



When You're Up Against It For Oil

Of course, few oil buyers wait until their oil is all or nearly gone before they order more.

But once in a while you do get up against it where you **must** have prompt delivery.

In such instances you can rely on The Texas Company. The Texas Company has adequate facilities for speedy delivery in any quantity to any purchaser, any time, anywhere.

We maintain District Offices at most prominent industrial and rail centers. Over 600 of the Company's stations for delivery of lubricants and other products are scattered throughout the country.

In addition to this, we maintain over 600 warehouses, hundreds of storage tanks, huge fleets of auto trucks, and over 5,000 tank cars.

Texaco Service means the right oil for the right place at the time you need it.

Within our delivery radius from all of these stations, we can assure our customers against vexatious freight delays.

Whether you mail, wire, or 'phone your orders, we execute them with a "zip."

There is a Texaco Lubricant for Every Purpose

THE TEXAS COMPANY

Dept. Z, 17 Battery Pl., New York City

NEW YORK
CHICAGO
HOUSTON



OFFICES IN
PRINCIPAL
CITIES

THE DEPENDABLE MAN

There is a type of man who is built for success. He may have genius or just ordinary talent—no matter. The point is that he always "arrives." While others plod a weary way, he gets ahead.

Those who take note of his progress often cannot account for it. So they say he is "lucky." Or they whisper it about that he has a "pull with the boss."

But the secret is deeper than that. He is a man who is absolutely dependable.

Make yourself dependable, and you come as near being indispensable as any of us can hope to be. You will be the last one your employer will wish to part with, and the first one that he will want to promote to greater responsibilities.

But do not be deceived. Dependableness is a rare accomplishment—so rare that every executive is on the lookout for it wherever it may be found. It cannot be acquired by wishing for it. It is the prize that comes from self-mastery.

What is a dependable man? You can tell him by these ear-marks:

First, he is one that you can rely upon to do his own thinking. Business requires thinking, and someone must do it. The dependable man never sidesteps his share nor tries to pass it along to someone else. You always find him on the alert. His brains do not flit away on vacations, leaving his job without a guardian.

Next, he is one whose judgment you can trust. He doesn't do foolish things. He knows his own abilities: and, not being conceited, he is equally aware of his own weaknesses. He has the happy faculty of understanding other people's viewpoints and of seeking their advice when he ought. Also he knows when to act on his own initiative.

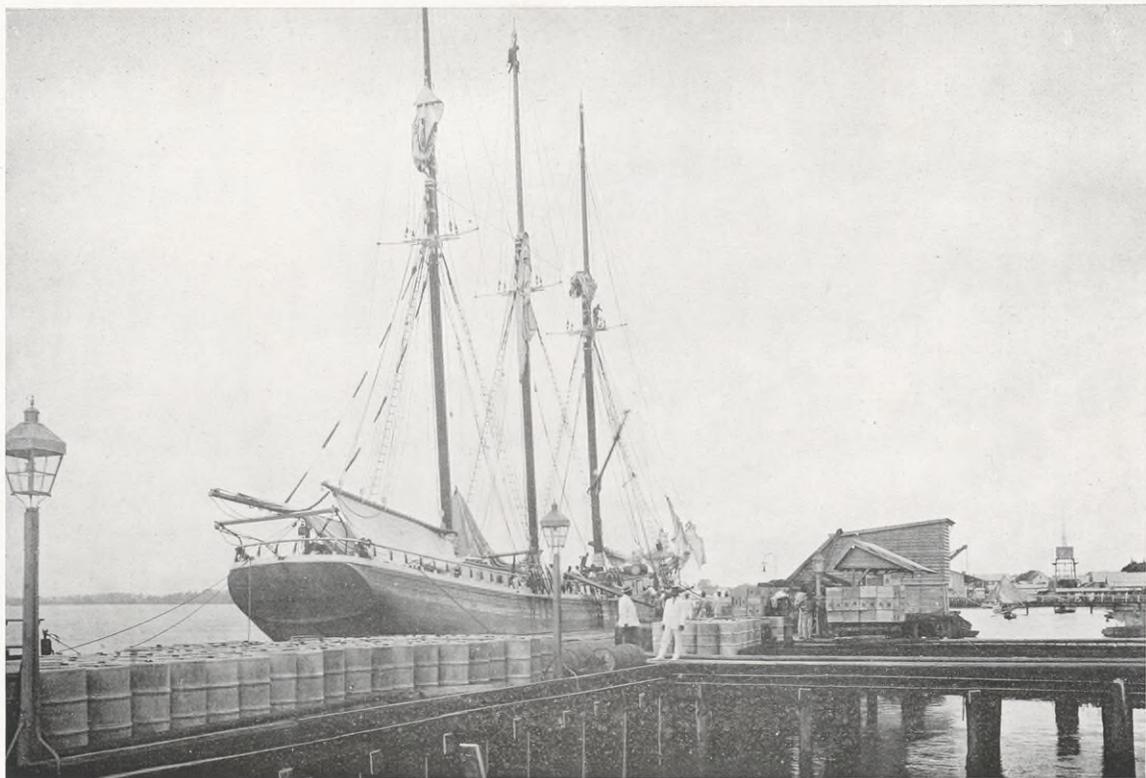
Finally, he is a man you can listen to, taking stock in whatever he says. You are sure that he speaks only after due reflection. He does not talk to the galleries or for the purpose of "grinding his own ax." He makes his suggestions and pleads his cause solely in the interest of the business.

Such a man is safe. Important duties may be entrusted to him and he will handle them with diligence, good sense, and earnestness.

If you are looking for the quickest route to opportunity, learn to be this type of man.

Be dependable—a burden lifter. By lightening the anxieties of those who must give account for your doings, you will make yourself their favorite. And they will help you achieve your ambitions.

—J. Ogden Armour.



UNLOADING CARGO OF TEXACO PRODUCTS FROM SCHOONER "JEAN DONALD DUFF" AT PARAMARIBO, DUTCH GUIANA—(See page ten)

TEXACO STAR

VOL. VIII

MAY 1921

No. 5

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

THE FRONT COVER of this issue shows in reduced size the Texas Company's Chinese Calendar for 1921. The size of the original is 20 by 30 inches. The period covered by the calendar is "Thirteen Moons", which corresponds to the twelve months of the occidental year. The Chinese New Year started February 8, 1921.

In addition to its distribution in China, our Chinese Calendar is sent to the Philippines, Australia, Mauritius, Cuba, and Jamaica, all of which have many Chinese included among their inhabitants.

★ ★

The dedication of the monumental statue of Simon Bolivar in New York City on April 19 was an event of auspicious international import. The anniversary of the battle of Lexington was a fitting date for this celebration in honor of a disciple of our own Washington, and the personal participation by the President of the United States a fitting tribute to the great "Liberator" of Spain's South American provinces.

It is pleasing to note also the appreciation of American history manifested by Venezuela in giving the name of Henry Clay to a new park in Caracas. Second only to Washington (for whom a more magnificent park in the same city is named) the Venezuelans honor Clay, as a man whose just and far-seeing counsels concerning foreign relations, had they been heeded, would have made our relations with Venezuela and other states of Latin America more beneficial than they have been. These are happy omens for a new era of cordiality between the lands of Bolivar and our own country.

★ ★

Study of the Spanish language in the high schools and colleges of this country is

increasing rapidly. In New York alone nearly 40,000 high school pupils are studying Spanish, while in the States of our Mexican border the increase is most marked. This development in the life of our people, together with the more enlightened and dignified policies of the new administration, will make for a mutual understanding and improved relations, political, social, and commercial.

★ ★

The budget of the German Government for the current year has been much discussed in its bearings on the question how much Germany can pay. Abstractly the figures support the French claims. For instance, the expenditure for government employes is enormously greater than it was before the war. In 1914 there were in the Imperial administrations (not including the industrial exploitations of the State, such as posts and railroads) only 5,500 employes; today there are 80,000, although the Reich has decreased in population and territory. The post and telegraph services in 1914 employed 168,000, today 420,000. For the Ministry of Labor the budget appropriates 3,940,000,000 marks, of which one billion is to favor the construction of living houses. The French pertinently ask: "Why, since you are so poor, do you maintain so many officials; if you have so few railroad cars, why so many railroad men? If you have a billion to aid the construction of houses, spend it to reconstruct those you destroyed in France."

There are, however, other lessons in the German budget. Germany is now a *democracy*. Is an economical democratic government possible? None such has ever existed. The present conditions seem to surprise the opportunists who made the propaganda that we were not fighting the

TEXACO STAR

German people, but the German government, and that if the people overthrow their government and set up a democracy the terms of peace would be lenient; but the consequences were clearly foreseen by all steadfast minds having sound knowledge of history and government.

The case in Germany was extreme because of the socialistic character of the former Imperial State. A socialistic democracy is inevitably headed for bankruptcy. No considerable debt will ever be paid by a socialistic democracy. Its energies are devoted to taking away from those who have anything, to pay deficits in the socialized industries—until nothing remains.

Before the war the Prussian state railroads paid 6% to 7% dividends, last year their deficit was 15 billion marks. Was not our own experience with nationalized railroads the same?

But the case in Germany is so bad that it will probably remedy itself by drawing back from socialism. Thus, the railroads are to be denationalized and debureaucratized and committed to private management. Desocialization in other spheres is progressing, and therefore we may hope that at length Germany will pay.

Those who have kept a file of the *Texaco Star* might read in this connection editorial paragraphs on pages three and four of the issue for April 1919; and on page four of the issue for June 1918.

★ ★

A fallacy of the Socialist assumption lies in attributing to labor value of its own, independently of the worth of its product.

The labor spent in doing useless things has no value; at least, no social value. He who makes what nobody wants has his labor for his pains.

The question is not what amount of labor an object has cost, but what service can it render. A man may devote years to learning to walk the tight rope, but if I do not care for such attainments and exhibition, I will not pay to see him perform.

Values, then, cannot be estimated in terms of labor, which is nevertheless the task the Socialists have set themselves.—*Bishop Spalding.*

He who hath not much meditated upon God, the human mind, and the summum bonum, may possibly make a thriving earth-worm, but will most indubitably make a sorry patriot and a sorry statesman.—*Berkeley.*

You feed your body twenty-one times a week whether it is hungry or not. Then why not throw your soul a bone once a week at least, even if it doesn't seem hungry? The poor thing may be too weak from starvation to make its wants known.—*Ex.*

Immortality—When I consider the wonderful activity of the mind, so great a memory of what is past, and such a capacity for penetrating into the future; when I behold such a number of arts and sciences, and such a multitude of discoveries thence arising—I believe, and am firmly persuaded, that a nature which contains so many things within itself can not be mortal.—*Cicero.*

I confess I do not see why the very existence of an invisible world may not in part depend on the personal response which any one of us may make to the religious appeal. God himself, in short, may draw vital strength and increase of very being from our fidelity. For my own part, I do not know what the sweat and blood and tragedy of this life mean if they mean anything short of this. If this life be not a real fight, in which something is eternally gained for the universe by success, it is no better than a game of private theatricals from which one may withdraw at will. But it *feels* like a real fight—as if there were something really wild in the universe which we, with all our idealities and faithfulneses, are needed to redeem; and first of all to redeem our own hearts and atheisms and fears. For such a half-wild half-saved universe our nature is adapted. The deepest thing in our nature is the dumb region of the heart in which we dwell alone with our willingnesses and our unwillingnesses, our faiths and our fears. As through the cracks and crannies of caverns those waters exude from the earth's bosom which then form the fountain-heads of springs, so in these crepuscular depths of personality the sources of all our outer deeds and decisions take their rise. Here is our deepest organ of communication with the nature of things; and compared with these concrete movements of our soul all abstract statements and scientific arguments,—the veto, for example, which the strict positivist pronounces upon our faith,—sound to us like mere chatterings of the teeth . . . These then are my last words to you: Be not afraid of life. Believe that life is worth living, and your belief will help create the fact. The 'scientific' proof that you are right may not be clear before the day of judgment (or some stage of being which that expression may serve to symbolize) is reached. But the faithful fighters of this hour, or the beings that then and there will represent them, may turn to the faint-hearted, who here decline to go on, with words like those with which Henry IV greeted the tardy Crillon after a great battle had been gained: "Hang yourself, brave Crillon! We fought at Arques, and you were not there!"

—*Wm. James, in "The Will to Believe."*

One secret act of self-denial, one sacrifice of inclination to duty, is worth all the mere good thoughts, warm feelings, passionate prayers, in which idle people indulge themselves. It will give us more comfort on our death-bed to reflect on one deed of self-denying mercy, purity, or humility, than to recollect the shedding of many tears, and the recurrence of frequent transports, and much spiritual exaltation. These feelings come and go; they may, or may not, accompany hearty obedience, they are never tests of it; but good actions are the fruits of faith, they comfort us as an evidence of the Spirit working in us.—*Newman.*

Many complain of their memory, few of their judgment.—*Franklin.*

TEXACO STAR

BANISHED FEAR

Lord, I will banish Fear from out my soul.
'Tis true, the cycles sink into the Past,
Oblivion blesses all things with decay,
And I shall soon be dust; but now—today—
My spirit fronts the universe. And I
Have been a very slave because of Fear,
Fear of so many things that are, and fear
Of things that never were and will not be.
This canker, like a microbe of disease,
Fed on my mind and heart and grew at night
Until I cringed before the opened day,
Long did I seek for guidance and for light.
Old Omar said: "Yourself is Heaven and Hell;"
And Buddha, that "Perfection is in you;"
And Aristotle, that "The mind is all;"
And Jesus, "Be ye perfect, as is God."

Then of the God in me that is my soul
I asked relief from all my bitter fears,
And this was told me:—"Like an incubus
Upon man's spirit is his panic fear,
To cure malignant growth the surgeon's knife
Cuts from man from flesh and then the flesh is pure;
Likewise, to heal the spirit, cut away
The cancers that assail it. Cast away
And utterly forsake your selfishness
(For fear is ego biting on itself);
Then you are free, for he who fears no ill
Will not be angry, jealous, weak, or vain,
And will delight in living, doing good
To whom he touches on his daily round,
And so is blessed, at peace with all mankind."

Houston, March 1921.

—J. C. Tolman.

That man is morally *unbelieving* who does not accept that which, though *impossible* to know, is *morally necessary* to suppose. A want of moral interest always lies at the root of this kind of unbelief. The higher the moral character of a man, the more firm and vivid will be his belief in everything which he feels himself compelled from moral interest to accept and suppose in a practically necessary point of view.—*Immanuel Kant*.

The countenance of a just man is a goodly thing to behold, for thereon one may read the truth of heaven and feel the presence of the living God.—*Sir Richard Cooke*.

Out of suffering have emerged the strongest souls; the most massive characters are seamed with scars.—*E. H. Chapin*.

"Iron is tried and steeled by fire and nations by their sufferings."

They say that "time assuages"—
Time never did assuage;
An actual suffering strengthens,
As sinews do, with age.
Time is a test of trouble,
But not a remedy.
If such it prove, it proves too
There was no malady.

—*Emily Dickinson*.

RITUAL

Lord God, what may we think of Thee,
Save that in stars we drink of Thee,
Save that in the abundance of Thy sunlight we have
seen
Thine excellent intention,
And Thy marvelous invention
In great and little living things and all the grades
between?
Lord God, what may we say to Thee
Who knowest our hearts give way to Thee
Surely at last in secret depths, though protest long
denies,
And that to live is wonder
With worlds above and under
Unreached of any mortal heart, blurred to all
mortal eyes?

—*W. R. Benet*.

LIFE WISDOM

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

—*Benjamin Disraeli*.

The art of conquering is that of despising death.—*French Proverb*.

It were better to have no opinion of God at all, than such an opinion as is unworthy of Him. For the one is unbelief, the other is contumely; and certainly superstition is the reproach of the Deity.—*Francis Bacon*.

God breathes, not speaks; his verdict's felt, not heard.—*Browning*.

That which we foolishly call vastness is, rightly considered, not more wonderful, not more impressive, than that which we insolently call littleness; and the infinity of God is not mysterious, it is only unfathomable, not concealed, but incomprehensible.—*Ruskin*.

We treat God with irreverence by banishing Him from our thoughts, not by referring to His will on slight occasions.—*Ruskin*.

Most men of action incline to fatalism, and most men of thought believe in Providence.—*Balzac*.

The fashion of this world passeth away; I would fain occupy myself with that which endures.—*Goethe*.

The web of our life is of mingled yarn, good and ill together.—*Shakespeare*.

Renunciation remains sorrow, though a sorrow borne willingly.—*George Eliot*.

'Tis sorrow builds the shining ladder up whose golden rounds are our calamities.—*Lowell*.

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THE TEXACO CLUB—ANTWERP

The members of The Texaco Club have read with much interest the articles which appeared in the March number, and desire to thank you for the insertion of same.

The Club met again on Saturday, February 26th, when Mr. Arnold Brancart, Chief of the Gas Oil Department, discoursed on "Les Huiles Combustibles Du Pétrole." He seemed to have his subject by heart, illustrating often on the blackboard. There was a goodly attendance and he was listened to very attentively. Again it was a pleasure to see that practically all the salesmen were present. It must indeed be encouraging to those heads of departments who lay themselves out to impart to our employes a thorough acquaintance with the products handled by our Company.

A feature of the evening was the raffle of a gold cameo ring for the benefit of the Sanatorium for Consumptive Children at Heide (near Antwerp). It fell to the lot of Mr. Jules Casier, Mr. Brancart's assistant.

Then came a revue, which was the joint production of our Chief Accountant, Mr. Edward Casteels, and Mr. Paul Mangin, another member of the same Department. It was cleverly written, and both the composers acted with real talent. They were irresistibly funny and kept everybody in fits of laughter. Their singing and that of Mr. Georges Wagendorf, also of the Accounting Department, was much appreciated. The Texaco Club is fortunate to possess such bright particular stars to minister to its entertainment. Nor must we forget the one young lady who took part—Miss Josephine Baudart one of our stenographers—who has a very sweet pleasing soprano voice. As usual when the Texaco Stars get together, the evening was not complete without a dance.

★ ★

Worcester, Mass., Feb. 24, 1921.

Editor *Texaco Star*: The other day a transient customer drove up to our Washington Square Filling Station in a Stutz touring car, and filled up on gas and oil. On inquiring if he was satisfied with Texaco Products he told me the following story:

"I have had this car about two years and thinking it might need overhauling I sent it to the garage. I was emphatic in telling the garage foreman to be sure to remove all of the carbon, as I am a salesman using the car every day through different country and need all the power I can get. When I received my itemized bill I noted that there was no charge for removing carbon. I phoned the foreman and asked him if he removed the carbon. He replied that I must have had it removed a short while ago as there was only a thin coating on the pistons and cylinders which he had wiped off with a piece of waste. Up to that time I had not spent a cent on repairs and realized that it was largely due to using Texaco Oil, and from now on I am boosting Texaco Products to the best of my ability."

Thinking that this might be worth printing in the *Texaco Star*, I am

Very truly yours,
H. N. Rogers, Agent.

★ ★

The following letter was written by a Chinaman in Mexico. It appears from the correct spelling that he must have composed his letter by a laborious if not discriminating use of his Chinese-English dictionary. The circumstances are explained by B. E. Hull, who sends the letter. Superintendent R. H. Donaldson of our Agua Dulce Works occupies a small cottage at Agua Dulce; a very dark complexioned Mexican woman acts as housemaid; and until the middle of January he had an excellent Chinese cook, named Chang Bing, who disappeared suddenly.

Guayahalillo, Vera-Cruz, 3-1-21

Sr. Don Donaldson

Dear Sir I, beg you Please excuse me break I, away Leave not Let to you know I not talk you, so of my sin I, thereon the negra woman slave maid make trouble for me, her always time trouble infest to me, her always to cast off it to me to extort my away hereupon to uproar Racket and my very Sorrow trouble, infest the Rural I, don't Like to opponent, her is Surety to Savage, to her such is attain authority majesty to Madam and Such horrible a sad Scene to hurt the feeling very injurious, I, to afraid her. Her made thousands trouble time illegal, the circumstance very uneven, I, an obstinate man, my don't like to Racket and my to Patience that trouble, long time ago this Negra woman is Slave Maid is Rabble woman. I, no Recourse, Scribble Redress Petition

Please do me a favor, I am extremely grateful to you, I, am Readyly Slavery to Serve for you, Sir
I, remain, your obedient servant
(Chang Bing)

I does not make up my mind leave, her to extort me break Leave here

★ ★

Generosity during life is a very different thing from generosity in the hour of death. One proceeds from genuine liberality and benevolence, the other from pride or fear.—*Horace Mann*.

If you can't stand personal defeat when you believe the principle for which you were fighting is right, you are not likely to stand success much better.—*Harry M. Daugherty*.

A life of leisure and a life of laziness are two things.—*Franklin*.

The Government has 2,000,000 pairs of handcuffs for sale, left over from the A. E. F. equipment. Somebody evidently must have thought we were going to capture most of the German Army alive.—*Tacoma Ledger*.

★ ★

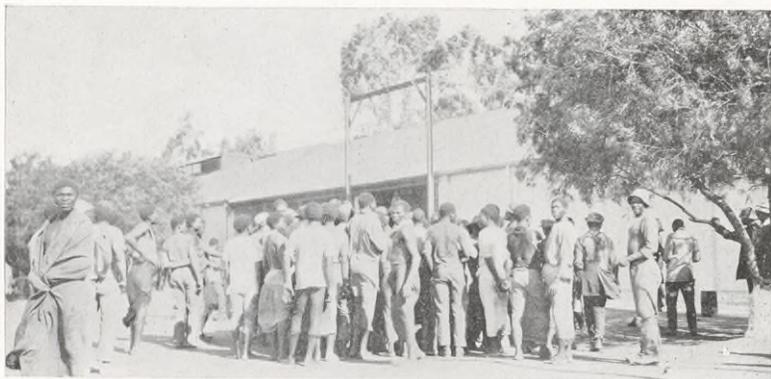
Notice.—Two months ago we received a photograph without any mark to tell from whom it came or where it was made. We endeavored to identify it by showing it in some of the Houston offices and by inquiry in New York offices. Last month we expected to hear from the sender, but nothing has developed. It is a large photograph in brown folding cover, showing a young man seated with folded arms by a curtained window.

Because of a threatened strike of printers, scheduled to begin on May Day, this issue was printed ten days earlier than usual and before the reports of Crude Oil Prices at the Wells on May 1 and our Water Shipments from Port Arthur for the month of April were received. They will be given next month.



Scene at Nickerie, Dutch Guiana (See page ten)

TEXACO STAR



Puzzle—Find Schlapobersky
He has just started to give away samples of Corvus Oil.

PINCH HITTING SALESMEN

S. H. WALLACE, Superintendent South African Division, Export Department

Most Americans are familiar enough with baseball phraseology to know that the term "Pinch Hitter" is applied to the ball player who by reason of his ability is called upon in an emergency and is expected to make a hit. The following is an account, metaphorically speaking, of one of our Pinch Hitting Salesmen in Africa, and the photos show him at the bat in the ninth inning with the bases full.

It happened at one time during the war, by reason of a series of incidents over which The Texas Company (South Africa) Ltd. had no control, that a consignment of 1,000 half barrels of Corvus Oil and Home Lubricant was landed at Cape Town. The oil was received with consternation, as never in the history of our organization at this point had we sold either of these oils in the half barrel package; in fact, no market existed for this class of oil in the half barrel package. The oil arrived during one of the strenuous periods when the ocean freight situation was chaotic and rates almost prohibitive, so that it was impossible to return the oil to America or send it to other fields. It looked for a time as though this oil would have to be sold at auction or practically given away. An earnest appeal, however, was made to the selling staff, requesting them, if possible, to create an attractive market for this oil.

Very shortly and much to our surprise we started receiving substantial orders from our Johannesburg Office for the Corvus Oil and also the Home Lubricant at a very attractive price. The information attached to the orders indicated that the Corvus Oil was being sold to the native workers of the mines along the Rand, and that the Home Lubricant was being sold to bakeries.

Upon further investigation we found that one of our salesmen, Mr. Schlapobersky, who travels the Rand, had conceived the idea of selling the Corvus Oil to the natives to be used in rubbing down their bodies, a sort of Corvus Oil massage, as it were. Here, a word of explanation may be in order. The Rand or mining district is a gold reef approximately ninety miles in length, Johannesburg being about in the center of the reef. Many thousands of natives are employed underground in these mines. They wear practically no clothing, and as they come out of the mine at the end of the shift they come dripping wet from a very warm temperature to the cold, thin air of the Rand, the altitude being about 6,000 feet. This has a tendency to crack and chap the skin severely all over their bodies.

Mr. Schlapobersky conceived the idea of demonstrating to these natives the

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Salesman Schlapobersky of Johannesburg and his oily customers

wonderful benefits of rubbing themselves thoroughly with Corvus Oil before entering or coming out of the shaft. The results of his propaganda speak for themselves, as he not only succeeded in quickly disposing of the 500 half barrels of Corvus Oil, but established a permanent and very attractive market for this oil.

We are now importing it to Africa especially for this purpose, and are giving the oil a special brand name. Not only does the oil add greatly to the comfort of the native, but it satisfies his vanity as it were. Perhaps you have heard that this is one of the characteristics of the African native. He uses the oil or a grease as a means of beautifying himself and never considers himself properly equipped for any social function unless his body is bright and shiny. In many parts of Africa we sell tons of Texaco Greases, such as Axle Grease and Cup Grease, for this purpose alone.

Not satisfied with his efforts on Corvus Oil, Mr. Schlapobersky turned his attention to the Home Lubricant. Here a word of explanation is needed. Along the Rand there are many bakeries which turn out thousands of loaves of bread daily for dis-



Demonstrating Kaffir Oil (Corvus Oil)

In the Compound (living quarters for native workers) of the Modder B. Gold Mine.

tribution among the native employes of the mines. It is a more or less crude but wholesome bread baked with meele meal. The bakers as a rule have been using lard oil for smearing the pans in which this bread is baked. Mr. Schlapobersky saw no reason why Home Lubricant could not be used to smear the pans instead of lard oil, which was becoming exceedingly expensive. Experiments proved so satisfactory that we disposed of the entire stock of Home Lubricant in half barrels. The figures for this business were really surprising, as we found that some of the bakeries which appeared to be rather small and insignificant would use twenty to thirty half barrels of Home Lubricant a month.

We would not say that Home Lubricant is the ideal cooking oil, nor would we recommend it to a concern like the Ward Bakery; but the fact remains that there is nothing injurious in Home Lubricant, and, aside from a certain amount of smoke which did not seem to be a serious obstacle, its use appeared to be quite satisfactory. The writer ate some of the bread baked by using Home Lubricant to grease the pans. While hot the bread had a slight kerosene flavor, but when eaten cold it was impossible to detect any taste of the oil.



Talking east coast lingo to Kaffirs

We think these two instances are a wonderful example of what can be done by a salesman who is strictly on the job. This is a case literally and physically of not only rubbing it in but making them eat it. I think articles from time to time from some of our other departments and branches relating to odd and unusual uses of Texaco Products might prove exceedingly interesting. Let us hear from some more of our Pinch Hitting Salesmen.

"The easiest time for you to do a hard task is the earliest time possible."

TEXACO STAR

NAMING OUR OILS

When it came to selecting trade names for our various lubricating oils, one might well say that we searched the heavens for them.

Our idea was to secure names in keeping with our star trade mark, and so it is that many of our lubricating oils carry the name of a star or constellation.

Thus you find *Ursa* (the Bear), *Cetus* (the Whale), *Lyra* (the Lyre), *Hydra* (the Sea Serpent), *Crater* (the Bowl), *Draco* (the Dragon), *Corvus* (the Crow), *Cygnus* (the Swan).

Some others are *Algol*, *Neptune*, *Regal*, *Aleph*, *Spica*, *Vega*, *Zenith*.

There is a touch of poetry in this not often seen in business, but aside from the human interest, these names serve to connect and identify our oils with the family mark, "Texaco," and its Lone Star so conspicuously Texan in origin.

—From "Texaco at Home and Abroad."



Looking down into Premier Diamond Mine



Premier Diamond Mine—Just before blasting time



Two o'clock sharp—Blasts starting



Two minutes after blasts started—Hundreds still to go

I sped the Mystic Ouija to and fro,
The Secret of the After Life to know,
And by and by the Ouija spelled for me
The letters, D, A, M, F, I, N, O.

—Oliver Hereford in *Leslie's Weekly*.

CANOPUS

When quacks with pills political would dope us,
When politics absorbs the livelong day,
I like to think about the star Canopus,

So far, so far away.

Greatest of visioned suns, they say who lift 'em;
To weigh it science always must despair.
Its shell would hold our whole dinged solar system,
Nor ever know 'twas there.

When temporary chairmen utter speeches,
And frenzied henchmen howl their battle-hymns,
My thoughts float out across the cosmic reaches
To where Canopus swims.

When men are calling names and making faces,
And all the world's a-jangle and ajar,
I meditate on interstellar spaces,
And smoke a mild seegar.

—Bert Leston Taylor.

★ ★

Skill—Perception—Decision—these are the bed-rock bases of salesmanship.

Skill sweeps away the obstacle of non-acquaintance and creates a favorable impression. A favorable impression precedes the harmonizing of minds. A skillful approach is a sale half made.

Perception recognizes an opening for what it is—a lead to opportunity. Not once, but twice—a score of times—the man you would sell concedes, admits, yields enough for skilled perception to turn his hesitancy into opportunity.

Decision materializes opportunity by closing the bargain on the spot. Decision dominates the wavering mind.

In every sale skill has created; perception has seen; decision has closed.

Create—see—decide, and you will sell.

—Selected by W. E. O'Neill, Gen'l Roofline Salesman.

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Schooner "Jean Donald Duff" lying off wharf at Paramaribo, Dutch Guiana—(See frontispiece)

VIEWS FROM DUTCH GUIANA

Photographs procured by Superintendent W. G. Moore, South American Division, Export Department, on a recent visit to the Dutch Colony



On the Wharf at Paramaribo

Drums and cases are put on push cars and taken to entrance to wharf, where they are inspected by customs officer. The first gentleman in white is Mr. Benz, Manager of West Indian Trading Co., our efficient representatives in Dutch Guiana.



From wharf to bond

Transporting kerosene in cases from Government wharf to Government bond. Notice the cases of kerosene stacked on the wharf awaiting dispatch to bond after being unloaded from the schooner "Jean Donald Duff."



Manager's office and residence at Paramaribo



Cutting sugar cane in Dutch Guiana

TEXACO STAR



Private office of West Indian Trading Co., Paramaribo



Natives cutting hardwood
For shipment from the Colony.



Coolie women and children on a plantation



This photograph shows specimens of what is known as "Bush Negro." They are descendants of negro slaves who long ago ran away from plantations or towns and took to living "wild" in unsettled country of Dutch Guiana.



Coolie belle, Dutch Guiana

Prosperity is a great teacher; but adversity is a greater. Possession pampers the mind; privation trains and strengthens it.—*Hazlitt*.

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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.	C. K. Fletcher, Fort Worth
Fuel Oil Dept.	E. B. Joyner, Houston
Railway Sales Dept.	J. A. Brownell, Houston
Marine Dept.	A. L. Jimenez, Port Arthur
Legal Dept.	H. Norris, New York
Treasury Dept.	H. Tomfohrde, Houston
Comptroller's Dept.	Lee Dawson, Houston
Insurance Dept.	B. E. Emerson, Houston
Sales Dept. S. Territory	P. A. Masterson, New York
Sales Dept. N. Territory	C. M. Hayward, New York
Asphalt Sales Dept.	R. C. Galbraith, Houston
Export Dept.	Personnel Committee, N. Y.
Purchasing Dept.	C. E. Murphy, New York
Railway Traffic Dept.	J. B. Nielsen, New York
Producing Dept.	J. A. Wall, New York
Pipe Lines	J. T. Rankin, Houston
The Texas Steamship Co.	J. M. Fleming, Houston
	Otto Hartung, Houston
	Fred Carroll, Houston
	A. R. Weber, Bath, Me.



Timothy Mullin

Mullin on November 13, 1920, desires to give formal expression to the high esteem in which he was held by his associates.

That he was a co-worker whose initiative and sound practical judgment will be missed in our future deliberations.

That his vigorous counsel has always been a great help, and his power of keen analysis to show the defects of an ill-advised proposal has often been especially beneficial.

That his spirit of cooperation and fairness with individuals, and his loyalty to the Company commanded the respect and confidence of all.

That other more intimate characteristics endeared him to many for whom the merits of such qualities effaced every minor failing.

That we feel that the making and keeping of genuine friends is the surest token we have of a man's real success in life.

That this resolution be spread on the Minutes of this meeting, and that a copy thereof be sent to the bereaved wife and mother, and copies to the *Texaco Star* and *The Look Box*.

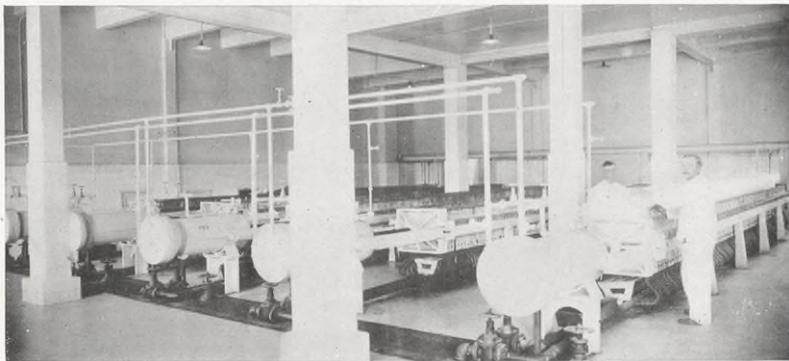
BAYONNE TERMINAL.—With deep sorrow we tell of the death of John J. Hogan, who was suddenly stricken with apoplexy on March 24 and died a week later. Mr. Hogan was employed at Bayonne for about three and one half years, working in different capacities, and was known to practically every man in the plant and well liked by

The first action taken at the Fourteenth Semi-Annual Meeting on April 18, 1921, of the Refining Department's Efficiency Committee, composed of the Superintendents of all refineries and General Superintendents of terminals, was the adoption of the following resolution:

Whereas in the death of Timothy Mullin the Efficiency Committee of the Refining Department has lost one of its most effective members and a personal associate whom we individually hold in affectionate memory,—

Therefore, be it resolved:

That the Efficiency Committee, at this its first meeting since the death of Mr.



In Wax Press Building—Port Arthur Works

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all. In addition to his good work, excellent attendance record, etc., he was an entertainer of note and his funny stories often afforded much merriment. Mr. Hogan was buried in Albany, N. Y., where he had lived all his life before coming to Bayonne.

DELAWARE RIVER TERMINAL.—Jule Bengisser is again wearing that broad smile and has passed the cigars around once more. On March 8 the stork descended at his house and left there Charles Joseph, an eight-and-a-half pounder.

Arthur Webster, a stillman, has resigned in order that he may return to the simple life. A farmer he was, and a farmer he will be.

"Did we enjoy the Texaco Dance given at the Chester Club, Chester, Pa., on April 17?" I'll say we did. "Was everybody there?" I'll say they were. Several representatives of the New York Office attended, among them being Messrs. Herron, Swanson, and Moore. Mr. Rennie represented the Philadelphia Office of the Sales Department, and Mr. Loveland and his wife the Edgelystone Station. The hall was beautifully decorated with palms and on the wall at one end was a large Red Star and Green T. Mr. Eathner, chairman of the committee, assisted by his two sisters, gave the hand of welcome to everyone who came. All had a fine time, and we trust it will not be long before another such affair can be arranged.

The Texaco Athletic Club had a regular monthly meeting on March 11. The future baseball team was discussed, and James P. O'Kane was unanimously elected Manager for the coming season. The forming of an Industrial League was then considered and everyone seemed in favor of it, if the local industries could be started. After business was disposed of, the meeting was turned over to the entertainment committee and an enjoyable program was rendered, followed by ice cream and cake.

By some hard work Manager O'Kane secured a meeting of all baseball managers of the local industries, and a league was formed, consisting of The Sun Company, Union Petroleum Company, the Consololite Company, The National Amiline Company, The Edgemoor Iron Works, and The Texas Company. The league is to be known as the Delaware River Industrial League and the officers are: President, Robert F. Ewing, The Texas Company; Vice Pres., L. Robbins, Edgemoor Iron Works; Secretary and Treasurer, B. F. Dilleit, The Texas Company. We expect a great deal of good clean sport this summer as a result of the league, and if we do not win the cup, it will not be for want of trying.

EATING TO KEEP FIT

Every adult is an engineer. Though perhaps unaided by special training, he has control over a complex and delicate engine. This is his own body, which no one can guide and care for but himself.

One of the main jobs is to tend his own furnace, a more complex obligation than is imagined by the person who eats what he wants when he wants it. To be a good fireman, the amount to eat you gauge by your weight, age, and occupation. It is not so much the amount of food consumed as the kind that matters.

A fat man eats a huge plateful of spinach or lettuce or brussels sprouts. He has given his stomach bulk without so much danger of adding to his weight as if he ate a small dish of ice cream, a cream puff, or a handful of nuts.

The kind of work you do is of extreme importance. Many people stoke the human furnace as if for a hundred-mile run and then let the engine stand still. This is not only a wasteful process but one that seriously strains the organs of the body.

Not long ago one of the staff of the Life Extension Institute attended a luncheon of a group of people representing the intellectual life of a metropolis. The doctor was shocked to observe the lunch to which these brilliant and entertaining folk treated themselves. First was served a large dish of hor d'ouevres highly seasoned and covered with mayonnaise. This was followed by thick turtle soup, fried smelts and potatoes ungratin, lobster salad, pie a la mode, and coffee. It was noticed that the doctor ate little and the reason was asked.

"Well, my work prevents exercising in the afternoon,"

replied the guest, "and my usual lunch is salad, corn muffins, and chocolate or soup or a glass of milk."

Protest greets this, but the crowd was interested and their questions drew down upon them a few facts about food values, evidently falling upon minds innocent of knowledge of this important factor in the care of the human machine.

Present scientific standards of diet are based not upon the habits of men, but upon exact and tested observations of the needs of the body.

Energy food is the most important requirement of the body. No cell in the body can live without fuel. The fuel or energy for the human engine is in the carbonaceous foods. Examples of these foods are sugar, starches, and fats. The sugars and starches are called carbohydrates; the fats, hydrocarbons, but the term carbonaceous covers all. For the average person about six-tenths of the heat or fuel should come from carbohydrates—sugars, potatoes, bread, cereals, and vegetables. Three-tenths should come from fats, butter, oils, milk or cream, and animal fats, the last being the least desirable.

The executive or clerical worker who does little muscular work should be moderate in these energy or fuel feeds, which are burned up by bodily exercise and not by mental effort.

The less important elements in food are the building and repair elements. These are the nitrogenous or protein foods. About one-tenth to one-fifteenth of the heat units should come from these sources. Examples of these foods are the lean of meat, fish, fowl, game, all flesh foods, white of egg, cheese. Certain vegetables, as peas, beans and lentils, nuts, cereals, and bread contain both carbonaceous and nitrogenous matter.

Each day eat fruits. Cooked fruits are often better than fresh fruits of doubtful quality, but some fresh fruits is essential. Eat green vegetables of low fuel value, like carrots, parsnips, spinach, turnips, tomatoes, squash, and cabbage, to stimulate the bowels and give flavor to the diet and prevent over-nourishment. Eat slowly and taste your food well and it will slide down at the proper time. A glass or two of water at meals is not harmful if you do not wash food down with it.

Always be moderate. Avoid over-nourishment and overweight; restrict your fuel foods and burn up your own fat if you are tending to stoutness.

Remember that cereals and meat are strongly acid-forming, and that fruits and vegetables are base-forming and tend to prevent a depletion of the bases of the blood.

While we are talking about food rules, let a word be said about the simplest and most elementary but most flagrantly outraged rule in proper eating, and that is, chewing the food. Nothing is more simple, yet nothing is disregarded more. Relish your food, and mix it thoroughly with the saliva. Masticate it well. Get the real taste of the food; and as you eat only well-prepared good food, you will enjoy the eating.

There is nothing difficult about eating to keep fit. It is so secret; in fact, it is common knowledge and the points have been enumerated time and again. But the practical use—the lack of it is really appalling.

Hundreds of executive and professional men have been examined at the Life Extension Institute. Many of them are found to be suffering from constipation. Many have blood pressure changes or signs of disturbed machinery. It is the exceptional man among this group of leaders who gives serious attention to the care of his body. Whipping himself with stimulants and laxatives, the typical American business man tries to keep fit while making his stomach take too much of the wrong kind of food, starving his muscles, straining his nerves, neglecting his sleep.

It cannot be done. The body of the most iron-willed man degenerates under this regime, just as an engine badly used by a careless engineer will go to pieces in spite of superior construction.

Living habits must be sound to keep the body at its best, and as eating is the most fundamental of habits, reform should start there.

To eat and be fit requires intelligence and self-discipline, but not more than an average man possesses. What is really needed is action on simple facts easily ascertainable. Let your radiant health worth every effort? Isn't it worth a little care and thought in the beginning, which will soon become a habit when regularly practiced, to keep fit for the day's work for your life work?

—Eugene Lyman Fish, M. D., in "The Office Economist."

NORFOLK TERMINAL.—We had a visitor on April 6 who had called on business. When he came to leave just after whistle time, he generously offered to carry some of us into town in the big limousine he had waiting to carry him back, and this is what he said: "This is the first time I have visited this Terminal. I did not

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realize it was so large, and it is unusual for a Terminal to have their grounds so well cleaned up. I did not see a single convenient looking scrap heap in all the yard. It certainly impressed me." The Keynote at Norfolk Terminal, is: "Clean up or Clean out."

Mr. and Mrs. A. M. Dickinson, Mrs. B. H. King, Miss E. J. Opferkuch, and H. Krick attended the Annual Oyster Roast of the Sales Department held at Cape Henry on March 14. It was a memorable occasion and everyone was given a royal good time. It is needless to say that the oyster roast was one of the finest, for it was held at a place famous as the Home of Oyster Roasts. Besides dancing and feasting, they were entertained by Mr. Peck and others. Among the members of the Sales Department who visited our Terminal the following day were F. D. Gatchell, and R. L. Saunders of New York; C. R. McCarthy of Philadelphia; and W. Thompson, J. W. Thompson, L. Austin, and R. G. Allen, of the Norfolk Office.

On March 29 Norfolk Terminal Bowling Team met Portsmouth Cotton Oil Bowling Team in a keenly contested match at the Albano alleys, Norfolk, Va. The game was decided in the last frame by last bowler of each team and Portsmouth Cotton Oil won by 10 pins in a rally of three strikes in a row:

P. C. O. Co.	834	825	795	2454
Texaco	796	835	813	2444

Texaco line-up: Henry Krick, Captain; A. D. Jack; A. M. Dickinson; C. W. Neal; C. H. Merrick.

Each team had enthusiastic rooters. The bowlers were on edge every minute and a rally on one side would be followed by a rally on the other, keeping up the excitement.

Capt. Hirschel of the Portsmouth Cotton Oil Company and his team were a fine crowd of sportsmen, and defeat was attributed to the "Horseshoe for Luck" that his star bowler, W. E. Mitchell, carried. The match put a fine feeling in our rivalry in sports, and a league with the same sort of fellows would do more for athletics among industrial plants than any other one thing.

NATURAL GAS DEPT.

Recently one of the Accountants for the Natural Gas Department had occasion to visit its various districts and offices in West Texas. The big outstanding and surprisingly pleasant condition he experienced was the congeniality and co-operation of each and every employe, from superintendent to laborer. It seemed more like a big family. Each would go out of the way to help the other. Any conversation regarding other employes always brought out some splendid mannerism in the form of a good word for the other fellow. All are to be congratulated on the high standard of morale they maintain and on the results obtained thereby.

TO THE HORSE

When you're helping to draw a heavy load
To its destination along the road,
And just ahead and over the way
Are other horses tugging away,
Tugging away with body and soul,
To draw the burden to its goal,
If you hate the horse across the tongue
Of the loaded wagon to which you're hung,
Or if you dislike the horse ahead,
The prancing steed by whom you're led,—
Why back your ears and kick and bite
When you happen to be in such a plight?

There's a man behind on the driver's seat
Who's watching where you place your feet,
And if you retard the work in hand
Or make a discord in the band,
You will have to take the driver's blow,
Or he'll cut the traces and let you go,
And they'll put you back in the old corral,
Where you'll conclude that you've played—well,
With a red hot iron the stable boss
Will brand you as a useless horse,
And he'll turn you out, a Balaam's ass,
To browse, perhaps where there's no grass.

Now, every man, whether workman or boss,
May learn a lesson from this poor horse.
Whenever you have a task to do,
Buckle right down and put it through;
And lend your aid to the other man
Who's falling while doing the best he can,
Success and honor are surely yours
If you help your fellow to do his chores,
A quarrelsome laggard is never desired,
And sooner or later he will be fired.
Breckenridge, Tex. —F. W. Roberts.

The stork made an exceptionally fine visit with a 16-lb boy, John Jerry McGraw, to our Chief Engineer of Moran Drier Plant, J. B. McGraw, Moran, Texas. We offer hearty congratulations.

RAILWAY SALES DEPT.

Not much news from the Railway Sales this month. One noticeable thing is the way renewed contracts with railroads are coming into headquarters at Houston, every district having one or more of these contracts to their credit.

A prominent purchasing agent in writing us about his oil requirements starts his letter:

"Considering the fact that you have furnished this company with shop lubricants for over 6 years and the further fact that you are so conveniently located to our supply depots and able to deliver direct to our supply cars, and the further fact that the quality and service has been everything desired

Read that second "further fact" again.

MARINE DEPT.

On April 1, the S. S. *Dirigo* en route from Port Arthur to Norfolk, sighted the four-masted schooner *Lewis H. Goward* afire 14 miles south of the Rebecca Shoals Light-house. The *Dirigo* approached the lifeboats to which the crew of the schooner had taken and took aboard nine men and the two lifeboats, and proceeded on her way. The Coast Guard Cutter *Cygan* was encountered the same morning and the men and boats were transferred to the Cutter.

F. L. Hanks, formerly Department Agent, has been promoted Assistant to W. A. Thompson, Jr., Vice President. S. H. Rice is now Department Agent, and C. Kistler, formerly of the Bath Office has been made Chief Accountant *vice* Mr. Rice.

Miss Nora E. Donohue of the Executive offices has been transferred to the Marine Department. Welcome to our midst, Miss Nora.

The stork stopped off in Brooklyn not long ago to present Mr. and Mrs. J. N. R. Watson with a bouncing baby boy; then traveling westward (to

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Jersey, to be exact), left another boy at "Ernie" Hansell's home. Congratulations.

The new offices of the Marine Department in New York are almost ready for occupancy. We are expected to be in our new quarters by the first of May, and we shall surely be glad when we can send out our "at home" cards.

We recently had the pleasure of a short visit from Mr. Cornick, of Port Arthur.

Clinton S. Ward, Port Steward, New York, is visiting Southern Terminal ports on departmental business.

Charles Jackson, Superintending Engineer, has returned to New York after spending a month or so in the South on Company business.

"Jim" Turner, who left New York on March 5 on the S. S. *Lighthourne*, is among us again after having spent a few weeks with his folks in Texas. Jim reports having had a fine time, but he was glad when the S. S. *Aryon* anchored in New York Harbor and he found himself in "little ole New York" once more.

HOUSTON DISTRICT.—Sales-
S. TERRITORY man S. M. Little and Mrs. Etta Mae McNeal of Richmond, Texas, were united in matrimony on April 9, 1921. *Congratulations!*

Bookkeeper Jesse Wilkinson of District Office and Miss Sallie Daughtry were married on April 16. Hearty congratulations.

Salesman D. K. Dodge of Corpus Christi Territory has been transferred to The Texas Company, Mexico S. A.

Agent C. C. Cox, San Antonio, reports the arrival of C. C. Cox, Jr., on March 21, 1921; weight 10 pounds.

Agent Cox of San Antonio sends the following as an anecdote on *Loyalty*:

After having drawn a red wagon in and around San Antonio for the last ten or twelve years, a team of mules was sold to a farmer living about eight miles from the city. One of the mules died soon after changing hands (presumably from a broken heart); the other, known to the boys as Emma, true to her raising and "Texaco Family Spirit" while in the field at work, or in the pasture, will stop and bray a salute to every passing red truck or car.

It doesn't help much to beat our swords into plowshares unless we beat our loafers into plowhands.—*Tacoma Ledger.*



A recent fishing trip

This picture shows Chief Accountant Walker of the Houston D. O., Judge Bates, Travis Holland, E. M. Biggers, and their haul.



Five Point Filling Station, San Antonio, Texas
 Sells Texaco Products exclusively.



Agent Joe Anderlich, Five Point Station
 With his family on a hunting trip.



Mercedes, Texas Station on a hunting trip

Agent J. W. Herndon (designated by cross) lost his right arm hunting near Houston when a boy. He has the reputation of being the best shot with rifle, shotgun, and pistol in the valley. On this hunt, with the rifle he is holding in his hand, he killed a deer at 360 yards.

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DALLAS DISTRICT.—The Texaco Family extends its deepest sympathy to J. E. Walker, Voucher Clerk in the Dallas District Office, for the death of his wife on April 11. Mrs. Walker is survived by her husband and two years old baby.

We have received word that Jesse C. Adams, Stake Motorman at Stamford, Texas, has lost his baby born on March 31. The entire Texaco Family extends deep sympathy to Mr. and Mrs. Adams.

Word from Agent S. S. Tomlinson of McKinney, Texas, tells of the death of his father, S. W. Tomlinson at his home in Lebanon, Tenn. He is survived by eight sons, all living. We extend to Mr. Tomlinson our heartfelt sympathy in the loss of his best pal on earth, his father.

AGENTS WITH 100% COLLECTIONS FOR MARCH

Albany	E. D. Lieb	Lampasas	T. J. Casbeer
Anson	C. T. Harper	Lone Oak	W. E. Smith
Ballinger	Lee Butler	McKinney	S. S. Tomlinson
Brady	J. C. Gahagan	Mineral W.	R. S. Mallard
Brownwood	W. P. Wiggins	Paris	W. L. Fitzgerald
Childress	C. T. Jones	Post	J. O. Rhea
Clarendon	J. W. Adams	Quanah	C. F. Winbury
Cleburne	M. L. Wallace	San Saba	B. C. May
Coleman	R. D. Johnston	Seymour	T. S. Herrell
Colorado	R. D. Hart	Stephenville	H. P. Cole
Comanche	O. H. Donahoe	Sterling C'y	R. P. Brown
Copperas Cove	J. A. Brooks	Tahoka	W. G. Tarrance
Crockett	C. D. Towery	Terrell	Hugh Cowan
Decatur	H. H. Heathington	Texoma	F. E. Holsgood
Denison	C. W. Geiger	Texline	M. C. Rule
Dublin	F. A. Wieser	Waco	H. L. Wagoner
Eastland	R. F. Jones	Weatherford	H. L. Tate
Ferris	H. R. Crumley	Wellington	B. F. Ball
Goldthwaite	M. R. Weatherby	Wilmer	C. H. Wilkerson
Hereford	C. P. Cockrell	Winters	J. G. Key

Agent I. N. May, Brownwood, Texas, reports that his new daughter is getting along fine. Oh yes, he has a baby girl at his house; she arrived January 4, 1921. The report was delayed, but better late than never. We extend our heartiest congratulations to Mr. and Mrs. May.

B. C. May at San Saba, Texas, not to be outdone by his brother at Brownwood, reports that the stork that visited Brownwood also paid him and his wife a visit about fifteen days later and left a baby girl at his home. Heartiest congratulations.

The employees of the D. O. gave a delightful dance in the Jefferson Hotel Ball Room on April 8, beginning at 8.30 p. m. Including the Dallas employees with their friends and a few of our salesmen from nearby towns there were about 150 dancers.



Dallas District Office Base Ball Team

Left to right—Standing: Green, Dempsey, Sanders, Carruth, Crabbs, Mims, McNiell, Bingham. Sitting: Little, (Bill, "Mascot"), Kendall, Fache, Kuchenbacker.

OKLAHOMA DISTRICT.—This District is putting on a Campaign on the Easy Pour Can, and the Refinery may as well get ready for a rush on this package; 'cause, when We start out, we moves 'em.

Salesman R. J. Crane tells how he won a new spring hat:

Recently at one of the stations in my territory I asked an employe if he was selling any Easy Pour Two Quart Cans of Motor Oil. He replied that he was not, and furthermore he did not see how he was going to sell them. I then proceeded to sell him and in doing so mentioned that by the use of an Easy Pour Can you could fill any car without spilling a drop. Right there he took me up, said he had a customer who had a car that I could not fill with the Easy Pour, and bet me a ten dollar hat. He got the car and behold it was a Buick roadster, Model 25-A, built in 1912, with the breather caps located so that it was almost impossible to get to them. But oh boy, she performed in Texaco style, and the Oklahoma Slogan, "It Can Be Done," was proved again. At first I felt the same as this employe, but our friend, Mr. Gatchel of New York, sold me at West Tulsa during the Jubilee.

We regret to announce the death of the wife of E. V. McCarthy, Warehouseman, Oklahoma City Station. The sympathy of the District is extended to Mr. McCarthy.

S. B. Minor, clerk of Drumright Station, was called to his home at Altus to be at the bedside of his dying father. We tender our sympathy to the family.



Oklahoma City A. F. S. No. 3

This is the filling station that took The Texas Company four years to build. After fighting the question of building through every court in the County and State, we were allowed to build, and now the station is one of the best in the list of drive-in stations. It is located at 16th Street and Classen Blvd. Agent Carey (who is shown seated at his desk) is pushing coupon books on the outside while off duty, and Texaco Gasoline is being put on the map in Oklahoma City.

Just as a tip to the other districts, we are quietly passing the word around that "Spring-has-come" and on May 1 and June 1 we look for a trainload of lube oils to move forward from Port Arthur, Oklahoma Bound. During the week of April 15 E. L. Dryden and T. F. McCoy sold six cars of Lubes, for May 1 delivery and these boys are not the only ones, but they are our pace-setters.

Leading stations on Collections for the month of March: Blackwell, Hot Springs, Drumright, Altus.

Leading Agents and Salesmen on contracts closed for the

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month of March: R. T. Herndon of Tulsa, E. L. Dryden of Enid, J. A. O'Neill of Okmulgee, R. J. Crane of Okla. City.

The Texaco Family here gladly welcomes L. R. Dallam, who comes as a representative of the Railway Sales Department. We hope Mr. and Mrs. Dallam will like Oklahoma City and will think, as do the rest of us, that Oklahoma is the finest place in the world to live in.

C. A. Nelson has assumed the duties of Agent at Oklahoma City Station, vice C. A. Krebs resigned. Mighty glad to have Mr. Nelson with us and we look for the same success at Oklahoma City as attended his stay at Lawton Station. Van C. Smith has been appointed Agent at Lawton and we are hearing good things about him already.

Base Ball Season opened on a Holiday. Texaco attended 100%, and due to the enthusiasm displayed we won the first game from Omaha. Two out of three games was the final score for Oklahoma City.

DENVER DISTRICT.—The many friends of Joe Randolph will regret to learn of his death. Mr. Randolph started to work for The Texas Company December 7, 1914, in the capacity of Pipe Fitter at Dallas, Texas; he was transferred to Houston District January 1, 1916, as Construction Foreman, and on May 6, 1917, was transferred to Denver District in the same capacity. He worked up to a few days before his death, which was caused by valvular heart trouble, on April 12, 1921. As a man, he was "tried and true," and we extend our deepest sympathy to Mrs. Randolph and his two children.

HONOR ROLL—100% MARCH COLLECTIONS

Station	Agent	Salesman
Basin	D. H. Johnson	M. K. Patrick
Berthoud	I. C. Smidt	A. K. Williams
Lowell	I. E. Brophy	
Miles City	R. A. Heren	J. A. Sloop
Lyons	U. G. Gilger	A. K. Williams
Omaha	C. S. Bowman	
Silver City	A. J. Boulware	A. D. Daniel
Telluride	H. H. Ford	

There are several others who failed to "make the grade" by such a narrow margin that it seems a shame not to slip them in with the elite. They'll get there next time.



Strictly a premier affair

A "kid's" party pulled off by the young ladies of the Accounting Department.

NEW ORLEANS DISTRICT.—March showed a good increase in gallonage over February. We believe there is business to be had if it is sought after, and everybody in this District is working with that idea uppermost in their minds.

Every station in the District showed an increase

in gallonage, with the exception of four stations. Those making the best showing were:

John Merson and his willing crew at Greenville, Miss.
R. W. McLaurin and his men at Jackson, Miss.
R. H. Martin and his force at Houma, La.
A. R. Arceneaux and his force at Welsh, La.

With welcome regularity Chief Accountant Collins reports: "All statements were in the mail on the evening of the 2nd day of March."

In addition to the commendable showing for gallonage, practically all stations within three weeks made 100% verification of accounts.

Boys, meet our Juror, Mr. Bob Allen. Maybe he does come from a small town, but there was no dearth of unabridged lexicons within his reach and any prognosticator could have prognosticated that he was cut out for Jurist duty of the heaviest kind. Mr. Blackstone wasn't in it with our 'til' Bob.

ATLANTA DISTRICT.—Agent Jimmie Adams, Spartansburg, S. C., is somewhat peeved because previous contributions of his have not been published in the *Star*. In answer to an inquiry why he had failed to contribute recently, he quotes Doctor Johnson's letter to Lord Chesterfield, bidding the local correspondent "Listen to that stately old scholar:

"I had done all that I could; and no man is well pleased to have his ear neglected, be it ever so little." The point is, my dear doctor (such is the title conferred upon the local correspondent), I have sent you contributions from time to time—children of my distorted brain, weird, fantastic, grotesque, like the brain children of all genius—and you neglected them, you consigned them to oblivion, and let them die unknown."

Let us hope that Jimmie will be satisfied with this, and will continue his worthy contributions.

We had a little fire at Cordele, Ga. Station on March 28, but fortunately there was only slight damage.

Our Albany, Ga. Station was hit by a cyclone on March 31, causing considerable damage. The wind playfully lifted a 12-foot length of 6x6 timber and wafted it through the warehouse window, missing the warehouseman by about an inch and a half.



Supplying Air Planes at Daytona, Fla.

Texaco truck at Daytona, Fla., filling three De Havilland planes en route from Paris Island to Carlstrom Field, Arcadia, Fla. "Daytona is a new station just opened up and this shows that our Agent is on the job looking out for Texaco."

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Shock Troops at Anderson, S. C. Station

Left to right: G. Q. Teat, Tank Wagon Driver; E. M. Jones, Stake Motorman and Warehouseman; E. L. Thornton, Tank Motorman; S. N. Mays, Agent; W. C. King, Assistant Agent; R. W. Garrison, Tank Motorman.

On the morning of April 9, Stake Motorman J. D. Register of Waycross, Ga. Station, while driving his truck across the tracks of the A. C. L., was hit by the Southland Special. What remained of the truck made firewood. Fortunately Mr. Register spent only a week or ten days in the hospital, having suffered only severe bruises.

J. Raymond Rollins, Cashier at Atlanta Station, has secretly informed some of his friends that he will be married on April 20. Assiduous effort fails to disclose the name of the party of the second part, in fact the principal mentioned denies the allegation. We feel so certain, however, that we are willing to risk a libel suit by printing this announcement.

This season (and any real fan will not have to ask what kind of a season) our office boys have organized a baseball team. While they are not recognized in any local leagues, still they seem to have started off very well, and since they have dubbed their team "Texaco" we'll say that they have hitched their wagon to a star. Here's hoping that, as Salesman Bill Tate says (*via* our old friend Louis Jacob), "Texaco, you certainly lead the league."



The Texas Company Supply Dock at Fernandina, Fla.

L. G. Hirth, our commission agent at Fernandina (formerly famous for things that the 38th Amendment has rendered unmentionable), is a great advocate of Texaco Products. Besides controlling a large percentage of business in his vicinity, he operates "The Texas Company Supply Dock."

(Whether the fame alluded to attached to the said agent or to his locality the deponent saith not.—Editor.)

The people of Japan and America will talk war for twenty years, and then when it comes lay it on the statesmen.—*Nashville Banner.*

A "pass-book" in your pocket showing not only that you have a savings account in this bank, but that you are depositing some part of your earnings at regular intervals, is the best possible form of reference you can produce.—*Rene Becks.*

The things that are most dear to us have cost us most.—*Montaigne.*

Page eighteen

SALES DEPT. ACCOUNTING.—As promised last month, we submit a photograph of our new office. We feel that we now have the finest accounting office in the New York Offices.

A vote of thanks is hereby extended to our good friend Matthew Tully for his painstaking work in taking and printing the pictures of our office.



Accounting Office of Sales Department Northern Territory

A meeting for the inception of The Texaco Association of New York City was held in our office Saturday, April 16. Constitution and by-laws were adopted and nominations for officers and Board of Governors received. It was an inspiring meeting and if the enthusiasm displayed is a sign of the future, the Association will surely be a success.

We still have on the sick list J. Fred Rogers and James E. Cunningham, both of whom have been away some time with serious illnesses. We understand that these good fellows are on the road to recovery and trust they will soon attain perfect health and be with us again.

On April 9 a number from this office stood around the last resting place of the late Peter C. McDonough who passed away on April 7. The suddenness of his death and the realization of the fact that we

TEXACO STAR

had lost such a conscientious and efficient worker and friend was a severe shock to us all. Our deepest sympathies are extended to his family, and may they get consolation from the fact that Peter was admired and respected by all for his sterling qualities.

NEW YORK DISTRICT.—A very instructive meeting of Agents and Salesmen of New Rochelle and Stamford Territories was held at the District Office on March 29, Representative H. L. Renz presiding. Superintendent J. P. Gruet, Chief Accountant J. R. Haden, Creditman A. D. MacDougall, and Ass't Sup't D. L. Keys contributed greatly to the discussions.

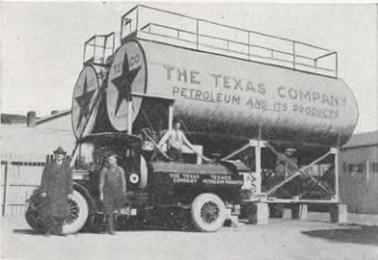
Barge 149 has been recently overhauled and put into New Rochelle harbor where it will dispense Texaco products during the summer months. Agent Harry La Viness will continue as Skipper-in-chief, and will endeavor to break his record of last season.

The salesmen of the Stamford Territory are determined to put the Combination Offer way "over the top," thus repeating their remarkable record in the Easy Pour Campaign.



Getting ready for rush of Combination Orders

Middletown, N. Y. Station receiving a carload of case goods.



Middletown, N. Y. Station

Salesman V. T. J. Knapp, Agent G. W. Pitts, Clerk H. J. Freeman.

Starting out on a maiden trip with A. A. 1194 received at this station March 19, 1921. "We are all very proud of this unit and with it we intend to show some real gallonage."

Strange thoughts beget strange deeds.

—Shelley.

HONOR ROLL—100% Everything on "A" List		COLLECTION EFFICIENCY February 28 Collected in March	
A. E. Guffin	Agt.	Amsterdam	Albany Territory
P. T. Spencer	Agt.	Cobleskill	"
E. C. Simmons	Agt.	Chatham	"
F. J. Gohl	Agt.	Hudson	"
A. L. Baumes	Agt.	Saratoga Sp'gs	"
J. A. Davis	Agt.	Schenectady	"
E. M. Daley	Agt.	Ticonderoga	"
U. J. Deibay	Agt.	Watervliet	"
J. F. Keenahan	S'n.	Albany	"
P. H. Noonan	S'n.	Albany	"
J. J. Cunningham	Agt.	Ogdensburg	Syracuse Territory
L. E. Cleland	S'n.	Ogdensburg	"
T. J. May	S'n.	Herkimer	"
W. G. Marsden	S'n.	Newburgh	Newburgh Ter.
B. J. Schwalbach	Agt.	Kingston	"
D. S. Porson	Agt.	Newburgh	"
V. T. J. Knapp	S'n.	Middletown	"
W. W. Bauer	Agt.	Port Jervis	"
F. Peck	Agt.	Monsey	"
A. J. B. Carver	Agt.	Huntington	Long Island Ter.
W. P. Sinderhauf	Agt.	Mincola	"
R. H. Laby, Jr.	Agt.	Patchogue	"
G. A. Jackson	Agt.	Riverhead	"
F. C. Mort	Agt.	Sag Harbor	"
L. H. Wolff	Agt.	Perth Amboy	New Jersey Ter.
L. K. White	Agt.	Red Bank	"
H. E. Gould	S'n.	Red Bank	"
W. M. Wilson	S'n.	Morristown	"
G. E. Davis	Agt.	Millerton	Stamford Ter.
J. N. Nichols	Agt.	Mount Kisco	"
H. B. Hudson	Agt.	New Rochelle	"
W. R. Walker	Agt.	Pewskill	"
H. W. Caney	Agt.	Norwalk, Conn.	"
F. E. Bell	S'n.	White Plains	"
A. N. Doyle	S'n.	Danbury, Conn.	"

PHILADELPHIA DISTRICT.—Each and every one with The Texas Company in the Hagerstown District is endeavoring to secure his share of Combination Orders.

Another employe added to Rockville, Md. Station within the last month! Chauffeur Belt announces the arrival of a 12-lb. boy at his home. May his future be happy and prosperous.

Salesman C. H. Boucher informs us that the annual entertainment and dance of Euclid Council No. 14 of Universal Craftsmen and Engineers, was held in Baltimore on April 4. The Texas Company had a very attractive advertisement in the program placed in the hands of the five hundred present.

Salesman Fred Hings of the Hagerstown Station has resigned to accept a position with an automobile concern in Chambersburg, Pa., selling Buick machines. Success, Fred, in your new field!

Salesman Lamont sends the following:

"You will be surprised, fellow salesmen, how you can keep on increasing your gallonage by bearing in mind that—

- The brand MOL, MOM, MOH and
- Extra Heavy are
- Excellent
- Automobile
- Cylinder
- Oils

and if your customer doubts it, tell him you will stop selling when better oils are made."



Wilksburg Tire Co., Wilksburg, Pa.

One of our loyal believers in Texaco Motor Oils.

TEXACO STAR

PITTSBURGH DISTRICT.—Superintendent G. L. Clifton has started on a trip throughout Ohio and we feel confident that upon his return we shall have added a number of distributors at desirable locations.

While on this trip Supt. Clifton will complete arrangements for opening a Station in Columbus, Ohio. A Station at that point will assist materially in the distribution of our products. Several other new Stations are contemplated.

Salesman F. C. Colby, attached to Youngstown, Station during the last three years, will be transferred to Agent in charge of the Columbus Station.

Everyone will be glad to learn that Mrs. Clifton, wife of our Superintendent, who is lovingly known throughout the Northern Territory as "Ma," is rapidly recovering from an attack of appendicitis.

H. B. Longshore, former Agent at Detroit Station, placed to his credit forty new accounts in Cleveland during the month of March.

Engineer F. W. Smith of Youngstown had the pleasure of addressing the dealers of The Electric Auto-Lite Corporation on the use of Texaco Motor Oils on the Willys Lighting Plants at a convention held on April 21.

General Clerk Bill Richardson, who was recently laid up with several cases of grippe, is becoming acclimated to Pittsburgh and is regaining his old time pep. Since the organization of Pittsburgh District we have all come to believe in the absolute integrity of our Chief Accountant Charles Worley; but we just learn that he has accepted a gift of the City Directory of the City of Pittsburgh under rather suspicious circumstances. Possibly Mr. Worley considers each person listed therein as a prospective landlord.

NORFOLK DISTRICT.—Manager Woodbridge paid our District a visit in April. He and Superintendent Thompson spent a few days inspecting stations and equipment.

The entire District was saddened to learn of the death of the wife of W. J. Barton, of the New York Office, formerly of this District. We still regard "Billie" as part of the Norfolk District and he has the sympathy of all in his bereavement.

G. D. Capps has been promoted from General Clerk in District Office to Traveling Accountant, being succeeded as General Clerk by M. M. Simpson, who moves up from the stock department.

In Norfolk District when a chauffeur puts out 75,000 gallons of product in one month by motor truck, he is no longer a chauffeur, but is made Solicitor Bulk Delivery Service. The District has five of these Solicitors Bulk Delivery Service:

D. B. Fitzgerald, Greensboro, N. C.
H. C. Britt, Asheville, N. C.
J. T. Thomas, Norfolk, Va.
J. F. West, Richmond, Va.
N. B. Beal, Raleigh, N. C.

Charlotte, N. C. Station has had a Solicitor Bulk Delivery Service, who put out 87,644 gallons in one month, but he is no longer with the Company; consequently it is up to Charlotte to produce another man who is "pep-ti-mist" enough to get back in this select class. During the coming summer we expect to double the number of these Solicitors.

We consider it quite an honor to earn the title of Solicitor Bulk Delivery Service, for it can only be done after hard and earnest endeavor and the most efficient service. Congratulations to Messrs. Fitzgerald, Britt, Thomas, West, and Beal.



Solicitor Bulk Delivery Service J. T. Thomas

Norfolk, Va. Station; 1800-gallon Mack; put out 82,630 gallons in one month; pushed this figure close several other times.



Solicitor Bulk Delivery Service J. F. West

Richmond, Va. Station; 1800-gallon Mack; put out 80,000 gallons in one month.



Solicitor Bulk Delivery Service N. B. Beal

Raleigh, N. C. Station; 765-gallon White; high record 76,775 gallons in one month; several others nearly as large.

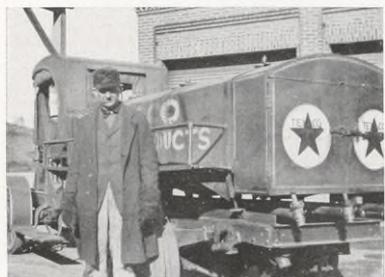
Chief Clerk J. R. Walker, accounting department, will soon be singing "My wife's gone to the country—Hurray! Hurray!" His family will spend several months in Massachusetts with relatives.

We feel that our District is not being given strong enough competition by the other Districts. In 1920 we put out the largest gallonage in the Northern Territory; had the lowest gallonage cost every month except one; and had the lowest operating ratio every month except two. We believe we could do better than in the past if we were pushed hard enough by the other Districts. New York District, with its 91-miles-an-hour trucks, please take notice.

TEXACO STAR



Solicitor Bulk Delivery Service D. B. Fitzgerald
Greensboro, N. C. Station; 770-gallon White;
highest record 100,120 gallons. This is the only
record we have of a truck putting out more than
100,000 gallons in one month.



Solicitor Bulk Delivery Service H. C. Britt
Asheville, N. C. Station; 690 gallon Kissel;
95,384 gallons in one month.

ASPHALT SALES DEPT.

J. B. Elliott has been appointed Representative of the Asphalt Sales Department with headquarters at Atlanta, Ga.

During April A. J. Moynihan of the Chicago office went down into the heart of competitor's territory and closed a contract for 26,000 square yards of Texaco Sheet Asphalt in Louisville, Ky. Not to be backed down by the excellent work of Mr. Moynihan, A. A. Russell of the Metropolitan District of New York City closed large contracts with towns of Southold, Easthampton, and Shelter Island in Long Island, and also the Boroughs of Queens and Bronx in New York City.

"Bill" King, Representative in Philadelphia, has put one over on his competitors in the State of Pennsylvania by closing contracts for large yardages of Texaco Asphalt roads. "Bill" is known from one end of Pennsylvania to the other as Texaco Bill King, and he reports that he is now wearing "rubber goggles, a derby hat, and a stiff collar."

James Gallagher, erstwhile of the Chicago office, has been named as a salesman to operate in the Middle Western Division. "Jimmy" is one of the most popular men in his territory, and we wish him the best luck which he richly deserves.

In the March issue of *Railway Maintenance Engineer* appeared an article describing the use of Texaco Asphalt Mastic on Decks and Floors.

Boy Scout to Old Lady.—"May I accompany you across the street, madame?"

Old Lady.—"Certainly, sonny. How long you been waitin' here for somebody to take you across?"—Judge.

"Margie, Margie, It's You."—That has been sung throughout the length and breadth of the land; but, gosh darn it, somebody has gone and sung it to our own Margie. Although we bless the happy couple, we would like to inform one John F. Scully that he taxed our disposition to the limit when he sang "Margie, Margie, It's You" to our own Margie Donohue.

Yes, the same Mr. Scully took Margie off with him several weeks ago and made her his bride. When the news became known throughout the New York Office, it was a regular chorus of "I've Got the Matrimony Blues," because everyone felt down-hearted that Margie had left us. However, she is still among those present, and we are really afraid to say much, because she might decide to leave any day now.

Anyway, Margie, you certainly go with the best wishes of the whole bunch from Battery Place to every other nook and corner of the earth where Texaco is known!

W. G. Moore, formerly Superintendent of our West Indies and South American Divisions, has been appointed Assistant Manager of the Export Department, effective April 1, 1921.



Collecting the empties in Asiatic Turkey

Miss Margaret B. Graham, who recently joined the Export Department at Shanghai, China, sends this picture, a reminiscence of her service in overseas work of the Red Cross with the Palestine Prisoners of War Commission. At Aleppo she acted as quartermaster and was then assigned to Aintab, a town in the vilayet of Aleppo, which is a missionary center. This snapshot was made in the compound of the Central Turkey College (American) at Aintab, which was then occupied by the British as a Canteen,—note the end letters of the British sign on the corner of the building. The donkey is loaded with 40 five-gallon oil tins. Such tins are treasured by those people and are replacing the water jugs of the country, adding nothing to picturesqueness but lessening the labor of the women.

Speaking of her work with our Export Department in China, Miss Graham says: "I feel that in spreading the gospel of Texaco to the unpenetrated sections of China, as our organization is doing, we are crusaders indeed, bearing the Red Star Banner and carrying the best of much needed commodities to a grateful trade. I have heard that 'Chaplin' is the only English word known in many of these places, but I venture to say it will not be long before 'Texaco' is included in their vocabulary and our products become a daily desire of the people."

You may give a man an office but you cannot give him discretion.—Franklin.

TEXACO STAR

PRODUCING DEPT. The Texaco Ball Team at the Wichita Falls office played their first game of ball in the City League on (Saturday) April 9, defeating the Ft. Worth & Denver boys by a score of 13 to 7.

The Texas Company handed the Texoma Oil and Refining Company a decisive lacing on April 20, to the tune of 11 to 3. Sandusky, in the box for the winner, did not allow his opponents to cross the plate until his club had a comfortable lead. He forced an even dozen hitters to fan the breezes. Basham, Davis and Sandifer carried off the clotting honors,—Basham a single, double and triple; Davis four singles; Sandifer a triple and two singles.

Team	R.	H.	E.			
The Texas Company.....	151	002	020—	11	16	3
Texomas.....	000	002	010—	3	6	1

Batteries: Sandusky and Davis; Beasley, Dixon, and Wright.

A little boy riding near the front of a street car was reading to his younger brother: "Do not talk to Motorman" he laboriously read; then his eyes fell on the fuse box and he spelled "f-u-s-e-s". For a moment he was nonplussed, then his face lighted up and he triumphantly read: "Do not talk to motorman, he fusses."



Petrolia, Texas

H. Fowler, Warehouseman; C. T. Winzer, Supt. Petrolia District; W. H. Robinson, Chief Warehouseman; F. S. Reid, Wichita Falls Office.



Loading out boiler at Petrolia

PIPE LINES Never have the Pipe Lines felt a greater loss than in the death, on April 12, of J. N. Wilson, Chief Clerk of the Beaumont Office.



J. N. Wilson

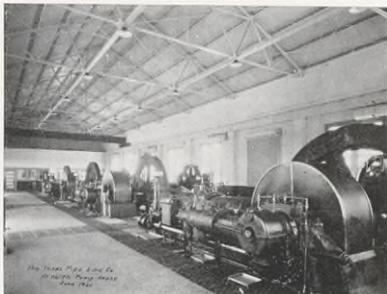
Mr. Wilson had been with the Company sixteen years, serving under Superintendents Hollern, Colligan, Blackman, Speary and Alleman. For the last nine years he was located at Beaumont, and previously served as engineer at Humble, Dayton, and Jasper. His mother, who resides at Jamesville, O., his widow, two daughters, Mrs. Prentice Adams of Port Arthur and Miss Eleanor Wilson of Beaumont, and one son, James N.

Wilson, Jr., survive him. Many friends over our entire system extend their sympathy.

On April 25 E. H. Powers of the Houston office was married to Miss Marie Alene Faure. After the ceremony at St. Joseph's Church, the parents of the bride entertained with a reception at their home. A large number of the boys in the office attended the reception in a body, but the groom evidently believed all of them were going to carry out their pledge to kiss the bride, so he carried her away just before they arrived.

A. J. Reynaud, formerly of the Houston Office, now located at Wichita Falls, has sent us a picture of his bride. Previous to March 31 the young lady was Miss Bessie Gertrude Hefner of Wichita Falls. We were very much surprised at the news, but after receiving the picture we don't blame Reynaud for refusing to take the chances of a later wedding date.

J. T. Rynd of the Oil Dispatcher's Office, Houston, has been called to Erie, Pa., on account of the



Ft. Worth Pump House of The Texas Pipe Line Company

TEXACO STAR

serious illness of his father. We are glad to learn that Mr. Rynd, Sr., is on the road to recovery and that his son will return to Houston in a short time.



Youngstown, Okla. Pipe Line Station

OUT WHERE THE CRUDE OIL FLOWS

In the State of Oklahoma
Where the crude is flowing free
And the hammers of the toolers
Keep as busy as can be,
The combustion of the engines
Run by natural gas, you know,
Can be heard for miles around you,
Makes no difference where you go.

And you'll see off in the distance
Row of smoke stacks, eight or nine,—
It's a crude oil pumping station
Pumping crude oil up the line.
Then you stop and listen briefly
And you hear a pow-pow-bing,—
It's a plant of eight big units
Making casinghead gasoline.

Then just turn and look behind you
And you see a bunch of men
Throwing up their hats in laughter
Round a well they've just drilled in.
Then you go a few rods further
And you'll find a pipe line gang
Doing the three stroke by the hammer,
A pipe line tune the hammers sing.

And the telegraph department
Is busy stringing copper wire,
Making sure of first-class service,
Their work and skill we all admire.
Then you meet a man a-walking,
Walking 'long the discharge lines,
With a chisel and a hammer
Corking all the leaks he finds.

This crude goes to refineries
All over the U. S. A.,
And's refined to crude oil products
In the latest modern way.
My hat is off to Oklahoma,
It's the greatest State I know,
There the boys are always busy
Making room for crude to flow.

Youngstown P. L. Station. —D. C. Blakely.

FEEDING THE BIRDS.

I'm keeping open house, these days—
My penstomers the garden throng,
Brave feathered minstrels, they, who charm
Their daily dinners with a song—
Families of sparrows, pert and small,
Shy sparplings with their plaintive call,
Mr. and Mrs. Blue Jay bold,
A host of speckled chickadees,
Gray squirrels, too, come swarming down
From cozy nests on high in trees,
Holding up hungry, furry hands
To me, a friend who understands.

—Mazie V. Caruthers.

Cut thy coat according to thy cloth.—Lily.

The Entertainment and Dance in the Grand Ball Room of the Hotel Pennsylvania for employes of The Texas Company and their friends in New York City and vicinity, on April 19, was one of the most successful ever held in New York. More than 1,300 were present. Enthusiasm and general good will was the outstanding feature,—if one could say that there was an outstanding feature.

On the first page of the elaborate program was the inscription:

"May the good feeling which is generated here act as a motive force in developing cordiality in our daily business relations which will make possible the greatest degree of co-operation,—in short: may we aspire to the Texaco Ideal: All for Each—Each for All."

The spirit of the inscription was certainly realized. Nearly everyone came early and went home late after enjoying every minute. The order of dancing was:

- | | |
|-----------------------|------------------------|
| 1. Easy Pour One Step | 9. Aphalt Fox Trot |
| 2. Thuban Fox Trot | 10. Cetus One Step |
| 3. Cap Grease Waltz | 11. Texwax Fox Trot |
| 4. Gasoline Fox Trot | 12. Crystallite Waltz |
| 5. Regal Nantucket | 13. Rabtex Fox Trot |
| 6. Crater One Step | 14. Nabob One Step |
| 7. Ursa Fox Trot | 15. Tractolox Fox Trot |
| 8. Roofing Waltz | |

The entertainment numbers by vaudevillians and singers were enjoyed by all.

The hostesses of the evening were:

Mrs. A. L. Robinson Miss M. Donohue
Miss K. M. Thayer Miss H. F. Clapp

The Honorary Committee consisted of:

David Brown J. T. Groves R. Cullinan
P. D. Gatchell L. A. Jacob D. B. Tobey

The Executive Committee in charge of the Dance was:

C. E. Murphy, Chairman	E. G. Greiner	J. D. Post
G. T. Brannan	L. H. Clossy	E. A. Guerin
E. A. Guerin	E. M. Rafferty	C. E. Schreiber
G. S. Fischer	J. W. E. Highbee	W. D. Kelley
L. D. Manley	W. D. Kelley	M. J. Shai
J. T. McLaughlin	T. D. Kaufman	M. H. Smith
J. G. Medley	C. M. Legg	R. B. Wright
F. L. Gallagher	A. J. Pece	H. E. Young

★ ★

The Houston Oil League is composed of the Humble Oil and Refining Co., Gulf Pipe Line Co., Sinclair Oil Co., and the Texaco Club. Only bona fide employes are permitted to play. Two cups have been offered for the winner in the League, one by the Bering Sporting Goods Co., and the other by the Houston Sporting Goods Co.

The season opened April 2 and will close September 10. Since opening Texaco has played and won four straights, pct. 1,000. The games are played every Saturday afternoon.

The Texaco Baseball Team is composed of men who have been playing ball in and around Houston practically all their lives. Among them are some of the fastest amateur ball players in this part of the State. When you take into consideration such men as Stelbauer, Turner and McHale, in the outer gardens; Kamp, Benz, Herndon, and Hailey, in the infield; Leach and Hicks, backstops; Link (former Major League southpaw), Ballard, and Bercley, on the firing line, you have a team of ball players second to none in the city of Houston.

It has been the policy of the Texaco Club, which is backing the baseball team, to give each and every employe a chance to make good on the team. If there are any employes of The Texas Company desiring to make good on the team, they will be given plenty of opportunity if they will get in touch with Manager Tex Convery or Captain E. Benz. Every one will be given opportunity to show what he can do—the more the merrier.

DON'T BLAME THE FUEL

The majority of starting difficulties are attributed to poor fuel and cold weather, when, in reality, the trouble in a large percentage of cases is due to some lack of adjustment or proper care. Often leaky valves, poor ignition, improper carburetion, or low battery will be found the cause of the difficulty. Any one of these things is sufficient in itself to cause trouble, but when three or four such ailments occur in combination the result is serious starting trouble. In warm weather it might be possible to worry along, but in cold weather it is not, and the driver is prone to lay the blame at the door of poor fuel. A few precautions will avoid the cause of the difficulty. Starting troubles, as well as insuring better running performance, as in most cases an engine that is hard to start is not dependable in action.

The following instructions if followed carefully will result in easy starting and a smooth running engine: Grind valves

TEXACO STAR

OVERALL BILL TROUBLE SHOOTER



When the motor balks—he'll tell you why
TELL HIM YOUR TROUBLES

Address L. V. Newton, Rm. 327, 17 Battery Place, New York

We report the final score of the bowling match between Bayonne Terminal and the New York Office, together with the scores of other games played by the New York Office.

The New York Office Team has had a successful season, losing only the first series—due principally to stage fright as most of the men had had no experience in match games.

The New York Office Team would like to hear from other offices with a view of arranging games, either this season or next. Teams far from Broadway can be bowled by stating a certain night and sending scores by mail.

Texaco, N. Y.		Feb. 4, 1921		Interboro			
Sweeney	209	200	161	Hoffman	182	212	145
Wittler	175	127	148	Kerins	166	173	167
Sturm	171	181	149	Dougherty	149	137	165
Hambridge	191	168	179	Olney	181	173	212
Falk	165	147	176	Powers	188	154	166
Total	911	823	813		866	849	855
			2547				2570

Texaco, N. Y.		Feb. 8, 1921		Interboro			
Sweeney	159	203	183	Hoffman	166	221	187
Wittler	147	147	164	Kerins	133	157	242
Sturm	175	191	144	Dougherty	148	173	152
Gilsenan	141	152	186	Olney	149	180	130
Falk	177	179	203	Powers	165	210	164
Total	799	872	880		761	941	875
			2551				2577

Grand Total 5098

Texaco lost by 49 pins

Texaco, N. Y.		Feb. 16, 1920		Bayonne Term.			
Sweeney	182	196	226	Farrell	158	198	144
Sturm	169	136	169	Woodruff	164	217	170
Gilsenan	149	183	163	Simpson	139	168	147
Wittler	189	158	180	Bucina	189	158	171
Falk	134	150	232	Ford	185	194	184
Total	823	823	971		835	935	816
			2617				2586

Texaco, N. Y.		Mar. 10, 1921		Bayonne T. at N. Y.			
Sweeney	149	153	190	Farrell	138	142	186
Sturm	231	164	174	Woodruff	145	162	159
Wittler	163	182	163	Simpson	182	160	148
Hambridge	189	178	175	Bucina	147	137	160
Falk	153	211	165	Ford	125	156	159
Total	867	858	867		747	697	812
			2592				2246

Grand Total 5209

Texaco won by 377 Pins

Texaco, N. Y.		Mar. 4, 1921		Azure Bowling Club			
Sweeney	167	205	176	Preimer	136	176	140
Sturm	121	153	211	Rudy	138	171	133
Wittler	136	136	123	Klap	124	136	150
Sturm	187	151	205	Charles	141	166	143
Falk	200	141	181	Billie	143	188	152
Total	811	786	896		682	837	718
			2493				2237

Texaco won by 256 pins

Texaco, N. Y.		Feb. 18, 1921		Traffic Dept. N. Y.			
Sweeney	224	149	145	Voorhis	171	180	169
Pearse	147	170	135	Saul	160	152	168
Wittler	163	149	150	Malone	133	127	137
Hambridge	179	138	145	Woolenback	151	160	122
Falk	170	176	192	Nealy	184	173	197
Total	883	782	767		799	792	793
			2432				2384

Texaco won by 48 pins

Texaco, N. Y.		Feb. 25, 1921		Booth S. S. Co.			
Sweeney	184	164	175	Schmidt	138	168	167
Gilsenan	148	160	193	Lane	107	112	136
Wittler	169	167	132	Jensen	131	106	170
Hambridge	181	158	180	Barham	139	130	82
Falk	184	181	177	Helmeke	146	116	152
Total	866	830	857		661	632	707
			2553				2000

Texaco won by 553 pins

(Continued from page 23)

and carefully check up valve push rod adjustment; examine spark plugs and breaker contact points—see that they are in good condition and the spark gaps correct; recharge the battery if any cells show below 1.260. Have the charging of the battery done at a regular service station rather than try to charge by

1. Trouble Shifting Gears.—Q. "Have a 7 passenger Mitchell. At times the transmission gets stuck so that I cannot shift from 1st to 2nd until car stops—have plenty of gear oil in the casing. What is the trouble?" (R. C., Maspeth, L. I.)

A. The trouble you are experiencing in shifting gears on your Mitchell car is due to clutch brake being out of adjustment. You do not state the model of your car, hence we cannot advise just how adjustment is made. Under ordinary circumstances a Mitchell Service Station can correct this trouble in a few minutes.

2. Ground Brush Trouble.—Q. "I have a Bosch high tension magneto which fires at the coupling. The car runs all right when started, but fires at coupling." (H. R., Jersey City, N. J.)

A. In the base of the magneto there is a small grounding brush which bears on one of the brass ends of the armature. The high tension current has to pass through the frame of the car in order to complete its circuit. Evidently the brush is stuck or broken and the high tension current is returning through the shaft and coupling instead of the grounding brush.

3. More Miles Per Gallon of Gasoline.—Q. "I'd like to know the several most popular aids used to secure more miles per dollar in the use of Motor Gasoline. Have read of 'Hot Spots,' Thermostat Control, etc., and would like to know which of these new ideas works out the best on the present day auto truck." (E. S. D., New York Office.)

A. The problem to which you refer is one that has caused more worry to the automotive engineer than possibly any other during the last two or three years. There are so many factors that enter into the question of securing more miles per gallon of gasoline that it is exceedingly difficult in a column of this kind to cover the subject. The most important factors, however, are:

Carburetor design: Makes for more than mere metering devices by using jets that will thoroughly atomize heavy fuels under all speeds and conditions, including low temperature.

Intake manifold design: Means that the best manifold shape is worked out for each type of motor.

Introduction of heat into the intake manifold when the motor is cold: Will materially assist breaking up the fuel, but should be discontinued as soon as the temperature of the motor rises. If this is not done volumetric efficiency will be greatly reduced. This is one trouble with the so-called "Hot Spot" manifold at this time.

Valve timing: An important consideration in conjunction with carburetor and intake manifold design, and correct valve timing should assist distribution of gases, especially at slow motor speeds.

Thermostatic control of water temperature: Important and should be a feature of every internal combustion engine. It is readily to be seen, however, that this will not in any way improve starting, but can only improve conditions after engine is started and car has begun to perform.

I would suggest that you read the article "Lubrication of Motor Vehicles" in the April issue of *Lubrication*. That article points out the important role the correct oil plays in motor car efficiency, and, of course, this has a direct bearing on miles per gallon received.

running the engine idle. Ordinarily the engine is not run long enough to do much good, and, even if it is, the fuel wasted and the deteriorating effect on the engine far more than offset the cost of the battery service station.

Keep your engine in good repair and your battery charged up full, and you can leave the buying of special starting equipment to the other fellow.—The Oldsmobile Pacemaker.

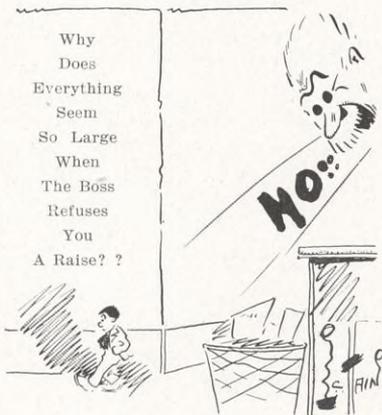
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 "How to know your man before he gets on the payroll."
 Using Today's Problems to Train Tomorrow's Managers, by W. D. Plumb.—*System*, April 1921.
 The Trend Toward Decentralization (in large industrial organizations), by Harry Tipper.—*Automotive Industries*, March 24, 1921.
 The Executive's Responsibility in Patent Matters, by R. P. Clarkson.—*Industrial Management*, April 1921.
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 Cylinder Lubrication with Superheated Steam, from Technical Department, Vacuum Oil Co.—*Lubrication World*, March 1921.
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 Standardization Without Understanding is Harmful, by Harry Tipper.—*Automotive Industries*, March 31, 1921.

A noteworthy comment on certain ill-advised plans for "standardizing methods of selecting men and women for vocations."



THE MENACE

The road is dark with reckless gents whose cheap cars swiftly pass, and they have less than fifty cents when they have paid for gas. They got their cars where junk is sold by some unmoral man; they got their cars, to have and to hold on the installment plan. And if they smashed my limousine, destroyed its priceless hood, they could not raise a silver bean to make the damage good. And if perchance they ran me down, and broke my costly spine, they could not raise a single crown to pay a claim of mine. Along the road their boats are hurled, for wrecks they do not care; they have no assets in the world, the damage to repair. Oh, in the future or beyond, on some bright day afar, the man must give an ample bond who hopes to drive a car. . . . The paupers scorch along the hill, and by the virgin wood; and if they wreck or maim or kill they can make nothing good.—*Watt Mason*.

He that falls in love with himself will have no rivals.

Madam, this might happen to you—

LAST Fourth of July, Mrs. Arthur, who is my neighbor, thought it would be a good plan if we took the children out for a spin into the country.

As our husbands pleaded off in order to spend the day on the golf links, we drove the cars ourselves.

When we got away out past the city limits, my engine started to knock. So I slowed down and screwed off the radiator cap to see if the water had become low. But I found that was all right. I then remembered to look at the oil gauge and I saw what was causing the heating up. The oil supply was pretty low.

I knew that there was an oil station about a mile and a half up, on the outskirts of the next village, but I didn't want to run the car that far without fresh oil and I couldn't leave the children in the car and get the oil myself.

Mrs. Arthur had stopped at one of the stations along the road to have the tires blown up, but told me to go on and she would catch up. So there was nothing but wait for her and then send her to get some oil and drive back.

She came along soon after. I explained the trouble and, after laughing at me for my lack of preparedness, she went on and the children scrambled out to pick a few wild flowers. In a short time she came back.

I hailed her and asked her what kind of oil she had. She said, "The right kind for your car—

TEXACO MOTOR OIL MEDIUM

I started to lift the front seat to get at the funnel John always carried in the conglomeration of wrenches, spark plugs, and oily waste, that somehow seem to accumulate there and I really dreaded to fish it out because we ex-

pected to make a call on the way back and I had on a pretty frock which I did not care to get oil stained.

Mrs. Arthur said, "Hold on a minute, Jane, what are you doing?"

"I am going after the funnel."

She said, "Never mind. Look what I got." And she showed me a Texaco Easy Pour Can.

"Goodness gracious, isn't that clever? We don't need a funnel. It's a wonder nobody ever thought of that before."

Mrs. Arthur said, "I'll bet a woman thought of that scheme."

Anyway, in a trice we screwed off the cap, punched a hole in the soft metal seal, poured in the oil and we soon were off to complete the pleasant day.



Keep an Easy Pour Can in your car always. It stows away like a thermos bottle.

And from now on, you may be sure that neither Mrs. Arthur, myself, nor any of our friends who know about it ever travel without the Easy Pour Can of Texaco Motor Oil in the right grade, because you know you can't always depend on your husband to attend to everything, and occasionally he will forget to have the car oiled or it might happen that you're stuck out on the road as I was.

This is the text of a pamphlet recently issued by the Advertising Division

THE TEXAS COMPANY,
17 Battery Pl., New York City



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