismanagement during the last six years. Absurd bidding for labor in the cities has put a great nation, with the most advantageous conditions for agriculture in the world, in danger of sharp food-shortage and consequent suffering and disorders on the part of the thriftless. If we do not exercise sufficient intelligence to restore laborers to the farms within the next year, and to allow the railroads a financial basis that will permit capital to put them in position to give the necessary transportation, we shall inevitably pay heavy penalties for failure to do so.

★ ★

The only way mankind can maintain more than sparse and savage life is through unremitting labor. But if men will give the work Nature gives bounteous response. It is literally true:

So deep and large her bounties are  
That one broad, long midsummer day  
Shall to the planet over pay  
The ravage of a year of war.

★ ★

Our farmers and their unpaid children and wives are the only class in the United States who still work as long and full a week as they did a decade ago. The rest of us work fewer hours a day and strike fewer blows each hour we do work.

Barring the American farmers and their children and wives, who sweat to keep our food prices down, all the rest of the people in the United States who work at all do not average more than forty-two hours a week. In other words, we work just one hour in every four.

The old rule was to work a third of the time, sleep a third, and play a third. You can easily figure out for yourself that if America does a business of over \$60,000,000,000 in a year by working one hour in four, what it could do were it to return to our daddy's program and toil one hour in three.

One hour more work each day for everybody for the next six months would knock prices of living down by at least a third. That extra hour would "feed the hungry and clothe the poor." It would cut our rents, reduce our taxes, and cheapen interest rates.—*Philadelphia Press*.

Page four

Other republics have failed because the citizens gradually grew to consider the interests of the class against the whole; for, when such was the case, it mattered not whether the poor plundered the rich or the rich exploited the poor, in either case the end of the republic was at hand. We are resolute not to fall into such a pit.

—Theodore Roosevelt.

★ ★

A Vice President of the largest bank in America says:

Senseless people are spending all they can and spending it without thought of getting value for their money.

Sensible people are saving all they can, knowing that by and by they will be able to get a great deal more for each dollar they spend.

And B. C. Forbes comments:

Yes, the time is coming when a tidy bank account will be one's most useful friend. Our wild boom will burst some day. The fools who are acting crazily today will then find sharp occasion to regret their wastefulness.

★ ★

Think twice about each purchase;  
Hold on to your Liberty Bonds;  
Reinvest the interest from them;  
Inhibit the "charge it" habit;  
Forego too expensive pleasures;  
This is Thrift.

An "inquisitive subscriber", referring to newspaper accounts which have told how the Standard Oil Company was led to locate oil wells in Egypt from hints in the Bible, such as that the mother of Moses made for her child an ark of bulrushes "daubed with slime and pitch"—reasoning that where there was *pitch* there was *oil*, asks why The Texas Company lets the Standard get ahead of it, and suggests that our Producing Department should try to locate some of the many spots where the Children of Israel are said to have "pitched" their tents.

### CRUDE OIL PRICES AT WELLS

July 1, 1920

Pennsylvania . . . \$6.10	De Soto . . . . . \$3.40
Mercer Black . . . 2.73	Bull Bayou . . . . . 3.15
Corning, O. . . . . 4.25	Crichton . . . . . 3.00
Cabell, W. Va. . . . 4.17	Caddo Light . . . . . 3.50
Newcastle . . . . . 2.23	Caddo Heavy . . . . . 2.50
North Lima . . . . . 3.73	Vinton . . . . . 3.00
South Lima . . . . . 3.73	Jennings . . . . . 3.00
Indiana . . . . . 3.63	Spindletop . . . . . 3.00
Princeton, Ill. . . . 3.77	Sour Lake . . . . . 3.00
Illinois . . . . . 3.77	Batson . . . . . 3.00
Canada . . . . . 4.13	Saratoga . . . . . 3.00
Somerset, Ky. . . . . 4.00	Humble . . . . . 3.00
Ragland, Ky. . . . . 2.10	Goose Creek . . . . . 3.00
California Light . . . 2.83	Markham . . . . . 3.00
California Heavy 1.48	West Columbia . . . 3.00
Wyoming . . . . . 2.75	Corsicana Light . . . 3.00
Kansas and Okla. 3.50	Corsicana Heavy 1.75
Cushing . . . . . 3.50	Electra-Petrolia . . . 3.50
Hewitt . . . . . 3.50	Ranger . . . . . 3.50
Healdton . . . . . 2.75	Burkburnett . . . . . 3.50

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### THE FORGOTTEN MAN

"The Forgotten Man" is that individual who does an honest day's work, pays his bills, brings up three or four children, indulges himself in a pipe or an occasional cigar, keeps up a small savings account, never asks for charity from anyone, never gets into trouble with the police, never makes a speech or writes a letter to the editor—in short he's the individual who keeps going on his own momentum, good times, bad times, or indifferent times.

When the hat is passed around for the down-and-outers the Forgotten Man chips in his mite.

The tax gatherer visits the Forgotten Man regularly, and collects toll for the upkeep of the police courts, jails, workhouses, and poorhouses—none of which the Forgotten Man ever uses. He is self-supporting, self-starting, self-sufficient, and being so he is counted in on nothing except the census. But in that document he cuts a big figure because he probably forms the vast majority.

The Forgotten Man is just the everyday, common, ordinary plain citizen who does the best he can and makes a pretty good job of it.

He's the man you can count on in times of war or in times of peace, in times of hysterical prosperity or in times of gloomy depression; in times of Republican management or in times of Democratic management.

He's a dependable old horse—broken to harness, and he'll stand without hitching.

Remember there are millions of him, and there isn't much chance that he will ever go crazy even though the whole world about him does seem inclined that way.

When things get too bad he'll take a hand at running them himself, and you can depend upon him to do it in a sensible way.

—Through the Meshes, June 1920.

### CRAZY TIMES

Strike, and the world strikes with you, work and you work alone; our souls are ablaze with a Bolshevik craze, the wildest that ever was known. Groan, and there'll be a chorus, smile, and you make no hit; for we've grown long hair and we preach despair, and show you a daily fit. Spend, and the gang will cheer you, save, and you have no friends; for we throw our bucks to the birds and ducks, and borrow from all who'll lend. Knock, and you'll be a winner, boost, and you'll be a frost; for the old sane ways of the pre-war days are now from the program lost. Strike, and the world strikes with you, work, and you work alone; for we'd rather yell and keep raising Hannibal, Mo., than strive for an honest bone. Rant, and you are a leader, toil, and you are a nut; 'twas a bitter day when we pulled away from the old time work day rut. Wait, and there'll be a blow-up, watch, and you'll see a slump, and the fads and crimes of these crazy times will go to the nation's dump.

—George Matthew Adams.

Buy as many Government bonds at the present low rates as you can afford. If you hold them to maturity, you are bound to make the difference between what they sell at now and their face value. You will also receive good interest on your investment. Hold on to your Liberty Bonds and buy more.—U. S. Treasury Department.

When cities rejoice over their census returns, the farm homes mourn their vacant chairs and weed-grown furrows.—Geo. M. Bailey.

Spring is strong and virtuous,  
Broad-sowing, cheerful, plenteous,  
Quickening underneath the mould  
Grains beyond the price of gold;  
So deep and large her bounties are  
That one broad, long midsummer day  
Shall to the planet over pay  
The ravage of a year of war.

—Emerson.

### LIFE WISDOM

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

—Benjamin Disraeli.

When agriculture flourishes all other pursuits are in full vigor; but when the ground is forced to lie barren other occupations are almost stopped.—Xenophon.

There is always room for a man of force, and he makes room for many. Society is a troop of thinkers, and the best heads among them take the best places. A feeble man can see the farms that are fenced and tilled, the houses that are built. The strong man sees the possible houses and farms. His eye makes estates as fast as the sun breeds clouds.—Emerson.

No nation can be destroyed while it possesses a good home life.—J. G. Holland.

People will not look forward to posterity who never look backward to their ancestors.—Burke.

Agriculture is the most fitting employment for men of honorable birth.

—Xenophon.

An acre in Middlesex is better than a principality in Utopia.—Macaulay.

There are but two ways of paying debt—increase of industry in raising incomes, increase of thrift in laying out.—Carlyle.

He that is not industrious envieth him that is.—Bacon.

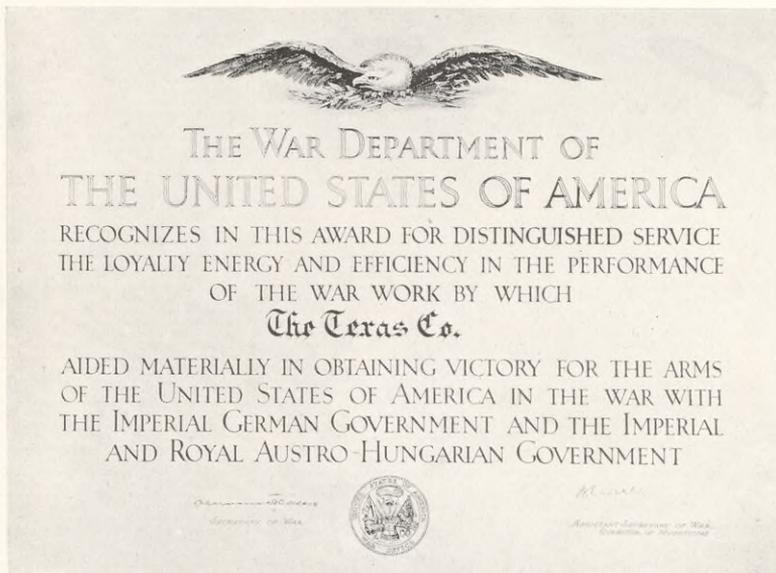
To be thrown upon one's own resources is to be cast into the very lap of fortune.

—Franklin.

There is no action so slight, nor so mean, but it may be done to a great purpose, and ennobled therefore; nor is any purpose so great but that slight actions may help it, and may be so done as to help it much, most especially that chief of all purposes, the pleasing of God.—Ruskin.

What a man applies himself to earnestly he naturally loves.—Epictetus.

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### ANOTHER SERVICE STRIPE FOR THE TEXAS COMPANY

During the war one of the main difficulties that had to be surmounted by our Country, as well as our Allies, was the furnishing of fuel oil and lubricants to ships at the various ports at which they touched. Owing to the dire need of their cargoes, tankers and other marine equipment engaged in the transportation of oil were preyed upon by the U-boats; but, thanks to the efficiency and courage of their masters and crews, the requirements of the fleet were taken care of.

There was also an enormous quantity of fuel oil, gasoline, and lubricating oil that had to be transported over-land to the many training camps and stations in various parts of the country for the countless automobiles, motor trucks, and aero equipment operated by the Army and Navy. This entailed traffic problems of such enormity that they were only overcome through the team work of every employe of The Texas Company in cooperation with the Government.

Needless to say, The Texas Company, as always, did its part to the best of its

ability, and the Government recognizing the loyalty, energy, and efficiency, and to show its appreciation of the spirit manifested, cited The Texas Company for its distinguished service by presenting it with the "Award of Merit."

Upon reading this "Award of Merit" and Major General Burr's letter which accompanied it, one cannot help but feel proud of being connected with the Company which so finely bore its banner "All for Each—Each for All," so well known to every employe.

★ ★

Ridgefield Park, N. J., June 23, 1920.

Editor Texaco Star: I am a stockholder in your Company and thought I would send you an account of an amusing incident that happened to me a short time ago. I own and drive a Taxicab in New York and was driving on 42nd Street car track, and as I passed the Traffic Policeman he yelled at me: "Why don't you get a job on a Trolley car, then you could stay on the track all the time."

I thought if you cared to publish this it might be amusing to Texaco Star readers.

Also, my landlady told me about a little girl that had heard her mother and other women talking about all the ailments children had to go through, fell down stairs and when she landed she said:

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Address reply to  
Director of Purchase, Storage and Traffic  
War Department  
Washington, D. C.

WAR DEPARTMENT  
OFFICE OF THE CHIEF OF STAFF  
PURCHASE, STORAGE & TRAFFIC DIVISION  
WASHINGTON

January 31, 1920

Refer to File

No: 220.5  
From: The Director of Purchase, Storage and Traffic.  
To: The Texas Co., 17 Battery Place, New York, N.Y.  
Subject: Certificate of Merit.

1. In accordance with the recommendation of the Chief of Construction Division a certificate of merit has been sent to you under separate cover.

2. The citation by the Chief of Construction Division is as follows:

"For making prompt deliveries and otherwise cooperating with the Construction Division of the Army".

3. The Chief of Transportation Service also made similar recommendation and citation.

4. It is very gratifying to me to be enabled to transmit this visible recognition of patriotic war service.

*Geo. W. Burr*

Geo. W. Burr,  
Major General, Assistant Chief of Staff,  
Director of Purchase, Storage and Traffic.

"Well thank God this is done and over with."

I thank you very much for sending me the Texaco Star. It is a very interesting publication.

Yours respectfully,  
L. Wooderd.

★ ★

Having printed the foregoing letter from a stockholder, as requested, I give another received two months ago (referring to the April issue) from a gentleman and his wife residing in the State of New York, in order to illustrate how impossible it is for any one to tell what kind of subject-matter or particular items will interest different groups or classes among those who receive our Company journal. As well as I can judge from comments received almost every day for over six years, any section is as likely as any other to interest a reader regardless of position in the organization. In any such enterprise, I believe, it is a consistently maintained general treatment and tone—"the ring of it," as

these stockholders say—that most secures the interest and appreciation that really counts:

Editor *Texaco Star*:—We want to express our appreciation of your magazine. It comes to us as stockholders and we like the ring of it. Especially this month we liked the real Christian sentiment expressed in Mr. Frank Davis's obituary notice, and thought it would do no harm if we told you so.

WATER SHIPMENTS BY THE TEXAS COMPANY FROM  
PORT ARTHUR, TEXAS, MONTH OF JUNE 1920

Refined—Coastwise.....	1,209,165 bbls.
Refined—Foreign.....	87,541 bbls.
	<hr/>
	1,296,706 bbls.
Crude—Foreign.....	4,762 bbls.
Total.....	1,301,468 bbls.

Some items from Port Arthur Works were received too late to be included in Departmental News.

## TEXACO STAR



Iowa State Capitol at Des Moines  
The pavement surrounding the Iowa State Capitol was built in 1917 of Texaco Sheet Asphalt.

### DEMAND BY STATE CAPITOLS FOR QUALITY PAVEMENTS

#### ASPHALT SALES DEPARTMENT

The instinct of pride and the love of beauty which prompted the ancient Babylonians to build majestic temples, which incited the art-famed Greeks and Romans to execute architectural wonders, which resulted in the enchanting shrines of once-glorious Egypt, are not dead, extinct, mere by-gones forever past. This instinct of pride and this love of beauty are innate in men, as individuals and as peoples; they did not die in Asia or in Europe; they are not exclusively Oriental. They have stretched across the waters to the Western Hemisphere, to the peoples of the Occident. We find in America shrines of beauty, monuments of art, marvels of architectural design, just as we find them in the lands of the romantic peoples of old.

What prompted the Romans to build their wondrous public buildings? The same love of beauty and instinct of pride that made our National Capitol in Washington a monument to American achievement. The Romans wanted their Colosseum and their temples to be commensurate with their dignity, to depict the power of their nation, to represent the ideals of art and science of which her citizens boasted. The people of the United States wanted a Capitol of which all would be justly proud, one as simple and as perfect in architecture as the simple and pure government for which we stand, and yet a

monument denoting power to uphold the ideals of our free land.

Beautiful public buildings—capitols, libraries, museums, schools, churches, and the like—are simply means for a people to express their community pride. What citizen visiting Washington, for instance, fails to look with true American pride on the cluster of massive white-marble buildings there; what person in New York for the first time could fail to be impressed by the stately public Library on Fifth Avenue; who on his first trip to Philadelphia is not aesthetically charmed by Fairmont Park? Often in the hustle and bustle of thriving American life these things are not thought of as expressions of art, depictions of achievement, results of community pride. But on contemplation we find they are really that and nothing else.

Religious attention to detail has been a feature of every great wonder of art and architecture—detail in surroundings as well as in the building itself. The famous Palace at Versailles in France is not without its expansive surroundings which excite one's aesthetic senses; the ancient Grecian Parthenon had its impressive entrance of hued marble, respect-inspiring pillars, and walks of granite slabs. So also do we find in this country the splendid surroundings which secretly charm us as we approach our public buildings; wide grass plots and

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Parliament Buildings at Toronto, Canada  
Texaco Asphaltic Concrete pavement laid in 1912.

rows of stately trees, streets and driveways which mean silence under traffic as well as durability. All this attention to detail is necessary; it cannot be dispensed with.

An ash-heap background for the Metropolitan Museum of Art and a street of mud and ruts in front of it would attract more attention than the grass plots of Central Park which are now back of it and the modern asphalt pavement in front of it; but the ash-heap sort of attention would certainly cause the worst kind of comment. It is the same with other famous American buildings,—the surroundings are so much in harmony with the beauty of the buildings that we often fail to realize the great attention to detail which has been exercised in planning these surroundings. How many, for instance, who ride over the beautiful Texaco Sheet Asphalt pavement surround-

ing the impressive State Capitol at Des Moines, Iowa, realize that this pavement is a very important detail in the beauty for which the Capitol Extension Grounds are noted?

But we're not trying to sell Texaco asphalt to the readers of the *Texaco Star*,—only we do want to call your attention to what an important factor Texaco asphalt is in the beautiful surroundings of our public buildings. A few photographs will illustrate this fact to you. Those shown are only examples of the many that might be cited.

"Getting ready for the automobile show?"  
"Yes, I'm negotiating a new mortgage on the home."—*Louisville Courier-Journal*.

If 65 per cent of the American people live in the cities, one thing is certain: The town folks are going to reduce at the waistline.  
—Geo. M. Bailey.



Texaco Asphaltic Concrete pavement surrounding Kansas State Capitol at Topeka  
This Texaco pavement was laid in 1917—photograph taken in 1919.

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.        | D. P. Harrington, Fort Worth |
| Fuel Oil Dept.           | E. B. Joyner, Houston        |
| Railway Sales Dept.      | J. A. Brownell, Houston      |
| Marine Dept.             | { A. L. Jimenez, Port Arthur |
|                          | { H. Norris, New York        |
|                          | { H. Tomföhrde, Houston      |
|                          | { Lee Dawson, Houston        |
|                          | { B. E. Emerson, Houston     |
| Legal Dept.              | { P. A. Masterson, New York  |
| Treasury Dept.           | { Roy B. Wight, New York     |
| Comptroller's Dept.      | { R. C. Galbraith, Houston   |
|                          | { Personal Committee, N. Y.  |
| Insurance Dept.          | { C. E. Murphy, New York     |
| Sales Dept. S. Territory | { J. B. Neilsen, New York    |
| Sales Dept. N. Territory | { J. A. Wall, New York       |
| Asphalt Sales Dept.      | { T. Rankin, Houston         |
| Export Dept.             | { J. M. Fleming, Houston     |
| Purchasing Dept.         | { Otto Hartung, Houston      |
|                          | { A. M. Donoghue, Houston    |
| Railway Traffic Dept.    | { A. R. Weber, Bath, Me.     |
| Producing Dept.          |                              |
| Pipe Lines               |                              |
| The Texas Steamship Co.  |                              |

A baseball league has been formed within the Houston Office. Six departmental teams make up the league, which has the following officers:

- V. R. Currie, President
- C. W. Redman, Vice-President
- E. J. Anderson, Secretary
- G. Worley, Treasurer

The teams now in the league are:

- Pipe Line No. 1
- Pipe Line Accounting
- Sales Department No. 1
- Sales Department No. 2
- Producing
- Refining

The players are asking your moral support. More than anything else, they need your cheers, and they promise you baseball if you'll come to the games.

**REFINING** The New York Office of North-  
**DEPT.** ern Terminals Division was very sorry to hear of the death on May 26, of Mr. J. A. Gough, father of T. E. Gough, formerly Chief Clerk of Providence Terminal, now of this Office. Mr. J. A. Gough was one of the oldest employes of the Pennsylvania R.R., having been in their service for over 40 years. At the time of his death, and for many years preceding, he was Freight Agent at Marcus Hook, Pa. We extend to Mr. T. E. Gough and family our deep sympathy.

**BAYONNE TERMINAL**—Our Terminal has been exceedingly fortunate, inasmuch as for the last two years we have had a "Beach" of our own. This privilege we are soon to be deprived of, as a member of the City Water Department has acquired our "Beach" and is soon to take it from us—the big event to occur on June 24.

Although we should have expected a catastrophe of this description in the natural course of events, we are, nevertheless, cast down at our impending loss. We suppress our sobs long enough to wish them both a happy and prosperous future.

Storekeeper Sheeran and his crew have moved to the new Storehouse Building, and "Artie" MacGrandle has been transferred to the Storehouse to look after stenographic work. In addition to Artie's regular duties, we learn that he has recently acquired a new job—walking the floor at night with "Artie Junior." Daddy Artie tells us he is some boy and worth staying up nights to entertain.

**DELAWARE RIVER TERMINAL**.—Joseph E. Wyatt, Jr., Operating Cost Clerk, and Miss Lila F. Saxon were married on June 23, 1920, in the Third Presbyterian Church.

Roy S. Green, Timekeeper, and Miss Marie E. Fulton were married on July 3, 1920, in the Grove M. E. Church, West Grove, Chester County, Pa.

Dan Cupid is still working among the Office force at D. R. T. This time our freight bill clerk, Miss Bess R. Swanger, announces her engagement to Mr. W. I. Gilpin of Upland, Pa.

**PROVIDENCE TERMINAL**.—Mr. Owen Sweeney, tank inspector at Providence Terminal, celebrated his Golden Wedding on June 20. We extend congratulations.

We extend our sympathy to A. C. Doerner for the death of his mother which occurred on June 12.

On May 28, the employes of the traffic department assembled in front of the Car Repair Shop to express their good feelings toward Inspector J. J. Schermerhorn, who was to leave to take up duties in the same capacity at Bayonne. J. J. Gunn was delegated to say a few words and present a token of appreciation. He stated that they regretted Mr. Schermerhorn's leaving, but realized what a boon it would be to him to be located at home. The token was a Smokers Home Set (6 pieces of cut glass with silver mountings) and a genuine briar pipe. Mr. Gunn stated that it was the wish of the boys that he would enjoy many restful hours with it and have it as a continual reminder of his sojourn at Providence. With the gift went their thanks for his fairness and manly dealings with them all, and it was their wish that he should enjoy good health, good luck, and advancement with the Company. Mr. Schermerhorn's remarks were full of feeling and surprise, and his thanks were many. He shook the hand of each man individually and thanked him. He said he was possessed with a feeling never before felt by him when leaving a shop or fellow workmen, and that Providence would surely linger in his memory. His closing wish was that the men would show the same hearty cooperation to his successor, J. D. Savage, who comes from Charleston, S. C.

## TEXACO STAR

**NORFOLK TERMINAL.**—This Terminal has a pretty setting in its rose garden at the rear of Main Office Building. The bushes are very prolific in blossoms this year, there being many varieties from snow white to crimson red. There are also some honeysuckle vines and the fragrance of the flowers at times reaches the docks. This only lasts, however, until the fertilizer plants around us start scorching hides and melting hoofs. It's an ill wind that blows no good, which may somewhat account for the fertility of our rose garden.

Captain Shelton of Tank Boat *Texaco 145* is to be congratulated on the trim spick-and-span appearance of his vessel, which is easily the best looking craft of its kind in our harbor and at all times a credit to the Company whose flag it flies. The crew of the "145" seem to have a genuine interest and are always touching up and keeping things ship-shape.

When they called up Ray Ford the other day and told him he was "Uncle Ray" his first question was, "A stenographer or a ball player?" Mr. Ford is President of the Athletic Association and was mighty glad to hear that it was a Christy Matthewson.

Sigurd L. Jensen, Jr. was born on June 6, and is expected to follow in the footsteps of his father when he is large enough to become a foreman. He has a brother and a sister a few years older.

William J. Daily of the Coopershop was presented with a daughter when he went home from work Saturday evening, June 5, and the boys all congratulated Father Bill on Monday morning when he arrived at the shop all wreathed in smiles.

Master Len Whitson, Jr. arrived Sunday morning, May 30. He weighed 94 lbs. and, after looking things over, he inquired about the fox hunting around here. We will welcome little Len as soon as his mother thinks she can spare him.

**RAILWAY SALES DEPT.** Vice President G. L. Noble attended the Republican Convention at Chicago as alternate, and we feel safe in saying that the selection of Senator Harding as the nominee is satisfactory to "G. L." During the Senator's visit to Houston a few months ago he was the guest of Mr. and Mrs. Noble at dinner. "G. L." took a rest at his sister's in Indiana after the convention, going from there to Ithaca in the latter part of June for George Jr.'s graduation at Cornell, and after attending the Products Committee meeting in New York returned to Houston.

At the Atlantic City convention of railroad mechanical and purchasing officers everybody had a good time. The Texaco pass word was "*Howdy*." Messrs. Greenwood, Flynn, and Ryan represented Texaco, Walter Greenwood being on the entertainment committee.

Three cheers for Ed Singleton—and congratulations to both:

Mr. and Mrs. Francis J. Karling announce the marriage of their daughter Ethel Pearl

to Mr. Edward J. M. Singleton

on Wednesday, the sixteenth of June, nineteen hundred and twenty, Lynbrook, Long Island

It gives us great pleasure to announce a new member of the Railway Sales Department in the person of a 7½-lb. boy born to Mr. and Mrs. E. R. Burger, Chicago District. A cordial welcome to the young man and congratulations to the parents.

A recent letter from L. M. Jacobs contains the welcome news that Jake has passed the crest of the hill and is rapidly getting back his health and spirit.

F. E. Sheehan is rapidly extending the use of Texaco Products among the railroads entering St. Louis and showing the purchasing agents "There is a Texaco Product for Every Purpose."

**MARINE DEPT.**

R. C. Butler, formerly Assistant General Superintendent of the Marine Department, has resigned and is now Vice President and General Manager of the Columbus Shipping Company, of New York City. During the many years that Mr. Butler was identified with us he made a large number of friends, and none are more sorry to see him go than those who have had most dealings with him. Our best wishes go with him.

Gilbert Patterson formerly of The Texas Company of Mexico, at Tampico, is now Marine Department Agent of The Texas Company at Norfolk, Va. *vice* R. McD. Moser resigned.

**HOUSTON DISTRICT—SALES DEPT. S. TERRITORY** During May and June Auditors Wilson and Davis audited this Office, and, as usual, Houston District broke all previous records on verification of accounts. When the audit was closed the percentage verified was 99.52, which is, we believe, the high record for any District.

The entire field force is entitled to high commendation for the excellent work which brought about the percentage. Superintendent S. E. Monroe and Creditman W. C. Samuels were untiring in their efforts to see that all disputes were adjusted and all accounts verified or paid, and the fact that there were only 18 accounts left out of 3,732 shows that a persistent effort was put forth to accomplish the end desired.

The following stations made 100 per cent:

Alice	Georgetown	Palacios
Alvin	Giddings	Pearsall
Asherton	Gonzales	Pleasanton
Bay City	Harrisburg	Port Lavaca
Beeville	Harlingen	Poteet
Beaumont	Humble	Robstown
Brenham	Karnes City	Rockport
Brownsville	Kenedy	Rosenberg
Bryan	Kerrville	Runge
Calvert	Kingsville	Sabinal
Cameron	Kirbyville	San Benito

# TEXACO STAR



Texaco Special Train of Lubricating Oils

Carrizo Springs	La Grange	San Juan
Charlotte	Livingston	San Marcos
Cleveland	Llano	Seadrift
Comroe	Lockhart	Seguin
Corpus Christi	Louise	Shiner
Crystal City	Maria	Sour Lake
Cuero	McAllen	Taylor
Dayton	Mercedes	Uvalde
Eagle Lake	Mission	Victoria
El Campo	Morgans Point	Weimar
Fallurrias	Moulton	Wharton
Floresville	Navasota	Woodville
Fredericksburg	New Braunfels	Yoakum
Ganado	Nixon	Yorktown
Garwood	Orange	

Austin, Del Rio, Galveston, Laredo and Menard were really entitled to 100% although they had collectively 7 accounts left. All or these were either government accounts or accounts against firms whose home office was located in a far distant town, and it was not the fault of the Agents that the accounts were not ver fied.

Houston District has set a high mark. It is now up to the other District Offices to see how close they can come to it. Of course, we do not expect any other District Office to beat this record.

M. M. Beeler, Equipment Clerk, and Miss Carrie Fox were married at Willis, Texas, on June 27. Congratulations.

George D. Mackey, stenographer to Ass't Chief Clerk, and Miss Clive Hinton were married at Opelousas, La., on June 9. Congratulations.

Marine Salesman G. W. Horton sold at the Port of Galveston in the month of June—in a most difficult time on account of the strike of long-shoremen—217 wood barrels of engine and lubricating oil and other products to make a total of 13,920 gallons—also 540 lbs. of grease and Crater Compound.

J. H. Glass has been transferred from Agent at San Antonio to Ass't Chief Clerk in District Office, and C. C. Cox from Shipping Clerk at San Antonio to Acting Agent

DALLAS DISTRICT.—Assistant Manager W. H. Noble was with us June 16-17. Superintendent McNemer during the week June 14-19 held Agents Meetings at different points in the District.

### Stations Showing 100% Collection For May

Anson	Hamilton	Seymour
Baird	Hamlin	Snyder
Ballinger	Henrietta	Stamford
Big Spring	Hereford	Sterling City
Brady	Honey Grove	Tahoka
Canadian	Hubbard	Terrell
Clarendon	Jacksonville	Texarkana
Coleman	Lampasas	Texoma
Colorado	Lone Oak	Troup
Comanche	McKinney	Tyler
Corsicana	Minera Wells	Vernon
Denison	Paris	Waco
Eastland	Pecos	Waxahachie
Ennis	Plainview	Wellington
Forney	Post	Wills Point
Gainesville	Quannah	Wimer
Goldthwaite	San Saba	Winters

### Stations Showing 100% Efficiency In Unloading Tank Cars During May

Rebilling empty cars back to Refinery the same day shipments were spotted on T. T. Co. tracks.

Albany	Ennis	Munday
Baird	Gainesville	Palentine
Ballinger	Hereford	Stamford
Big Spring	Honey Grove	Texoma
Bonham	Lampasas	Texline
Center	Lubbock	Weatherford
Crockett	Troup	

### VACATION DOPE

A pall of gloom  
Enshrouds the room  
The vacant chair  
Bears crepe to spare—  
I know, because I  
Put it there.

"Oh you bird on the bust  
of Pallas;  
When do *me steno* return  
to Dallas."  
Oooh the Raven  
With fetlocks shaven:  
"Ten Days More!!!"



Ditching machine laying 8-inch main from Amarillo to the largest gas well in America—It uses Texaco Products exclusively. Standing, left to right: Tank Wagon Driver C. P. Lackey, Mexican laborer, R. Mack, T. Reardon, Salesman A. G. Reavis, Agent W. P. Wiggins, D. Driscoll, Assistant Manager for the Gas Company.

## TEXACO STAR



Port Arthur Works, June 15, 1920—Twenty-two box cars, nine tank cars

OKLAHOMA DISTRICT.—On June 15, 1920, at 3:30 p. m., the Texaco Special Train of Lubricating Oils moved from our Refinery at Port Arthur, Texas, right on time. The train contained 9 tank cars and 22 box cars of Texaco Lubricating Oils, amounting to over 152,000 gallons of high grade lubricants.

This train was the result of three weeks solicitation on the part of the boys in Oklahoma District, and every car moved direct from the Refinery to customers in the Oklahoma District.

We believe that for sales solicitation this is a record for The Texas Company, or for any other Oil Company that we know anything about. We take pleasure in presenting the names of the Trainload Lube Members of the Oklahoma District:

R. T. Herndon, S'n, Tulsa, Okla.	2 tank cars
F. A. Affleck, Gen. Ass't., Okla. City	2 tank cars
J. N. Prewitt, Lub. Ass't., Okla. City	1 tank car
H. H. Wood, Agt. Tulsa, Okla.	2 tank cars
R. G. Johnson, S'n, Tulsa, Okla.	1 tank car
E. L. Dryden, S'n, Enid, Okla.	1 tank car
H. H. Wood, Agt. Tulsa, Okla.	1 box car
R. G. Johnson, S'n, Tulsa, Okla.	3 box cars
E. L. Dryden, S'n, Enid, Okla.	3 box cars
C. A. Allen, S'n, Hobart, Okla.	3 box cars
C. L. Thomas, Agt. Enid, Okla.	3 box cars
R. G. Johnson, S'n, Tulsa, Okla.	5 box cars
R. M. Hale, Agt. Pine Bluff, Ark.	1 box car
E. L. Brown, Tr. Driver, Blackwell	1 box car
C. A. Krebs, Agt. Okla. City	1 box car
R. J. Crane, S'n, Okla. City	3 box cars
E. L. Dryden, S'n, Enid, Okla.	1 box car
D. L. Southwick, Agt. Cherokee, Ok.	1 box car
H. F. Faerber, Chf. Clk., Okla. City	1 box car
K. A. Smith, Agt. Hot Springs, Ark.	1 box car
J. W. Hinch, Agt. Durant, Okla.	1 box car

A panorama photograph of the Train has been sent to each customer who had a car in the Train, and to each salesman who was instrumental in making the trainload possible.

The Oklahoma District wishes to express its appreciation through the *Texaco Star* to the Refining and Railway Traffic Departments for the splendid and capable manner in which the entire train was handled. Our thanks are also due R. C. Galbraith and W. E. O'Neill for their very kind assistance.



A "stunt" to stimulate sales

At the big picnic held at Guthrie, Okla., on June 26 by the District Office employees there was a five-gallon freezer of ice cream more than was needed. The boys loaded it into a truck, rushed it to the filling station and spread the news all over town that to every one who said the word "Texaco" an ice cream cone would be given. In a few minutes over 350 cones were distributed. This attracted a great deal of attention and we secured a good advertisement.



A recent fire destroyed the plant of the Lindner Oil Company at Tulsa, Okla.

It was directly across the street from The Texas Company Station. Agent Wood of Tulsa says he remained up all night in order to get this picture, and particularly calls attention to the falling wall of the ruins.

## TEXACO STAR

DENVER DISTRICT.—Through strange mischance no mention was made at the proper time in the *Texaco Star* of the death, on March 8, 1920, of Miss Martha Thompson, Agent in charge of Filling Station No. 1 in El Paso, Texas. The accompanying photograph and article should have been sent for the April issue; but through that strange fatality which sometimes follows the best-laid plans, the photograph was not available in time for the June issue. Miss Thompson was very highly regarded as a most loyal and efficient employe during her entire term with our Company and we regret an unfortunate delay in transmitting this item:



Miss Martha Thompson

The death of Miss Martha Thompson on March 8, 1920, leaves a vacancy in the ranks of our El Paso force which is keenly felt by all who knew her.

Since January 1, 1917, Miss Thompson has handled the duties of Clerk and Cashier at El Paso Filling Station No. 1 until January 16, 1920, when she was promoted to Agent in charge of this busy service point.

Her most agreeable personality, coupled with marked interest in the Company's welfare, and unusual energy and activity in handling her duties, won for her the promotion mentioned and also the sincere regard and

esteem not only of all her fellow employes but of our entire clientele who patronize El Paso Filling Station No. 1.

During her long term of service it is remarkable that a few hours would cover her entire absences from duty in the Filling Station. Very naturally her customers grew into personal friends who regret her untimely passing as deeply as do all her co-workers.

ATLANTA DISTRICT.—Speaking of records we believe that our figures for Cash Receipts during May stand the largest in the history of the Company. We are not sure they eclipse Northern Territory records, but are quite positive that there has never been anything like them before in the Southern Territory. And the "whole outfit" over here is confident of passing these figures in June.

"Col." R. J. Swain in the District Office has been quite ill for several weeks, but is now getting along very well.

Miss Louise Steiner recently fell down a flight of stairs in the District Office. Fortunately she was not seriously injured, but sustained painful bruises, and sprained her wrist.

Agent L. O. Daniel, at Arcadia, Florida, expects to "commit matrimony" during June.

And still another about to be married. The engagement of Miss Margaret Merriam Morrow of West Point, Ga., to Assistant Agent C. A. McMurray of Augusta, Ga., has been announced.

B. E. Robertson has been transferred from Agent at Macon, Ga., to Agent at Mobile, Ala., *viz* H. W. Patterson now Special Salesman working the Gulf Ports. Mr. Robertson's place at Macon has been taken by former Salesman C. M. McMullen of Anderson, S. C.

At the time of writing this (June 15) we have had real summer weather for ten days, and it looks as if it would continue for a while. But, as Salesman "504" Levy in Birmingham says, "Our customers feel disposed to buy more in sunshiny weather", and we ought to hang up a lubricating record this month. Incidentally, Southern League baseball "champs" are at home now, so the sunshine helps out a little.

NEW YORK DISTRICT  
SALES DEPT. —The fuel oil delivery  
N. TERRITORY made by the truck shown in the picture is the first delivery of fuel oil in New York City for use in burning under boilers in large office buildings.

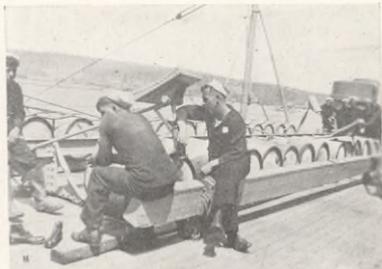
The tank and truck here shown were specially constructed after designs furnished by our Equipment and Construction Division. The tank is equipped with pumping apparatus which discharges its 1,800 gallons of 14 to 16 gravity oil in four minutes.

In winter the oil is heated to from 60° to 80° F. at our Long Island City Station before being loaded into the truck and it retains sufficient heat during the trip from Long Island City to the Singer Building (Broadway and Liberty Street), so that it is fluid enough to be readily pumped from the tank and no heating apparatus is carried on the truck.

# TEXACO STAR



Delivery of fuel oil to Singer Building, New York City  
Copyright by Underwood & Underwood, New York.



A load of Texaco Gas

This picture was snapped on the deck of U. S. Drednaught "Nevada" on the recent visit of the Atlantic Fleet to New York City.



B. H. Griffin

To his many Texaco friends and his host of friends not directly connected with the Company, and socially, the news of the sudden death of Salesman B. H. Griffin came as a stunning shock.

"Bart," as he was affectionately called, was the ideal type of salesman and friend. Big, genial, and accommodating, he was never too busy to go out of his way to do a good turn for anyone—often unsolicited. He held the respect, confidence, and good will of all his customers and fellow employees. The New York District surely sustained a loss when he passed out. He died instantaneously at Broadway and 48th Street, on June 5, from heart disease.

He was very active in fraternal circles in Brooklyn, serving three terms as Grand Knight of the Knights of Columbus and later as District Deputy.

He is survived by his widow, Mrs. Lillian Griffin, and five children, to whom the sincere sympathy of his associates is extended in their bereavement.

## COLLECTION EFFICIENCY—MAY 1920

HONOR MEN (47)—Earning 90% or Better

100% Means Everything on "A" List April 30 Collected in May

Albany Territory			
F. T. Spencer	Agt.	Cobleskill	100 %
C. W. Henry	Agt.	Herkimer	100 %
F. J. Gohl	Agt.	Hudson	100 %
F. J. Cunningham	Agt.	Ordnburg	100 %
S. E. Montgomery	Agt.	Redwood	100 %
W. C. Baker (Acting)	Agt.	Saratoga	100 %
A. E. Guffin	Agt.	Amsterdam	99 %
W. F. Bibson	Agt.	Waterveliet	96.7 %
A. B. McCabe	Agt.	Ticonderoga	96.5 %
J. H. Allen	S'n	Albany	100 %
G. R. Penchard	S'n	Albany	97.3 %
P. H. Noonan	S'n	Albany	95.2 %
Newburgh Territory			
B. J. Schwalbach	Agt.	Kingston	100 %
H. P. Decker	Agt.	Newburgh	100 %
W. W. Bauer	Agt.	Port Jervis	100 %
G. W. Pitts	Agt.	Middletown	95.1 %
F. Peck	Agt.	Monsey	90.5 %
V. T. J. Knapp	S'n	Middletown	100 %
W. G. Marsden	S'n	Newburgh	100 %
Metropolitan Territory			
S. A. Alston	S'n	New York City	98.2 %
B. H. Griffin	S'n	New York City	95.6 %
C. E. Trainor	S'n	New York City	91.6 %
T. J. Farrell	S'n	New York City	94.2 %
F. K. Woodruff	S'n	New York City	92.5 %
District Office			
A. Vanderveer	S'n	New York City	100 %
W. E. Mahon	S'n	New York City	90.6 %
Long Island Territory			
J. D. Brown	Agt.	Babylon	93.4 %
A. J. Carver	Agt.	Huntington	99.4 %
E. C. Hassman	Agt.	Mineola	90.3 %
F. J. Silkworth	Agt.	Port Jefferson	94.8 %
G. A. Jackson	Agt.	Riverhead	97.1 %
F. C. Mott	Agt.	Sag Harbor	100 %
New Rochelle Territory			
H. B. Hudson	Agt.	New Rochelle	100 %
W. R. Walker	Agt.	Peekskill	100 %
T. J. Block	Agt.	White Plains	91.7 %
Stamford Territory			
W. Regemier	Agt.	Stamford	94.8 %
F. E. Bell	S'n	White Plains	92.6 %
W. E. Wesson	S'n	New Haven	91.5 %
Newark Territory			
C. F. Burney	Agt.	Bradley Beach	100 %
F. E. Warren	Agt.	Passaic-Clifton	100 %
L. K. White	Agt.	Red Bank	100 %
B. P. Dimler	Agt.	Perth Amboy	98.9 %
H. Waller	Agt.	Morristown	96.1 %
P. C. Murray	Agt.	Bayonne	92.2 %
A. Schneider	Agt.	Port Richmond	90.5 %
G. V. A. Conger	S'n	Newark	100 %
H. B. Gould	S'n	Red Bank	100 %

The most valuable "system" is a good nervous system.—*The Republic Radio.*

## TEXACO STAR



The Wilson Dam, Florence, Ala.—Photo by G. W. Landrum

The writer recently had the opportunity to visit the scene of erection of the Wilson Dam which is being built across the Tennessee River at Florence, Alabama. Upon completion it will be the largest dam in the world—over 4800 feet long, and 96 feet high. A 25 foot road-way passes across the top about 20 feet above the high water mark.

During the war the United States Government erected a three million dollar plant near Florence to manufacture nitrate for use in munition work. A steam plant generating 100,000 h.p. was constructed to furnish the necessary electric power to operate this plant. Following the termination of the war the entire plant which employed about 4500 men was closed down.

In order that some return might be realized on the initial investment in this plant the Wadsworth-Kahn Bill was introduced in Congress, proposing the conversion of the plant for the manufacture of nitrate to be used in fertilizers for agricultural purposes.

About a year ago, after the circulation of considerable propaganda, construction on the Wilson Dam was started. At the present time between four and five thousand men are employed, working on three shifts a day. It is expected to complete the dam in about two years, when it will form a lake seventeen miles long. A power house equipped with turbo-generators will produce approximately 230,000 h.p. If the Wadsworth-Kahn Bill is passed 100,000 h.p. will be utilized by the Nitrate Plant, while the remainder will be available for other purposes.

The dam will not only supply a large amount of electric power but will at the same time render the Tennessee River navigable by vessels of deep draft. At the present time the river is quite shallow in places and this necessitates the use of stern paddle wheel boats. The Wilson Dam will be equipped with two locks, and it is proposed to build another smaller dam about a mile below the present site, this dam to be equipped with one lock and to be built for navigation purposes only. It is further proposed to construct another dam at the head of the flood-water in order that ships may travel all the way up the river to Chattanooga.

At the present time about ten locomotives and four large dredges are being employed in the ground work. This equipment is lubricated almost exclusively with Texaco Oils and Greases. Texaco Asphalt will be used in all expansion joints.

—J. Van Santvoord, Sales Dept. N. T., Lub. Div.



View looking north—Photo by G. W. Landrum  
Showing coffer dam work on south side.

No doubt all of the territories have undergone a severe strain in making deliveries, caused by the railroad strike, and the following report is interesting on ac-

count of the efficient manner in which the New Jersey Territory handled the situation:

From April 13, deliveries were made to Refined Stations by trucks, and it was not until May 3 that the first tank car was received at any station. During that time Bradley Beach and Red Bank hauled gasoline from Perth Amboy, a distance of 30 miles; Elizabeth, Morristown, and Passaic-Clifton hauled gasoline from Newark, 20 miles. Morristown, using its own truck, was hauling continuously. These trucks operated Sundays and often at night. Elizabeth Station, both agent and driver, hauled for the first three weeks their entire supply. Passaic-Clifton was served by night deliveries from Newark, the agent working by day and the clerk at night.

Lubricating deliveries for all stations were taken care of by Newark.

Bayonne Station started deliveries at 3 a. m. and continued to 1 a. m. the following morning, daily.

The entire situation was cared for by our own force; afterwards two chauffeurs were added.

We are very glad to report that not one of our customers was without product during the entire period.

## TEXACO STAR

The outstanding feature of the Newark, N. J. Territory meeting on May 21, was a discussion between James Maclachlan, taking the part of a purchasing agent for a large manufacturing concern, and W. F. Osler, Jr., representing a salesman for The Texas Company.

Mr. Maclachlan had some pretty strong objections to the increase of oil prices in general and Mr. Osler had very good arguments why Mr. Maclachlan should buy Texaco Products. The discussion was presided over (and much enjoyed) by Ass't Representative I. M. Williamson.

After this demonstration Mr. Keys spoke on the subject of steam lubrication in detail and gave a large amount of information as to the different angles this type of lubrication can be approached from. Every man present received a new thought, if not an entirely new conception of this subject.

Representative Williamson then took up the

routine work of the territory. Statistics which he read to the salesmen gave every man a clear idea of his standing and the general standing of the District. Mr. Williamson also mentioned such subjects as the new arrangement in the Marine Department, the attaching of letters to salesman's sheets, contracts, deliveries, new business, collections.

This was the first meeting to be held in the new office in the Commerce Building. It was a pleasure to all of us to see our champion and arbiter to the "Boss," H. J. Axt, with his desk located in more airy quarters.

We are all wondering who will win the "Knox Hat" that Representative L. V. Hoagland was heard to say would be presented by him to the Metropolitan Salesman selling the greatest number of Easy Four Cans. Get busy, boys, "Louie," never goes back on his word. How about that dinner, Louis? Do we eat?

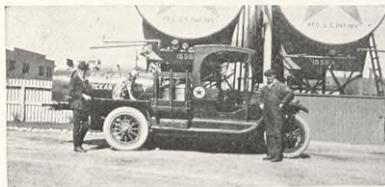


Albany, N. Y. Station—March 24, 1920

Chauffeur Earl Simmons was three days going to Nassau, N. Y., and back.



Albany, N. Y. Station—Chauffeur Geo. Roth



Albany Station—Chauffeur Jim Crowder, Clerk Ed Conroy  
Swennes' prize-winning dog Duke on guard.



Texaco Baseball Club of Oklahoma City

We believe this team will win the championship of the Whitehall League, from the fine team work shown during the several games played so far and the general makeup of the men. The picture was snapped by Vice-President W. N. Capen after the second game, which we won 17 to 1. If any other District is represented by a team which they think can stand up against the New York team, we would be delighted to hear from them.

Left to right, standing: Plesa, manager; Bouhan, ss; Sennett, utility; Eberhardt, cf; Brennan, 2b; Hunt, 1b. Front row: Gaffney, c; Waldis, p; McLoughlin, rf; Brown, cf; Maresca, lf; McNair (capt.), 3b.

**BOSTON DISTRICT.**—Superintendent G. L. Clifton will leave July 1 to take up the duties of superintendent of the new Pittsburgh District. We heartily regret his departure, but are pleased to see that the powers that be have such confidence in him as to give him charge of the opening of a new district. It will not be misplaced and within a short time we shall be hearing of Pittsburgh District as ranking among the leaders. It is rather unfortunate for us who have worked with Mr. Clifton since he took up the reins of Boston District to have him taken away from us in so short a time, for our district has made great strides under his direction. We can only regret the necessity of saying goodbye, and can wish him nothing better than to continue his success in this district.

We are pleased to learn that an old

# TEXACO STAR

friend of ours, T. W. Hopkins, is to come from St. Louis to be our superintendent. We wish him the greatest success and extend to him our loyal cooperation.

Station Auditor J. A. Lewis was quietly launched on the sea of matrimony on June 16 with Miss Gertrude M. Lane at the helm. We may say, he did not slip away as quietly as his brother Auditor O'Hara. We wish Mr. and Mrs. Lewis the greatest success and happiness in their new life.

## COLLECTIONS—HONOR MEN—90% OR BETTER

100% means every item of Agents or Salesman's A List on April 30 was collected in full during May:

J. R. Turner	Agt.	Greenfield	100 %
A. Bourque	Agt.	Riverpoint	100 %
J. W. Riley	Agt.	Fall River	98 7/8 %
N. A. E. Boudreau	Agt.	Hurlington	97 6/8 %
H. F. Snow	Agt.	Swampscott	97 0/8 %
W. S. O'Brien	Agt.	Milford	96 7/8 %
F. J. B. Vincent	Agt.	Lebanon	94 8/8 %
M. W. Sewall	Agt.	Bath	94 0/8 %
F. P. Callahan	Agt.	Norwich	94 0/8 %
A. Gaulin	Agt.	Woonsocket	93 2/8 %
J. L. Rolley	Agt.	Lawrence	93 2/8 %
F. L. Wright	Agt.	New London	93 1/8 %
C. S. Carpenter	Agt.	Portsmouth	93 0/8 %
T. F. Hegarty	Agt.	Leviston	90 5/8 %
H. F. Bessoni, Jr.	Agt.	Attleboro	90 3/8 %
A. P. Johnson	Agt.	Hyde Park	90 0/8 %
G. W. Gilman	Agt.	Pittsfield	90 0/8 %
D. F. Hayden, Jr.	Agt.	Springfield	90 0/8 %

Our Baseball Team has suffered its first defeat of the season. This was due to the loss of Pitcher Thormahlen, who had attracted the attention of baseball scouts in these parts and left the employ of the Company to make a name for himself in the baseball world. He accepted an offer from the Sherbrooke Team of the Canadian League. We know he will be a huge success.

Since Thormahlen's departure we have played games:

May 27.—Lever Brothers Company team defeated us after ten innings, 5 to 4. We had an opportunity to look over our new pitcher, Red Cadigan, who, we hope, will make a worthy successor to Thormahlen.

May 29.—Defeated by Plymouth Rubber Company team, 4 to 1.

May 31.—At M Street Playgrounds, our home grounds, before 2,000 audience, we defeated the snappy Stoneham K. of C. team, 7 to 5. The pitching of Berry, our other twirler, Mike McCarthy, and Hayes featured this lively contest.

June 3.—Lost to Filene & Sons in whirlwind game, 1 to 0.

June 10.—Defeated McEwain Shoe Company team, 11 to 6.

June 12.—Traveled to Taunton to play Whittenton Manufacturing Company, one of the fastest semi-pro. teams in this State who had not met defeat before. Berry pitched air-tight ball with assistance of our impenetrable infield, and we won 3 to 2. Agent Power of Taunton Station writes: "Attached account of game here June 12 is from *Taunton Daily Gazette*. Glad to tell you that all baseball fans in this city are praising Texaco Team for good showing made, as Whittenton Mfg. Company have been undefeated until arrival of your team and they are still wondering how they were defeated. I am advised by Mgr. Cote that Texaco plays a return game here June 26. The ball grounds won't be large enough to hold the crowd, so have the team in good shape and hard cut another defeat. I am using the Power and Pep of ball team to good advantage in soliciting new business down here."

June 13.—In Sunday game at Woonsocket, R. I. defeated Woonsocket K. of C. 4 to 3—their first defeat this season.

June 19.—Were defeated by Wcburn Town team, 1 to 0—one of the best games, neither scoring until 9th inning.

June 26.—Shall play return game with Whittenton at Taunton and we predict it will be the fastest game hereabouts for some time.

Readers of the *Star* may note that we will give any other District an opportunity to show that we are "there" in more ways than Heinz has pickles. Who will be the first victim?

**Taxations.**—Readers of the *Star* seeking information concerning gasoline might ask Agent Coyne of Boston Station where gasoline burns the most.

George Beaton informs us he is managing the champion strawberry-short-cake center of this District and is willing to back Agent Carpenter of Portsmouth Station against all comers to the limit.

We did not learn until recently that one of the rules of the base ball league prohibited the wearing of sneakers during

a game. Newkie has just found out that sandals are the proper thing to wear.

You have got to admit that able assistants are very rare. If you ask McKeen he will tell you that they are as rare as "jewels".

Who was it that said "Red" foxes were the most sly of animals? Station Auditor J. A. Lewis might give further elucidation.

**PHILADELPHIA DISTRICT.**—Remarkable increase of Cash Sales and Collections for the month of May,—but we still want each one to keep an eye on the A List and eliminate all XX and "XXX" accounts. Let our collection report split 50-50—100% men and the other half not less than 90%—nothing less. It's necessary for a greater Philadelphia District.

## HONOR ROLL FOR MONTH OF MAY—100%

C. W. Birch	Agent	Easton, Md.
S. Blasenfein	Salesman	Phлада, Pa.
J. W. Boyle	Agent	Freeland, Pa.
I. J. Crook	Agent	Cambridge, Md.
D. F. Dunfile	Agent	Chambersburg, Pa.
E. W. Kimber	Agent	Bridgeton, N. J.
I. W. McGuire	Agent	Pittsburgh, Pa.
W. C. Mariner	Agent	Pocomoke, Md.
H. F. Moore	Agent	Crisfield, Md.
Wm. Prosser	Salesman	Wheeling, W. Va.
C. S. Wampler	Agent	Perkasie, Pa.

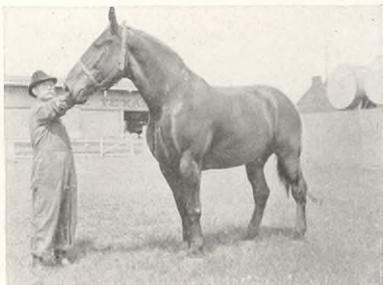
Agent Dunkle at Chambersburg, Pa., has been a 100% collection man since the opening of his Station in October 1919. Can't we give him competition?



Salesman Donald E. Woodbridge

Salesman Cox, of Norfolk, who has heretofore been the top-notch in the Regal Contest, had his laurels wrested from him during April by Salesman Donald E. Woodbridge of Philadelphia District. We trust Mr. Woodbridge will not be offended at our placing him in the limelight—but "Honor to him who leads." In the last issue of the "Star" we notified all districts that we were going to put Philadelphia District on top, and—well, this is but a beginning. Mr. Woodbridge caught the spirit of our slogan and explained that we could bank on him to displace Norfolk in the Regal Contest and when he had attained this he would direct endeavors to other features.

## TEXACO STAR



Agent J. W. Middleton, Alexandria, Va.

We suspicion he is getting this "hoss" in training to do a mile in two minutes—J. W. can do all we give him credit for, but we hope he loans this horse to Salesman N. C. Weir to go after the outstanding accounts in Virginia territory.



In front of the Capitol, Washington, D. C.

Ass't Sup't E. Nielsen, who recently made a trip through western stations in our District, reports that everything looks big for business and that limits for expansion at Wheeling, Pittsburg, Youngstown, and Cleveland will be controlled only by our storage capacity and ability of the railroads to handle shipments promptly.

The monthly meeting of Agents and Salesmen of Hagerstown, Md. Territory was held at the Hagerstown Office on June 4. Representative Poole, after taking up various matters with the Agents pertaining to the operation of their Stations, gave a general sales talk laying particular stress on the Two Quart Easy Pour Can. We expect to have something of interest to report on the sale of this item in the next issue.



Camden, N. J. Station

The employees of the Camden N. J. Station recently had a supper and theatre party for the purpose of creating a greater spirit of cooperation. The supper at the Ridgway House was presided over by Salesman Bunting. Ass't Sup't Nielsen gave a short talk on conditions of the trade today, and Agent Byrne a brief address on the obligations of one employe to the other. Salesman Barefoot rendered his famous solo, "I'm So Busy." The theatre party at the Garrick Theatre, Philadelphia, enjoyed "Mary"—the hit of the season. By a coincidence one of the numbers dealt with the drilling of an oil well. The setting was a derrick and its crew—the wildcatter singing a song, "Deeper, Down Deeper"—and this scene was very realistic. None had a better time than Warehouseman Morgan who was so beguiled by the girls of the chorus that he forgot all about his wife and eleven children, but he didn't forget to put his feet on the balcony rail—like he did in the "Operry" House down home.

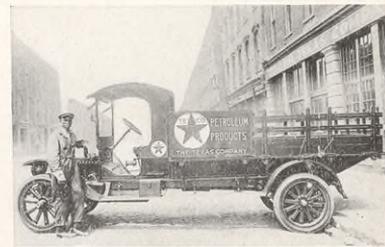


Bulk Lubricating Truck, Chauffer Carr, Camden, N. J. This equipment had over 100% efficiency for May.

M. J. Roberts has been appointed Supervisor of Resale Sales in Philadelphia City proper, and we look for great developments on refined and motor oil sales. He will have J. M. Lynch as his assistant. Watch this department grow. Salesman James has been doing good work on Axle Grease and Texwax. This proves that we have other items to sell as well as Motor Oil, and it behooves the rest of us to follow his example.

W. L. Heinz, recently Lubrication Engineer at Youngstown, Ohio, has been made Agent at Youngstown, in charge of the entire solicitation, station operation, etc. in Youngstown Territory. Mr. Heinz will have as Assistant Agent W. J. Snyder formerly Ass't Ag't at Pittsburg. This combination is going to make Youngstown bigger and better than ever, as the result of team work by two of the best of the "57 Varieties".

T. G. C. McKibbin credit is due for the admirable condition into which he has put our Cleveland Warehouse. The warehouse is suited to take care of a large business in Cleveland Territory, but we look to Mr. McKibbin to work over-time the facilities he now has. In commenting on the Cleveland situation we should not lose sight of W. J. Keyhan, who also deserves a share in the credit for the facilities and conditions at Cleveland.



"One of our most reliable truck drivers"

He is a great help to Agent McKibbin. The picture shows a little of our warehouse at Cleveland, Ohio.

## TEXACO STAR



Superintendent Williar Thompson on return to ground after his initial flight

Mr. Thompson has become an aviation enthusiast since making this flight, and is so far convinced of the safety of this mode of transportation that he has permitted his wife to take a "joy ride." Mr. Thompson says the air is the only place to get away from dull care, as no one can get to him to ask for any exceptions or concessions while he is traveling by this method, and it is the only place he knows where he can be absolutely assured of this.

NORFOLK DISTRICT.—We have reason to be proud nowadays. In April Norfolk District did the largest business in its history, from both gallonage and revenue standpoints, yet this was exceeded in May. If it could get the products and delivery equipment it would have to be told when to stop, for Norfolk District doesn't know what "Quit" means.

Norfolk District has inaugurated an economy campaign, including a contest between the stations, for the period June 1 to December 31, 1920. The winner will be the station having greatest decrease (or smallest increase) in ratio of operating expenses to total sales revenue as compared with the same period of 1919. We are also beginning a campaign for greatest results from delivery equipment. We are looking for much benefit from these campaigns.

Leading Motor Truck Solicitors in the District for April:

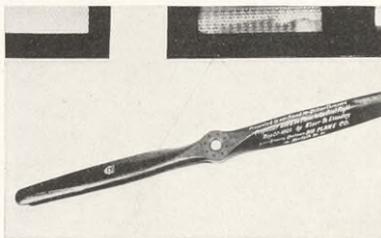
D. B. Fitzgerald	Greensboro, N. C.	84,929 gallons
J. T. Thomas	Norfolk, Va.	77,685 gallons
Lloyd Eaton	Charlotte, N. C.	70,428 gallons

During May we had as visitors from the New York Office A. E. Davenport, L. V. Newton, W. J. Barton, D. B. Tobey; but we haven't yet managed to get Mr. Woodbridge down to see us.

Superintendent Williar Thompson recently attended the meeting of Superintendents of Southern Territory in Houston, including in his trip side visits to Port Arthur, Port Neches, Tulsa, Cushing, Oklahoma City, and St. Louis. He reports a fine meeting at Houston and many good ideas gained from it, and he was much impressed and delighted at the terminals and refineries. One of the brightest features of the trip was the regular "Southern" hospitality.

W. N. Holt has been secured from the New York Office as Assistant Superintendent of Norfolk District, vice L. J. Royall resigned.

Card from Operating Inspector R. M. Schulken, Lynchburg, Va.: "Mr. and Mrs. R. M. Schulken



Souvenir of his first flight

Mr. Thompson was presented with the "prop." or propeller, of the machine he rode in. A handsome little clock is mounted in the hub, so that it is not only a souvenir of the occasion, but a useful addition to the fittings of his office, illustrating the maxim "Tempus fugit," or "Time flies." This propeller has on it the inscription:

Presented to our Friend, Mr. Williar Thompson  
Propeller Used on Plane in His First Flight

May 20, 1920, by Kiser & Lindsay  
Kiser-Lindsay-Creelman Airplane Co.  
Norfolk, Va.

announce the arrival of a son on June 4, 1920." Congratulations.

Mr. and Mrs. Jack K. Barton announce the birth of a daughter on May 19. The entire D. O. joins in hearty congratulations and in wishes for the future happiness of little Miss Barton.

Agent E. Y. Wooten of Wilmington, N. C., has been paid the honor of election to the Rotary Club at Wilmington. The Rotary Clubs in the Southeast are live wires, and as only one representative is elected from each line of business, it is pleasing that The Texas Company's representative should have been selected.

The D. O. is experiencing some flying thrills. Superintendent Thompson, Ass't Sup't Ludwick, and Chief Accountant Austin have made flights and are enthusiastic over this method of sightseeing. It is needless to mention that the planes were all lubricated and driven by Texaco products exclusively.

Uncle "Bill" Reynolds, Lubricating Assistant of Atlanta District, recently paid us a two-days visit which was much enjoyed by the Norfolk force. We hope to have such a pleasure again when he will be in position to tell us that the police officers in Atlanta are as respectful to The Texas Company's representatives as they are in Norfolk.

"Lend me fifty."

"I have only forty."

"Well, then let me have the forty and you can owe me ten."—Kasper (Stockholm).

## TEXACO STAR

CHICAGO DISTRICT.—With deep regret we report the death of Salesman H. R. Skinker, on May 24 at Denver, Colorado. He was one of the oldest employes in the Chicago District, having entered the service as chauffeur at St. Louis, Sept. 1, 1913. His father, Thomas J. Skinker, is in the employ of the Company at West St. Louis Station. Mr. Skinker had been in failing health for some time and at his death was on leave of absence in Denver. Plans were being made which would enable him to stay with the Company in the Denver District. He was liked and respected by all who came in contact with him. We extend deep sympathy to the bereaved family and friends.

Chicago District recently received four auto tank trucks. These trucks were sent to Cincinnati to have the tanks assembled. The railroad congestion made it necessary to drive the trucks to Chicago and St. Louis. Messrs. Cordt, Schmidt, Huff, and Robinson were the chauffeurs.

C. C. Corkrane of New York is now in our midst making a special drive on street railway lubrication. He has already interested the Chicago Surface Lines, one of the largest systems in the United States.

C. A. Smith has been appointed Agent at Grand Rapids Mich. J. C. Richardson transferred to Chicago Office. Here's wishing both these boys luck in their new work.

Messrs. Francis and Flavin of Lockport Refinery were recent visitors to the D. O. Although it appears a pleasant visit was experienced by both, we cannot account for the numerous telegrams and long distance calls they received while at Chicago. There is also a rumor afloat regarding their return to Lockport that night. What's it all about?

M. K. Tefft recently spent two weeks with his folks at Milan, Ohio. We send a poem written by Mr. Tefft's father and would be pleased to have it published in the *Star*.

### I'M EIGHTY-EIGHT TODAY

April first eighteen thirty-two—  
On Sunday morn—  
The most glorious day of the week—  
I was born;  
And that is what our family  
records say  
(Gift of mystic Stork.), hence  
I'm eighty-eight today.  
As twilight is the loveliest  
hour of the day—  
Last of life is the best of life—  
Lived—as all may—  
In *Lose*. That's perpetual youth!  
And that's the best way  
For the young or old, yeal  
I'm eighty-eight today.



Salesroom of Iverson Auto Company, Jewell, Iowa  
Texaco is given a prominent place throughout.

And now I would that thou, dear  
Lord, could let me know  
The day on which I shall from  
Earth to Heaven go!  
O! keep me conscious while  
in transit I pray!  
Pilot me over! Lo!  
I'm eighty-eight today.  
—Calvin Leonard Tefft,  
Milan, Ohio, April 1st, 1920.

### ASPHALT SALES DEPT.

For a long time concerns devoted to the marketing of asphalt have endeavored to introduce this material into the base structure of asphaltic pavement. The State of California has experimented with this type of foundation and found it very successful. C. S. Pope, Consulting Highway Engineer, San Francisco, Cal., in an article, "Asphaltic Concrete Roads as Built in California," in the June 3 issue of *Engineering News Record*, sets forth the advantages of the asphaltic or "black" base, the steps in the construction, and the experience of California with this new construction.

Charles E. Murphy, Superintendent of Publicity for the Asphalt Sales Department, was married last month to Miss Elizabeth Sayer of Trenton, N. J.

An instructive article in June issue of *Municipal and County Engineering*, by N. Buckner, Secretary of Board of Trade, Asheville, N. C., refers to the excellent highways of Buncombe County, N. C., most of which are built of Texaco Asphalt. The three photographs used to illustrate this article are of Texaco roads in Buncombe County.

### PRODUCING DEPT.

The author of the following plaint, which was forwarded in a letter from Fort Stockton, Texas, writes:

It is the forlorn child of my own alleged brain, or at any rate my own hand wrote it and I suppose it was my brain that instigated the writing:

### A SALARIED MAN'S COMPLAINT

I view, as through inverted telescope,  
My monthly pay grow small, until to hope  
For better times seems only a poor joke;  
For I'll be bound by poverty's hard yoke  
As long as the cost of living keeps rising,  
And the way it does is something surprising,  
Said salary, the while, remaining the same,  
Makes earning a living a mighty hard game.  
And to think of trying some little to save,  
Requires a heart most uncommonly brave.  
When six-dollar shoes cost me eighteen eighty,  
The burdens of life do indeed seem weighty.  
When thirty-dollar clothes cost seventy a suit  
I feel I've been robbed and insulted to boot.  
Quite soon, if the cost of the item of rent  
Continues to rise, I must live in a tent.  
And to think of the rising prices of food  
Is enough to put one in a near fighting mood.  
When spuds per hundred pounds cost twelve fifty,  
To eat of them one must truly be thrifty.  
When flour costs the sum of four dollars per sack,  
The amount one can buy is not hard to pack.  
When sugar costs twenty-five cents for one pound,  
It is hard to purchase enough to go round.  
And as the price of meat continues to rise,  
To fill one's stomach would cause it surprise.  
Hence I hereby submit this solemn refrain,  
Which may be properly called "Meat on the brain:"  
Say, I wonder if you could send me a fish,  
If doing the same would be granting a wish.  
I'm so hungry for meat, I think I could eat

## TEXACO STAR



The Texas Company Fields Warehouse, Burkburnett  
Showing part of Pipe Yards, and in particular a ten-room bath house and dressing room, erected at an emergency call in 24 hours, electric lighted, steam heated, hot and cold water.

A garfish or any old thing,  
The meatless days we have had in the past  
Are still with us here and are likely to last  
Till this subject of meat fills my mind so complete  
That of meat I know I shall sing.  
If in my poor stomach, instead of my mind,  
The substance called meat I could possibly find,  
I feel very sure I could calmly endure  
My loss in not having wheat bread.  
For meat, I know, is the only sure diet  
For keeping this clamor of hunger quiet;  
If meat were inside for my body to hide  
'Twere better than meat in my head.  
If when you have read this ditty thus far  
You feel that my mind is somewhat below par,  
And my solemn complaint should make you feel faint,  
As I do in writing it down,  
I hope you will kindly take into account  
The adverse conditions I've had to surmount  
As I've thought of the meat I never shall eat  
As long as I live in this town.



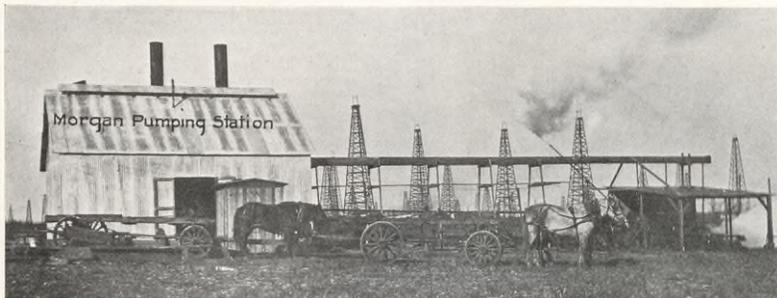
In Northwest Burkburnett Field



Boilers generating steam for power on wells



Steam boiler operating rotary drilling rig

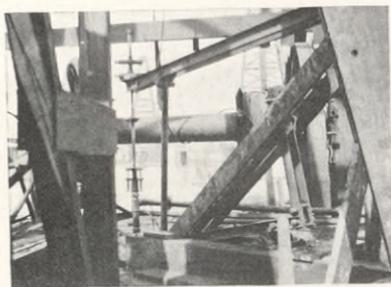


The Texas Company's Morgan Pumping Station, Burkburnett, Texas  
Private Pipe Line System to Willis Tank Farm.

## TEXACO STAR



Walking beam on a pumping well



Pump Jack



Pulley Block

Showing method of running water down through drill stem and pipe by flexible hose on a drilling well.



Fish Tail Bit

Used on well No. 5 C. Birk Lease in Northwest Burkburnett Field.



Oil Pump

Collects gas from various wells.



Gas Tank

In Northwest Burkburnett Field.

### A TEXAS PIPE LINE STATION

D. C. Blakely, Fireman and Operator,  
Wilson Station

Way down in Oklahoma, near Wilson, you can see a Texas Pipe Line Station as clean as it can be: They call it Wilson Station, it's known for miles around.

For when a man approaches it he thinks he's right in town. Its electric lighting system is a type "A" dynamo. It's never out of order, but always ready to go. The discharge pumps that pump the oil are the old type Snow straight line; The average barrels they pump each hour, four hundred fifty-nine:

The Erie City boilers are always spick and span, The steam gauge registers one hundred and there will always stand.

The crew at Wilson Station are willing men to work;

It doesn't matter how cold it is, their duty they never shirk.

They all work well together, you never hear one say

That he is doing the hardest work and getting the lowest pay.

We are working for the Texas, our job we appreciate;

You will never catch us napping, our work's kept up to date.

THE TEXAS  
STEAMSHIP CO.

ELECTRIC WELDING AS  
ADOPTED AT SHIP  
YARD OF THE TEXAS

STEAMSHIP COMPANY.— The Texas Company being a very progressive concern, it is not surprising to find The Texas Steamship Company equally progressive in its construction work. The adoption of electric welding to a large extent has proved a great saving in time and expense, and it is believed that in no other shipyard in this country is so great a variety of parts welded. The illustrations give a fair

Unfaithfulness in the keeping of an appointment is an act of dishonesty; you may as well borrow a person's money as his time.—Horace Mann.

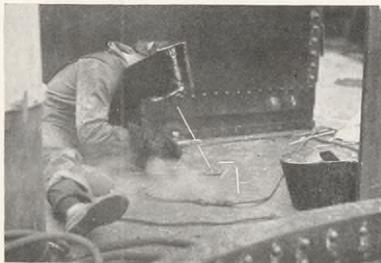
## TEXACO STAR

idea of the class of work accomplished at our Bath shipyard.

In all of our electric welding we use an alternating current transformer operated on 440 volts on primary side, with about 20 volts and 150 to 180 amperes at the arc. Our best results are obtained with a flux coated mild steel wire.

Among the parts welded at a substantial saving over riveting are:

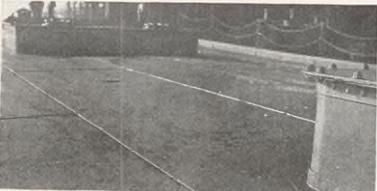
- Deck rail stanchions to plate
- Ullage covers on hatches
- Ventilators to deck plate (all sizes)
- Pads and hinges on vents (all sizes)
- Hatches (oil tight) complete
- Deck seam (flat and overhead)
- Butts on bounding angles (does away with bosom piece)
- Skylight covers complete
- Ladder clips
- Pump room deck houses
- Pipe flange (high pressure)
- Doubling plates in masts
- Recessed pockets for oil suction
- Deck fittings
- Miscellaneous miss punched holes
- Miscellaneous small items



Electric arc welding.



Electric welding on lathe frames and covers.



Electric welding on deck seams of barges, taking the place of caulking.



Electric welded man-hole frame.



Ventilator trunk electric welded to steel deck.

One of the fastest base ball games of the season was played Friday night, June 4, on Kelly Field, when married men played single men of the Piece Work Department and beat them 5 to 4 in seven innings. The fielding of George Davey was one of the features. Avery figured in the game as would be expected, knowing what a player Arthur is. Ginty at first base was marvelous, nothing could get by him. Matthews at third for the married men played well. Ed Grace, pitcher for single men, can surely throw a ball. All regretted the inability of Manager Solomon of the regular Bath Team to see this contest, as they felt confident he would sign up some of the men. The lineup was:

Married Men.—E. Pierce lf, R. Matthews 3b, F. Smith c, R. Lowell 1b, F. Safford 2b, E. Farrin ss, G. Davey rf and Manager, W. Palmer cf, Taber p.  
Single Men.—Ginty 1b, Avery 2b, Bennett ss, Wade 3b, Pratt cf, L. Pierce lf, McDonald rf and Manager, Hodge c, Grace p, Girard 3b.  
Batteries, Taber and Smith, Grace and Hodge. Umpires, Harry McCarron and George Merrill. Scorer Jerry Hayes.

A fast game of base ball was witnessed on June 9 at Kelly Field between the Piece Work Counters and the Pen Pushers of the payroll department, the Counters winning 11 to 3. Great interest was manifested by all the workers in the yard and a large crowd was on hand. From the start the Counters had it over their rivals. Both pitchers played a good game; but Grey was rather wild at the start, passing seven men and letting the Counters score eight runs in the first inning. Bennett starred for the Counters in four times at bat. Hodge was there, when anyone tried to steal he found the ball waiting for him at second. All the Counters played a good game and are now ready to play any team in the Yard.

Piece Work Counters: Matthews 3b, Bennett ss, Hodge c, Farrin lf, Taber 2b, Kirschner c, Lowell lf, Smith 3b, Grace p.  
Payroll Department: Grey p, Smith lf, Hall 3b, Cook c, Cummins 2b, Desmond cf, Hawley ss, Hekking 1b, Adams rf.  
Umpires, Klament and Safford; Scorer, McDonald.  
Manager of Piece Work Counters, George J. H. Davey.  
Manager of Payroll Department, Harold Adams.

The Piece Work Counters of The Texas Steamship Company have some base ball team. They wish to challenge all the department teams in the Yard as well as those outside.

## SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

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

- EXECUTIVE** Making Right-Hand Men, by Charles H. MacDowell.—*System*, June 1920.  
"The success of the general manager depends on how many men he can draw out of the routine class."  
Adoption of the Metric System Would Do Untold Damage, by Henry R. Towne.—*Industrial Management*, June 1920.
- LEGAL** Why Industry Seeks Competent Counsel, by L. V. Estes.—*Industrial Management*, June 1920.
- COMPTROLLER'S** Depreciation of Equipment Used in Petroleum Industry, by F. A. Bean.—*Oil News*, June 5, 1920.  
"Authoritative estimates of percentage of first cost of equipment chargeable to depreciation, years of useful life, and salvage."  
Adjusting Inventories, by A. C. Littleton, C. P. A.—*System*, June 1920.
- PRODUCING** Natural Salt and Gypsum Separation, by Edward Allison Hill.—*Oil News*, June 5, 1920.  
"Explanation of oil and gas accumulations in regions where salt and gypsum abound."
- REFINING** The Chemistry of Petroleum, by C. J. Frankforter.—*Oil News*, June 5 and June 20, 1920.  
Second and Third of a series of articles presenting the subject in simple language.
- FUEL OIL** Power Costs During Years 1914 to 1919, by Hubert E. Collins.—*Industrial Management*, June 1920.
- LUBRICATION** Why Lubricants Are Slippery, by Carl D. Miller.—*Oil News*, June 5, 1920.  
"Theory based on viscosity incomplete. Other physical properties necessary. Colloids make smooth surfaces. Lubricant must adhere to bearing metal."
- SHIP YARD** Production Methods in Shipbuilding—I, by William B. Ferguson.—*Industrial Management*, June 1920.
- GENERAL** Practical Application of Education to Industry, by Norman G. Shidle.—*Automotive Industries*, June 17, 1920.



### WASHINGTON COUNTY, MARYLAND, FREE LIBRARY'S BOOK WAGON

It brings a new interest into the lives of the people of these mountainous regions. This photograph shows a farmer who has driven in from an outlying district to meet the book wagon on its rounds.

"Books for Everybody" is the slogan of a practical plan to provide opportunity for self-education to millions of Americans who are without it. It needs financial support. Ask your Public Library, or write to *American Library Association, "Books for Everybody" Fund, 24 W. 39th Street, New York.*

# Only The Best IS GOOD ENOUGH FOR THE TRACTOR

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**T**HE TRACTOR engine operates under a severe strain. Full rated horse power is reached and maintained for long periods. High engine heat is developed.

A tractor engine oil, in order to stand up, must resist this heat.

A good tractor oil must resist dilution by the fuel.

It must prevent leakage of the kerosene past the piston rings.

Leakage means loss of fuel and when this occurs, stroke by stroke, the loss is multiplied.

The oil must be thoroughly dependable—as repairs and replacements are hard to make and continuous operation is a vital factor in securing full return on the investment.

The oil must burn clean—as excessive carbon deposits mean trouble and stops for cleaning out.

## TEXACO TRACTOR OILS

Texaco Tractor Oils meet the above requirements perfectly. They have proved their value by long and economical use. There is a grade of Texaco Tractor Oil for every type of tractor engine. We shall be pleased to take up the question of efficient tractor lubrication with any tractor builder, owner, or operator.

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