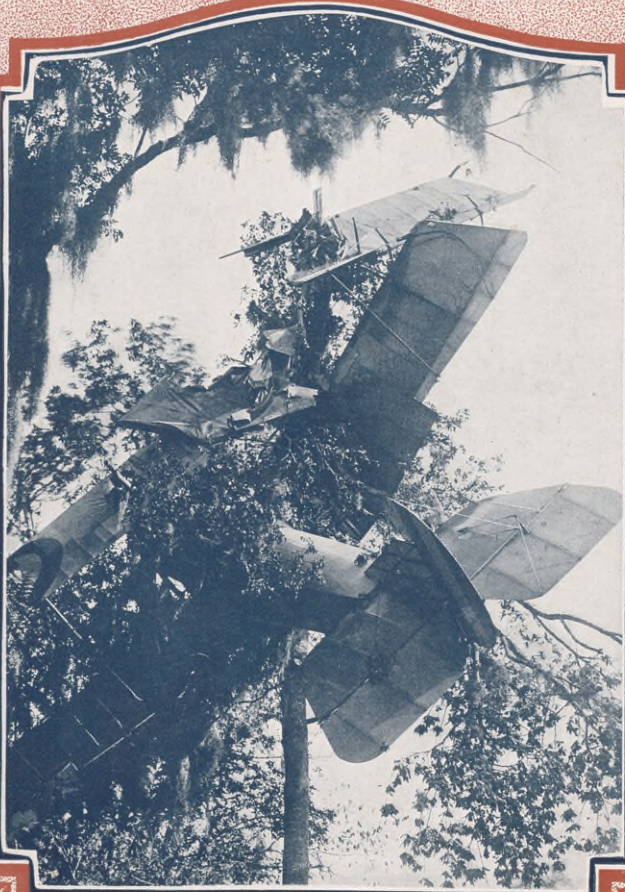




TEXACO STAR

FOR EMPLOYEES OF THE TEXAS COMPANY



Not a "Three Point" Landing
But the Aviator slid down the tree unhurt

We were looking for the text
for this "ad" page
the other day

—When along came this letter:

Welland, Ont., June 23, 1919

The Texas Company,
5 West St., N. Y. C.

Gentlemen:-

Please send me a copy of "Maintaining a Motor Car"
—is your product on sale in Buffalo?

Yours truly,

P. O. Box 604

(Signed) G. W. Stalker.

Now, there is nothing remarkable about this letter except that the booklet asked for is out of print for years.

And by the keyed address we can tell that Mr. Stalker referred to an advertisement which appeared in a popular magazine in February 1913.

"There is a thought there," said we, "Two of them, in fact."—

First.—Nobody can tell how long an ad will last, so therefore, in anything we print we must be reasonably certain that we say nothing which we will have to retract in the course of a year or so.

Then, it occurred to us that we must not only tell the truth about our products, but to give the greatest service, we must tell the whole truth. We can only tell the whole truth where we have at our command all the good things which can be and are said about our oil.

You Texaco Men in various positions throughout the Company can help by jotting down and sending to us all fine things you hear about Texaco Products in work.

Engineers, salesmen, station employees, and others, please keep in mind how you can do your mite in spreading the gospel of Texaco Quality.

Thank you.

ADVERTISING



DIVISION

'THE CITY OF BRASS'

*In a land that the sand overlays—the ways to her gates are untrod—
A multitude ended their days, whose fates were made splendid by God
Till they grew drunk and were smitten with madness and went to their fall;
And of these is a story written: but Allah alone knoweth all!*

*When the wine stirred in their heart their bosoms dilated,
They rose to suppose themselves kings over all things created—
To decree a new earth at a birth without labour or sorrow—
To declare: 'We prepare it today and inherit tomorrow.'
They chose themselves prophets and priests of minute understanding,
Men swift to see done, and outrun, their extremest commanding—
Of the tribe which describe with a jibe the perversions of Justice—
Panders avowed to the crowd whatsoever its lust is.*

*Swiftly these pulled down the walls that their fathers had made them—
The impregnable ramparts of old, they razed and relaid them
As playgrounds of pleasure and leisure with limitless entries,
And havens of rest for the wastrels where once walked the sentries;
And because there was need of more pay for the shouters and marchers,
They disbanded in face of their foemen their bowmen and archers.*

*They replied to their well-wishers' fears—to their enemies' laughter,
Saying: 'Peace! We have fashioned a God which shall save us hereafter.
We ascribe all dominion to man in his factions conferring,
And have given to numbers the Name of the Wisdom unerring.'
They said: 'Who has hate in his soul? Who has envied his neighbour?
Let him arise and control both that man and his labour.'
They said: 'Who is eaten by sloth? Whose unthrift has destroyed him?
He shall levy a tribute from all because none have employed him.'
They said: 'Who hath toiled? Who hath striven and gathered possession?
Let him be spoiled. He hath given full proof of transgression.' . . .*

*They ran panting in haste to lay waste and embitter forever
The wellsprings of Wisdom and Strength which are Faith and Endeavour.
They nosed out and digged up and dragged forth and exposed to derision
All doctrine of purpose and worth and restraint and prevision:
And it ceased, and God granted them all things for which they had striven,
And the heart of a beast in the place of a man's heart was given. . . .*

*They denied what they dared not abide if it came to the trial,
But the Sword that was forged while they lied did not heed their denial. . . .
The tares they had laughingly sown were ripe to the reaping,
The trust they had leagued to disown was removed from their keeping.
The eaters of other men's bread, the exempted from hardship,
The excusers of impotence fled, abdicating their wardship.
For the hate they had taught through the State brought the State no defender,
And it passed from the roll of the Nations in headlong surrender.*

—Rudyard Kipling



Ellington Field on Review, Nov. 11, 1918. Two Miles of ships lined up across the Flying Field

TEXACO STAR

VOL. VI

JULY 1919

No. 9

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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Address: Texaco Star, 401 The Texas Company Building, Houston, Texas

THE CORRECTION of false or misleading statements concerning the industries and commerce of the country is a critical need of the hour. Business men should give more heed to it than they do. A duty rests upon those who know and understand the facts, to correct such misstatements currently. The newspapers, in their rush and hurry, seldom make enlightening comment, as the fruit of editorial knowledge and wisdom, upon erroneous statements printed in their news columns; but they would not refuse to publish letters of protest and correction.

In view of the manner in which our political institutions have been functioning in recent years, it is gravely important that the majority of the people be not misled, either by willful deceivers or by presumptuous fools.

Some very injurious misrepresentations have been spread broadcast by certain bureaucratic agencies of the Government. A conspicuous instance appears in a report this month by the Federal Trade Commission on the meat packing industry.

Its main contentions are aside from the definite point of my present remarks; but I may say in passing that the development of an industry to include the by-products of its basic material is the chief means evolved by modern business administration for reducing the cost of the main product to consumers. The Trade Commission offers as *prima facie* evidence of conspiracy or usurpation the fact that the meat packers are interested in the manufacture of glue, curled hair, pepsin, etc. In pure wantonness the octopus has taken over even *banjo strings*! Shades of Sherlock Holmes! has Mr. Heney, the Commission's celebrated sleuth, overlooked something? Are banjo strings still made of *cat guts*? Will Mr. H. immortalize himself by uncovering the

mystery of the disappearing felines? In any event, if it were put to a vote it would be decided that banjo strings are made of cat gut. Every little helps and this field for suspicion might serve the turn as well as the larger field of ignorance of arithmetic and business principles.

Whatever the purpose of the Trade Commission may be, the effect of its misleading report is equally injurious. All who are deceived will attribute the high prices of meat to the profit taken by the packers.

The truth is very simple—as plain and indisputable in the realm of reason as that 2×2 is 4. The total net-profit taken by the capital invested in these vast enterprises is undisputedly less than $\frac{1}{4}$ cent per pound of meat marketed by them. Therefore this profit has nothing to do with the price: if the capital investment went without any return at all, the price of meat per pound could not be reduced by more than $\frac{1}{4}$ cent.

On account of the enormous turn-over, $\frac{1}{4}$ cent per pound secures excellent profit for the great capital investment. A small investment would require a profit of many times $\frac{1}{4}$ cent per pound to secure half so good a profit.

★ ★

If you will make the calculation for the business of our own Company, by dividing the number of gallons marketed by the number of dollars in our profit (which would assume that all by-products, such as paraffin, asphalt, etc., had been sold at cost), you will find that the price per gallon to the consumer could be affected only very minutely if our invested capital took no profit at all.

★ ★

The effective causes of general high prices (aside from complex questions of credit-inflation) are plain enough and easily understood by any one willing to consider the

TEXACO STAR

facts reasonably. But that is another story. Whatever the real causes are, they are certainly not the profits taken by capital invested in "big business."

★ ★

There are people who really seem to talk as if the infinite activities of the industrial world were something almost beneath the notice of highly educated and intelligent men. A profounder mistake does not, I believe, exist. Few indeed are the subjects which have so many aspects of interest as the many-sided life of commercial and industrial mankind, the making of goods, the transport of goods, the marketing of goods, the financing and all the transactions by which distribution is carried out; these form in the modern world a subject so profoundly complicated and interesting that a man to whom the thought of earning his living was unnecessary, and who had no idea of gain in his mind, might well devote his interest from the purely scientific point of view to this great study. It touches science, it touches politics, it touches social organization, it touches diplomacy, it touches international relations in every aspect; and how can a study of which all that can be said, and truly said, how can that, if properly taught and properly understood, have a narrowing effect upon any man whatever?

—*The Rt. Hon. Arthur J. Balfour.*

★ ★

So far from danger of a prolonged period of nonemployment, it appears that every worker, whether returned soldier or industrial substitute, will be needed to repair the wastage in the industrial machinery, to overtake the construction program neglected during the war, to help make up the shortage of foodstuffs and of almost every other necessity of life, which exists in this country only in a somewhat less degree than in the rest of the world.—*The Lamp.*

★ ★

Full Steam Ahead.—There is no good burying one's head in the sand of denial and refusing to recognize the existence of the "Red" peril and other conditions growing out of the world conflict or aggravated by it. But discrimination and accurate weighing of facts never fails to send the scales far down on the side of positive as opposed to negative thinking. Below is a letter that we offer in illustration of the point. It went to 37,500 buyers from the Beech Nut Packing Company, in March, 1919:

"Every now and then some learned psychologist (pronounced sick-ologist) predicts that our Country is going to the dogs—that Bolshevism and discontent are rampant. He senses in the restlessness of a few the upheaval of a mass; he feels that the natural tendency of business to hesitate means that business is about to disintegrate.

"This letter concerns the tendency of business towards hesitation; we are even going to be a little personal because we feel that the hesitation is brought about by one man's waiting to see what his neighbor is going to do.

"We're going ahead full steam—and like Farragut we say: 'Damn the torpedoes'—the torpedoes of high wages, labor, discontent, and Bolshevism. If there are not enough real people left in this Country to do business with we are willing to sink, but we'll at least go down fighting and with colors flying.

"By the first of June we expect to have finished a new four-story addition for the increased production of jams, jellies, preserves, and marmalades. By the first of July we expect to have ready an entire new plant for the manufacture of ginger ale.

"If anybody asks us why, our answer is 'Because of faith in our Country—in the American people.'

"Forget Bolshevism—forget it as a doctrine that is unwholesome and essentially un-American; then stamp it out through achievements that are typical of progress and Americans."

—*Beech Nut Packing Company.*

★ ★

At the Southport Conference, by practically a majority of two to one, British Labor declared itself in favor of the strike as a political weapon. . . . What is to follow if the theory is reduced to practice? What can follow but this, that the walkout is to be substituted for the ballot-box, the picket for the canvasser, and the operation of the Constitution suspended in favor of the strike. . . . What is the present condition of affairs against which the Southport threat is aimed? A general election took place last Christmas. It was perfectly possible for the Labor men to have gained a victory at the polls for their policy. Instead of that, the rank and file returned Mr. Lloyd George to power by the greatest majority ever known in Parliament. . . . the very men whose representatives at Southport have just committed them to the doctrine that they should strike in order to nullify the acts of those whom they returned to Parliament to commit those acts. Is there no humor in the Labor Party? Apparently not, for they are proposing to strike against the effect of their own acts. There is, however, a more serious aspect to the matter. It is this, that a body of two million trade unionists claim the right to stop the business of the country because the representatives of the country, returned in a recent election by an overwhelming majority, are doing precisely what they were returned to do. The idea is preposterous and anarchical, and resolves itself into the demand of an overbearing minority to have its own way or to set the house on fire. . . . Doing as you like is not statesmanship, is not even common morality. It is selfishness rampant, the ecstasy of power, the license of human will; and this, whether Capital or Labor, ignorance or intelligence, is the offender.—*The Christian Science Monitor.*

CRUDE OIL PRICES AT WELLS

July 1, 1919

Same as for June 1, 1919

TEXACO STAR

The prudent, penniless beginner in the world labors for wages a while, saves a surplus with which to buy tools or land for himself, then labors on his own account another while, and at length hires another new beginner to help him. This is the just and generous and prosperous system which opens the way to all, gives hope to all, and consequent energy and progress and improvement of condition to all.

—*Abraham Lincoln.*

★ ★

If we will abolish the distinction of branches, and have just one branch; if we will abolish jury trials and leave all to the judge; if we then ordain that the Legislator shall himself be the judge; and if we will place the executive power in the same hands, we may readily simplify government—we may easily bring it to the simplest of all possible forms, a pure despotism. But a separation of departments, so far as practical, and the preservation of clear lines of division between them, is the fundamental idea in the creation of all our constituents, and doubtless the continuance of regulated liberty depends upon maintaining these boundaries.—*Daniel Webster.*

★ ★

If you found a counterfeit dime, a plugged quarter, or a Mexican dollar in your pay envelope on payday, what would you do?

Of course you would.

Well—did you ever take count of the spurious minutes you passed off on the firm in a week, for which you expected them and for which they did pay you good money? Did you ever check up your time as closely as you checked up the contents of the pay envelope? Think it over.

—*Office Appliances.*

★ ★

Doing Things Twice.—What an enormous total would result if it were possible to compute the time wasted in doing things over again. Everyone does things twice—more or less. And what an aggregate waste in a week, a year.

We lock a door at night, and later before getting into bed we try it. We turn out a light in a room on leaving it, and later we look to see if it is out. We seal a letter for mailing, and then look at the address to make sure. We add figures, we copy, we count things, we make a statement of fact—and then verify what we've done. There are exceptions to all rules, of course, but most things can be done right and accurately the first time.

There are many folks who never have time to do certain things they wish to do. How much time could they save to that end by never doing over again some of the things they do do?

It is a paying investment, with dividends of minutes and hours, to train yourself to do it right once and for all and be sure of it after it is done.

—*The Three Partners.*

THE SEVEN WATCHMEN

Seven watchmen sitting in a tower,
Watching what had come upon mankind,
Showed the Man the glory and the power
And bade him shape the Kingdom to his mind.
"All things on earth your will shall win you."
'Twas so their counsel ran.

'But the Kingdom—the Kingdom is within you,'
Said the Man's own mind to the Man.

For time, and some time—

As it was in the bitter years before
So it shall be in the over-sweetened hour—
That a man's mind is wont to tell him more
Than Seven Watchmen sitting in a tower.

—*Rudyard Kipling.*

LIFE WISDOM

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

—*Benjamin Disraeli.*

Each man should learn what is within him, that he may strive to mend; he must be taught what is without him, that he may be kind to others.

—*R. L. Stevenson.*

Wise men are instructed by reason, men of less understanding by experience, the most ignorant by necessity, and beasts by nature.—*Cicero.*

He that won't be counseled can't be helped.—*Benj. Franklin.*

Greatness is a spiritual condition, worthy to excite love, interest, and admiration; and the outward proof of possessing greatness, that we excite love, interest, and admiration.—*Matthew Arnold.*

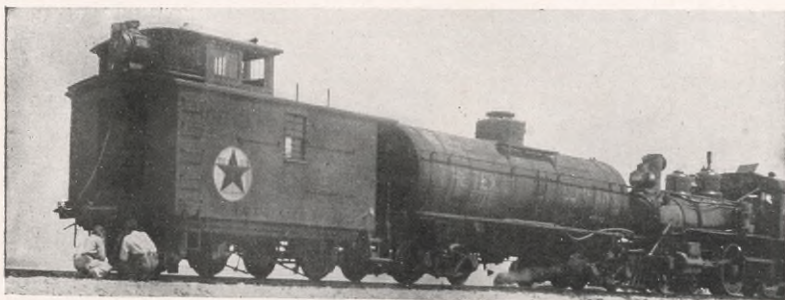
To be bodily tranquil, to speak little, and to digest without effort are necessary to grandeur of mind or of presence, or to proper development of genius.—*Balzac.*

The will of the pure runs down from them into other natures, as water runs down from a higher into a lower vessel. This natural force is no more to be withstood than any other natural force.—*Emerson.*

Let us not dream that reason can ever be popular. Passions, emotions may be made popular; but reason remains ever the property of an elect few.—*Goethe.*

Few that wander in the wrong way mistake it for the right; they only find it more smooth and flowery, and indulge in their own choice rather than approve it.—*Samuel Johnson.*

TEXACO STAR



PREVENTING RAIL CORROSION

J. A. BROWNELL

Railway Sales Department, Houston Office

For a number of years some of the large eastern roads have been spraying their rails with Texaco No. 45 Road Oil, to prevent corrosion and rust. On the Delaware, Lackawanna & Western R.R., particularly, this method of spraying the rails is in vogue by means of an oil spraying car which is the invention of Mr. Neafie of that road, the patents, however, on the spraying device being controlled by The Texas Company.

The Railway Sales Department recently has had completed at our Port Arthur Works an oil spraying car for use in the South on railroads not caring to go to the expense of fitting up an oil spraying car of their own. The TCX 01, our oil spraying car, is a converted caboose and is completely equipped for spraying No. 45 Road Oil on the rails, being fitted out with headlight, bell, and even a speed-

ometer. The car is painted a light green, with the Texaco trademark in colors and presents an attractive appearance. The makeup of an oil spraying train is, first the oil sprayer, then a tank car of Texaco No. 45 Road Oil, after which comes the locomotive, and behind the locomotive additional cars of road oil, depending on the distance to be covered.

The sprayer was given a tryout on the Kansas City Southern out of Port Arthur in February, and report received a few days ago from that road states that the application of oil has proved beneficial, that it is an excellent preventive against rust, and that the oil is holding like paint.

The oil sprayer has just finished a trip over the Gulf Coast Lines, spraying 210 miles of rail. The credit for booking the sprayer on its first large assignment



Side View of Oil Sprayer



End View of Oil Sprayer

TEXACO STAR

goes to L. R. Dallam, a new member of the Railway Sales Department but not lacking in enthusiasm for Texaco. W. S. Bowles of this Department is in charge of the car, and on this trip was assisted by W. W. McCullar of Port Arthur Works. L. R. Dallam and L. M. Jacobs of this Department were also present to see that everything went off smoothly. Mr. Kirkpatrick, chief engineer of the Gulf Coast Lines, Mr. Resch of the I. & G. N., and Mr. Hawkins of the Southern Pacific accompanied the car to observe its operation and this plan of spraying the rails.

It was decided to spray a stretch of about 68 miles south of Algoa, but hardly had this job been finished before the railroad decided to continue spraying to Kingsville, and by the time sprayer reached Kingsville the railroad was ready to keep up the good work all the way to Brownsville, with the exception of a 70-mile skip beyond Kingsville. A total of 210

miles of rail were sprayed on the Gulf Coast Lines to the entire satisfaction of the Gulf Coast representative. The representatives of the other roads expressed their surprise at the perfect work of the sprayer, as well as being satisfied with this plan of oiling the rails.

Preventing the corrosion or rusting out of rails and rail fastenings, by spraying Texaco No. 45 Road Oil on the rails, results in a substantial saving to the railroad: first in the material, the cost of which at present is abnormally high, and second in the labor cost for putting in new material oftener than where a preventive method is followed and new material is not required except at long intervals.

"Preventing Rail Corrosion," and "An Ounce of Prevention," are the titles of two booklets, covering the subject, distributed by the Railway Sales Department to railroads.

The American Red Cross, under authorization by the War Department, has prepared to photograph all identified graves of American dead and to send the pictures to the next of kin.

On receipt at Red Cross Headquarters in Washington each photograph is mounted in a cardboard folding frame, one side of which contains data concerning the dead soldier. Requests for such pictures may be made to the Bureau of Communications of the American Red Cross, and every effort will be made to hasten delivery.

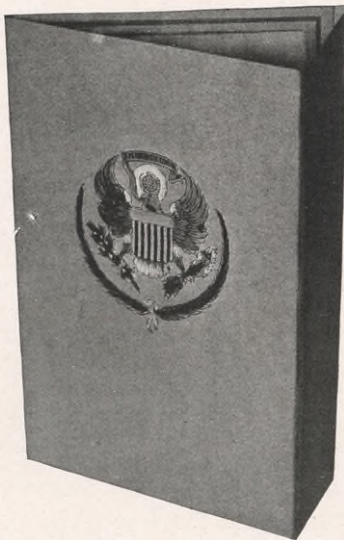
The following description of one of the little burial plots has been sent to the Red Cross by one of its workers in France:

One of these little cemeteries I shall always remember. Laid out with perfect niceness and regularity were the graves in rows, each one marked by a cross—just two pieces of wood nailed together. At the intersection of the two pieces there is a round shield, made of aluminum and painted with the American flag surrounded by a laurel wreath. Beneath this is nailed an aluminum card on which is stamped the soldier's name, organization, and the date of his death. Still below this is nailed, whenever possible, one of his identification tags, which is, after all, the most important part of the whole equipment.

In the centre of the plot three muskets are grounded, and swinging from their bayonets is a soldier's helmet, hanging like a fern basket. Some plants have been put at each corner. At the back is a much larger cross bearing a card: "In this little plot of ground lie the bodies of seventy-eight American soldiers."

There are similar little plots at intervals all

along the edges of the battlefields, and I believe that even after we have left France the kind French peasants will care for them as they do for their own.



Frame for Red Cross photograph of grave of American soldier. Coat of Arms of the United States embossed on one side; on other side is given the name and rank of the dead soldier, the number of his grave, and the location of the burial place. Size $3\frac{3}{4} \times 5\frac{1}{2}$ inches.—Photograph by American Red Cross.

TEXACO STAR



Ellington Field, Houston, Texas

The flying field is two miles long and one mile wide. The buildings occupy a strip 8,000 feet long and 800 feet wide. Note the lines of ships on the flying field.

ELLINGTON FIELD, HOUSTON, TEXAS

DRURY M. PHILLIPS, Captain, A. S., S. R. C.

Assistant Engineer, Port Arthur Works, Formerly Maintenance Officer, Ellington Field

To most Texans the deep hum of the airplane engine became a daily occurrence. Scattered over Texas were half a score of flying fields, from the first of them all, Kelly No. 1, at San Antonio, on north to Wichita Falls, south to Houston, and back to San Antonio for Camp John Wise—if we may call a balloon school a flying field. Possibly in the great expanse west from San Antonio, and in the far Panhandle, the airplane was a rare visitor; but from Wichita Falls to Orange there are no cities and few towns that have not entertained some airman, whether from forced landing, Liberty Bond Campaign, "jazzing," or hunt for "high test gas" and "aero lube."

Those of us who were so unfortunate as to "fight the war in Texas," yet were so fortunate as to be stationed at Ellington Field, insist it is the best field in Texas, and that means in the United States. The writer naturally expects some opposition to this rather broad statement, but twenty years in Texas, and sixteen months at Ellington makes argument useless. Short of

actual service in France, he would rather have served there than any place he knows of.

A flying field, particularly a specialized school such as Ellington became, is as complicated as the airplane itself. The two-unit field is a little bewildering at first, with its peculiar layout—the buildings in a strip 800 feet wide and 8,000 feet long, on one edge of a mile-wide by two-miles-long stretch of dead flat prairie. Ellington was built in less than three months—not finished, but ready for operation. There were all kinds of buildings, 97 in all: 24 hangars in one line; 12 barracks for 150 men each, with all modern conveniences, and separate mess halls; 12 sets of officers' married quarters with six apartments in each building; two officers' bachelor quarters with 18 rooms in each; four big warehouses; two school buildings equipped for lectures and recitations; two headquarters buildings; machine shops; blacksmith shops; engine repair shops; plane repair shops; engine test shops; garages; base hospital fully

TEXACO STAR



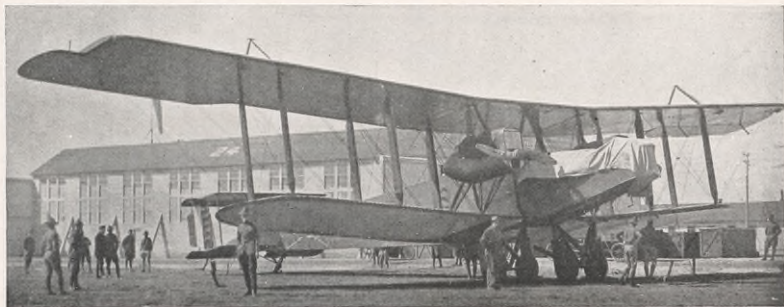
A study in American aircraft development

Curtiss J. N.-4 Training Plane, 150 h. p.; DeHaviland-4 Battle, 400 h. p.; Handley-Page Bomber, 800 h. p.

equipped; officers' club and mess hall; two 50,000-gallon 145-ft. high steel water towers; septic tank sewerage disposal plant, and complete sewer system; power, light, and telephone lines; complete water system, from its own deep well and air lift pump down to over 100 fire plugs; underground gasoline storage and distributing system; a complete system of roads and walks. Ellington Field was a full-fledged city in every respect,—even to two big stores and four "movies."

Before the contractors had finished their

work, men were arriving from the great concentration camp at Kelly Field; flying officers from older flying fields in the north; ground officers from training camps; and planes from Dayton, Detroit, and Buffalo. As soon as a building was ready to be lived in, sometimes before, troops would move in, make themselves at home, and start assembling and testing planes. The big recruiting of December, 1917, brought 500 of Houston's best to the Air Service—it was the old Aviation Section then—and in four months from breaking ground Ellington



A Handley-Page staked out for the night

The wings can be folded back along the fuselage, but it takes a step ladder to get aboard.

TEXACO STAR



A bombing formation over Houston

The Turning Basin and Municipal Wharves are shown at the right, also the "tent hangars" of the Aviation General Supply Depot at the docks.

Field was organized and equipped for business, the business of training pilots, bombers, and mechanics.

The average man little realizes the delicacy and complexity of the modern airplane. He knows it has a gasoline engine, propeller, four wings, body, tail, and some wheels; that it flies when every thing is all right, and rarely falls hard but once. Few have not seen one in the air, but fewer have seen one close up, and still fewer realize how many things must be "all right" before the airship is safe to fly.

Any gasoline engine is simple enough at times—and complicated enough at other times; but the airplane engine is far removed from even the highest class automobile engine, and needs a carefully trained expert to adjust and repair it. The Curtis OX 5—"the Ford of the air"—is probably the simplest of them all, but at that it has eight cylinders which develop 90 horse-power. The Hispano Suiza—next to the Liberty the best known aero engine in America and the favorite in France—gets 150 h. p. from its eight cylinders, and some of the new ones develop 300 h. p. The great Liberty, America's greatest contribution to aeronautics, has twelve cylinders good for

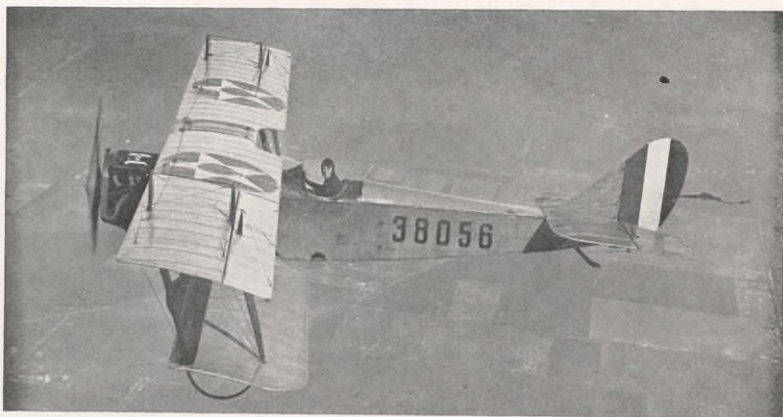
400 h. p. and carries a battery generator ignition system, 24 spark plugs, and two duplex carburetors. All of these engines run wide open 90 per cent. of their running time, and travel anywhere from 60 to 125 miles an hour. The aero engine ought to be carefully inspected and adjusted after every long flight, and it must be torn down and rebuilt every hundred hours or so. The engine is the life of the plane, and demands more at-



Birdman's view of Houston

The Texas Company Building, seen at the extreme right, is one of the most easily recognized buildings in town. Note the Viaduct over Buffalo Bayou at the foot of Main Street.

TEXACO STAR



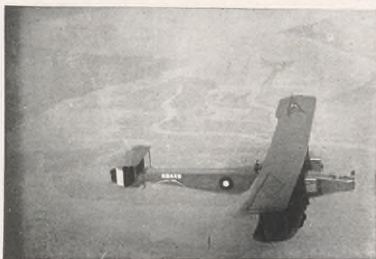
A "close-up" in the sky—the smile that won't come off
Incidentally, a very good detail of a plane in flight.

tention than any other part—if any part can be given the preference, and the motor men are probably the most highly trained of all the air service mechanics.

The training of mechanics of all kinds was second only to training pilots. Just as the pilot must be an expert in several lines, so must there be numerous experts to serve him. The life of the pilot in the air depends upon the skill of the mechanic on the ground. Instruction in the Theory of Mechanical Flight for the pilot went hand in hand with ignition trouble (shooting) for the mechanic; lectures on Aerial Navigation were paralleled by demonstrations of how to correct nose-heaviness; Bomb-Sights in the class room for

the cadet or student officer took the same time as carburetor adjustments in the shop for the mechanic. However highly trained the pilot may be, he is useless unless he has a good machine; and the flyer relies more on the mechanic's skill, experience, and judgment than any other factors. The selection and training of motor men, trouble shooters, airplane mechanics, and airplane repair men received as careful attention at Ellington Field as actual flying instructions for pilots and bombers.

The question of fuel and lubrication was a vital one. Particularly in the days before delivery of "Specification Oil and Gas" was reliable and adequate, the red



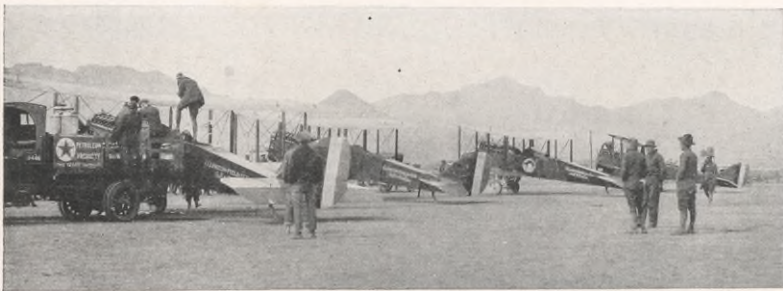
A Handley-Page "Sky Liner"

This plane brought 11 men from New Jersey to Texas, it is 103 feet wide, 64 feet long, 22 feet high, and has two 400 h. p. Liberty Motors.



University of Texas Medical Department and Sealy Hospital
at Galveston

TEXACO STAR



Texaco Auto Truck "gassing" a fleet of four DeHavillands at El Paso, Texas, Jan. 29, 1919

These ships flew from Houston, Texas, to San Diego, California, and back, stopping at the Grand Canon to take pictures, and wherever necessary to take Texaco "gas" and "lube".

tank trucks of The Texas Company were frequent visitors. More than once a rush order was all that kept the Field flying.

Nearly any kind of gas and oil will run an automobile engine, for if you clog a carburetor or foul a spark plug all you have to do is "get out and get under;" but an airplane is different and must have only the "peppiest" high-test gasoline and the smoothest "oiliest" lubricating oil. It was the cross-country Bird that thanked his stars oftenest for the sign of the Red Star and Green T. Confidence in one's self comes first, then confidence in one's engine, and that means confidence in fuel and oil.

In general, there are five well organized departments, each complete in itself, each performing clearly defined duties, yet kept in close harmony by Headquarters. Headquarters was the general executive and administrative office where orders were received and issued, plans originated and perfected, and the routine of the Field controlled. All departments worked under Headquarters, and all reflected the ability and initiative of the Commanding Officers.

Of the five departments, the writer thinks the Engineering Department comes first; but that may be because he was an Engineer Officer. The Engineering Department received, assembled, tested, main-



S. E.-5 single-seater scout

An American plane that was just getting into the game and making air history.

TEXACO STAR



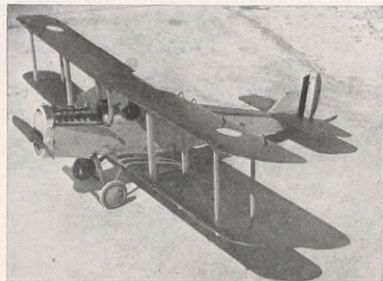
One of the "Night Birds" in the beam of the big searchlight

These planes carry wing, tail, and fuselage lights run by a storage battery. The emergency landing flare is seen in its bracket and hangar lights show in the background.

tained, repaired or salvaged, every plane that came to Ellington Field—from the ludicrous Penguin or "grasshopper" with its single two cylinder engine for preliminary ground instruction, to the giant Handley-Page with its two Liberty Twelves for trans-continental flights. To do this required more than a dozen different shops—machine, blacksmith, motor repair and overhaul, motor test, wood working, tin, wire, wing repair, vulcanizing, electrical, storage battery, instrument repair, paint—each with its staff of experts. Some of the finest mechanics in Texas were assembled there. Among the officers and men could be found an expert in

any mechanical line you can think of. In addition to planes the Engineering Department handled transportation in the shape of motorcycles, Fords, Dodges, Cadillacs, and four or five kinds of trucks; there must have been 150 pieces of motor transportation, and most of it ran all the time. The Engineering Department also included Maintenance and Construction of Buildings and Grounds.

The Flying Office handled all matters pertaining to actual flying. It was made up of different "stages" and, for this article, includes the Bombing Office. The various stages correspond to classes, and follow a definite schedule from Dual



A DeHaviland-4 with Liberty Motor—the American general-utility Battle Plane

This is the fastest plane in the world for its size. It flew from San Diego, California, to Jacksonville, Fla., in 19 hours, average of 137 miles an hour.



Close company in the clouds

This bombing formation is the highest class team work in the air service. These planes are hardly 50 feet apart, traveling 90 miles an hour.

TEXACO STAR



First aid to the injured airman

This hospital ship rushes the doctor to wrecks, and brings the victim back to the field at a speed of 75 miles an hour on an "air cushion" instead of on dirt roads.

Control on through to Cloud Flying and Transformation. You take your first official ride at the Dual Stage; at Cloud Flying you fly in a hooded ship by instruments, judgment, and luck; and at Transformation you get acquainted with the Liberty Motor. These are typical stages taken from the extremes. Between are First and Second Solo, Primary and Advanced Cross Country, Acrobatics, Camera Obscura, Preparatory Bombing, Dummy Bombing, Low and High Altitude Bombing, Formation, Bomb Raiding, Gunnery, Night Flying, and many special stages to develop expertness in any required class of flying. The Flying Office takes the ships from the Engineering Department "on the line," flies them, and returns them to the Engineering Department for care and repairs till the next flight. The efficiency of the Flying Office varies as the efficiency of the Engineering Department; but unless there are enough fliers, ships are useless, and so the two go hand in hand.

The Ground Training Office is a direct adjunct to the Flying Office, but has its

own schedule of duties. It covers all sorts of ground, or purely theoretical, instruction, from soldier's Infantry Drill Regulations, to Theoretical Aerodynamics, and calculating where a bomb dropped from a plane traveling 90 miles an hour with a 25 mile wind at an altitude of 5,000 feet will land. The writer remarks, by the way, that this calculation, hard as it looks, is really much harder than that. Ground Training includes Aerial Navigation, Internal Combustion Engines, Mechanical Flight, Gunnery (trap shooting as a starter, and progressing to machine guns), Meteorology, Controlled Athletics, Radio, and anything and everything the General Staff decides an airman ought to know.

The Medical Department was complete in every respect and organized and equipped for any emergency, from high class surgery on injured fliers to an epidemic



Wreck of a De Havilland-4

This plane fell only about 100 feet, missing a hangar by 75 feet. The pilot was instantly killed.



Another "Crash"

In such cases as this no one ever knows what went wrong. It was a single-seater scout with rotary engine. The pilot was killed.

TEXACO STAR

of influenza. The flying Ambulance was first tried out at Ellington, and led the way for "Red Cross Ships" at many a flying field. This snow-white plane, well marked with its Red Cross of Mercy, meant hope and relief to the injured flier and the saving of many a weary hour of jolting over rough roads. To the Field, it told the first news of a "crash" as it took off on its errand of mercy. The eye followed its trail in anxious dread, but always in knowledge that the best medical and surgical skill was speeding at 90 miles an hour to those in need.

Signal Supply and the Quartermaster divided the problem of furnishing the thousands of articles necessary to keep Ellington Field operating. It is hard to mention any commonplace article we did not use, and there were some that only the expert ever knew the name of. Quartermaster was just about the same as at any camp—Subsistence and clothing. Signal Supply was a very different affair. The Signal Supply Officer was charged with getting anything needed to organize or operate a flying field. The four big warehouses were filled periodically with a wonderful assorted collection of things in general, but they rarely stayed full long. The Signal Supply Officer would give you on Memorandum Receipt anything

he had, and if he didn't have it, would get it for you on proper requisition. Getting things was easy—almost too easy, because you had to return them, or explain why not, particularly when time came to leave the Field either by transfer or discharge. Everything passed through Signal Supply or Quartermaster, and without system and efficiency there, little would ever have been accomplished.

No description of Ellington Field would be complete without reference to the War Camp Service. The Y. M. C. A. was first. It was soon followed by the Enlisted Men's Club, an independent organization. Then came the Knights of Columbus, then the Hostess House of the Y. W. C. A., then the upper Y. M. C. A. At one or the other there were movies every night, classes on various studies, boxing carnivals, excursions to Houston, Galveston, and Sylvan Beach, dances, and a hearty welcome. Houston opened its hearts and homes to the men of the Air Service, made them a part of herself, gave them cheer and encouragement, and Texas is now getting the benefit in hundreds of young men who will stay here with us.

Ellington Field was one of many flying schools in Texas, but it made its impression strong and clear on the lives of all who served there.



EMPLOYMENT

Creating Employment

W. S. S. Work Stimulators

Savings Division
War Loan Organization
Treasury Department

Every dollar any one of us saves and invests helps to furnish more employment for all of us. The money comes back in form of wages.

While Uncle Sam is using the W. S. S. loan he pays over 4% interest and in the end pays back in full.

W. S. S. are good for us going and coming.



TEXACO STAR

LETTERS OF A SELF-MADE FAILURE—No. 5

By MAURICE SWITZER

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A series of ten letters from a "self-made failure" who had found success, to a younger brother, which embody enough of truth and common sense and wisdom to make them helpful in avoiding some of the mistakes that endanger the beginning of a young man's business career,—and their sauce of shrewd humor may make them equally entertaining to "chief" or office boy.

"It is less important to know how one man attained great success than it is to understand why a thousand men became utter failures."

Oldburg, Dec. 1, 1912.

Dear Bob: That you haven't returned the fifty doesn't worry me a minute. Had you failed to refer to it I might have been in doubt. A fellow may be unable to pay his obligations, but he should always remember them.

You write that you have turned down a job with a small house because you feared it would stamp you as a cheap man and perhaps militate against your connecting with a big concern later.

The view you take is merely the triumph of pride over reason. No idle man who is compelled to borrow money ought to turn down any honest job. Most men who have amounted to anything started with nothing but ability and determination.

I know what it is to be broke. Every day you're out of work is a loss of that day's proceeds. Any kind of work is better than idleness, which is directly responsible for most of the unhappiness in this world.

Idleness is a dangerous thing; it may grow into a habit that might stick to you after you get back in harness. The man who loafs on his job is only fooling himself. A live house may pass a time overlook inefficiency here and there in the organization, but only temporarily. The wide-awake concern usually gets wise to those who are delivering the goods, and when that time comes the sleeper gets what's coming to him.

There is a law of compensation which somehow or other makes us work in old age for the time we waste in youth, or suffer if we can't make good. Pin your faith to this law of compensation.

If it isn't too late, go back and take the little job you turned down. Just before I heeded the "call" to go out into the great world and build up a name and reputation for myself, in the days when I was burning with ambition and bubbling with enthusiasm, I was offered a job in Oldburg as general factotum to old man Pingle, who was operating a four-boy-power broom-shop. I felt that my dignity was insulted. It was me for the Big Town with large opportunities, and I told him so.

A little red-headed plebeian by the name of Griggs, just back from a Western college, was looking for any kind of a job to help pay the interest on the mortgage on his mother's house which happened to be near ours. I tipped him off to the Pingle opening and he got the place. Griggs had a good mind and had managed to acquire at college a technical education. In

about a year he had rigged up a machine that turned out more and better brooms in one day than old man Pingle had been able to produce in a week, and the four-boy power was employed in packing and shipping them to all parts of the State. In about three years there were 75 hands at work and the shop was known as the Pingle-Griggs "Plant."

I was too big for the little job, so I went to a place that I thought would fit my size and I rattled around in it like a bean in a boiler. Griggs was too big for his little job, but he managed to make the job big enough to measure up to his abilities. Now he's the president of the Consolidated Broom Products Company, and if it hadn't been for his invitation I would never have been able to describe the interior of a sea-going yacht from personal experience.

I have often thought what a lucky man old Pingle was in being unable to secure my valuable services.

It isn't the job that makes the man; it's the man that makes the job.

I'm afraid that you've been mixing with a flock that has you outclassed in either income or earning capacity, and you think that they may pass you up unless you can measure up to them socially. The kind of work you do, so long as it's on the level, should have no bearing on your social position. If it does you're trailing with the wrong bunch.

You've been in and out of half a dozen jobs in the last year, and to my way of thinking, without excuse. I'm not one of those who believe in sticking to one thing for life. But the fellow who slips in and out of positions is written down as a quitter, and the man who won't "stay put" is unpopular in all walks of life.

Seek your proper sphere, but hustle while you look; sitting by the roadside and wishing you had a motor car won't get you home.

Your theory—that of being unlucky in not getting with the right house—doesn't appeal to me. I might have sympathized with you a dozen years ago. I don't deny that the element of luck plays a part, and an important one, in some cases. But good health, industry, and frugality is a combination that has luck beaten to a standstill. Without those three factors no man can achieve any kind of lasting independence unless he's lucky, and just what chance you have to be that particularly fortunate individual is a question that may be answered by some trance-medium, but not by

Your affectionate brother,

Jim.

TEXACO STAR

DEPARTMENTAL NEWS

The Managers of the respective Departments have assigned to the gentlemen whose names and addresses are here given the duty of sending to the *Texaco Star*, on or before the 25th day of each month, reports of departmental news and other items of general interest. Suggestions and information for this purpose should be sent to them before the 20th of the month. All are invited to cooperate.

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	D. P. Harrington, Fort Worth
Fuel Oil Dept.	E. B. Joyner, Houston
Railway Sales Dept.	E. B. Joyner, Houston
Marine Dept.	A. V. Corley, Port Arthur
Legal Dept.	T. H. Matters, Jr., New York
Treasury Dept.	J. S. Ballard, 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	Roy B. Wright, New York
Asphalt Sales Dept.	R. C. Galbraith, Houston
Export Dept.	S. Slattery, New York
Purchasing Dept.	C. E. Murphy, New York
Railway Traffic Dept.	J. B. Nielsen, New York
Producing Dept.	J. E. Byrne, New York
Pipe Lines	J. T. Rankin, Houston
	J. W. Painter, Houston
	R. W. Plummer, Houston
	A. M. Donoghue, Houston

REFINING Assistant Superintendent L. F. J. Wilking has been absent for a couple of weeks on Company business. We have heard from him in New York, and also Los Angeles; it would seem he has been going some.

The Welfare League at Port Arthur is in good shape. Financially, the records look good. The league has grown until it now has a membership of over 1737. With a monthly enrollment of about 100, we should reach the 2,000 mark shortly. We are all much interested in and justly proud of this arm of the organization.

With orders being sent to the Purchasing Department for such items as gas washing bottles, spatulas with steel blades, Liebig condensers, etc., it is plain to be seen that Misses M. E. Moseley and Clara K. Crews are back from overseas. They are welcome, of course, and they bring us interesting stories; and as they were the first Visiting Nurses at Port Arthur Works their return is like renewing family ties.

The Rudolph Lambert Post of The American Legion has been put on stable footing by the adoption of a constitution and election of officers. The Texas Company is well represented;

Vice Post Commanders—Miss Mae Moseley, C. E. Cook.
 Adjutant—Wright Chenault.
 Finance Officer—L. A. Darnall.
 Directors—D. M. Phillips, P. T. Williams, Jno. S. Gallagher.
 Membership Committee—Charles George, E. V. Hay, E. T. Lassar, George Azvest.
 Entertainment Committee—Miss Clara Crews, M. E. Hartzler, H. H. Bartlett.

The membership is growing rapidly with the

return of more men from "across", and the post is becoming a real factor in Port Arthur affairs.

The boys of the 90th, 111th, and 143d are arriving and faces that have been absent for months are welcome with us again. Among those recently returned for duty are:

Bivano, Peter	Perryman, Floyd
Cascio, Isidore	Pietz, R. R.
Elliott, R. E.	Rutan, W. L.
George, Chas. A.	Scanlan, T. P.
Gore, Van	Smith, C. B.
Hamilton, W. E.	Sutton, James
Lenoir, A. W.	Borden, F. H.
Ludwig, Geo.	Dyson, J. A.
Mondillo, Louis	Farthing, W. J.
Owens, L. S.	McWhorter, R. M.
Paxton, J. N.	

We recently had the pleasure of visitors at Port Arthur Works from the Sales Department, Houston District. They were a fine looking lot of ambitious young men:

G. S. Mayo	C. W. Riddick
R. S. Roberts	E. E. Underwood
F. L. Townsend	E. M. Dupree
Wm. J. Measley	F. J. Groesbeck
A. J. Branhan	J. H. Cason

The correspondent noticed, however, how carefully they maneuvered about the Plant, constantly on guard lest they lose their hats or soil their hands.

Friends of Walter Jarrett will sorrow to learn of his death while in the service of his country. The "flu," followed by relapse, was reported as the cause of death.

We regret to announce the death of Ben Hamilton of Port Arthur Works Machine Shop.

On behalf of the management we respectfully invite "Miss Port Neches" to contribute an article to the *Star* in the near future.

It's strange how an old "pipe organ" will show off! D. M. Phillips made his appearance in the City Court, saying: "Good Morning, Judge. Arguments are unnecessary; please accept my apology and contribution."

"Daddy" A. E. Sandford of the Providence Terminal is receiving congratulations from his friends over the country: "Oh the joy that a baby brings." No truer words were ever written, but for the next issue of the *Star* we respectfully inquire whether it is a boy?

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF JUNE 1919

Refined—Coastwise.....	765,931 bbls.
Refined—Foreign.....	143,979 bbls.
	909,910 bbls.
Crude—Coastwise.....	40,857 bbls.
Crude—Foreign.....	14,076 bbls.
	54,933 bbls.

Be ready for the future's opportunities or blows. Buy W. S. S.

Sign no armistice with extravagance. Buy W. S. S.

Spend wisely, save sanely, invest safely. Buy W. S. S.

Build by Thrift. Buy W. S. S.

TEXACO STAR



J. E. Trussell

Port Neches can boast of one of the pioneer asphalt men in the United States, and as far as is known the first one to come to Texas. He is J. E. Trussell, better known as "Ed" to every man, woman and child in this part of Jefferson County. Ed is not only a pioneer asphalt man, but has been employed at Port Neches longer than any other man here except one.

When interviewed "Ed" was painting his Overland. He answered questions while he wielded his paint brush. When asked what he found when he arrived in Port Neches in 1901, he said: "Nothing, just plains and mosquitoes."

To the question, "How were the mosquitoes?" Mr. Trussell involuntarily scratched. "They were fierce. Why, one refinery offered \$10 a day to men to walk pipe lines and could not get a man. And \$10 a day then was some wages. We never could go over to the junction without a bar over our heads and gloves on our hands."

Mr. Trussell says those mosquitoes were the result of the storm of 1900. He says that each time after a big storm, when the marshes have been covered with salt water, the mosquito crop is very good. He pointed out that this was true after the 1915 storm, and said that now the "crop" is diminishing and will continue to diminish until there is another big storm.

Less than 18 years have passed, and where Mr. Trussell found "nothing," today there is a live-wire town with nearly 2000 people and the largest plant in the world manufacturing asphalt and asphalt products exclusively. Where there were just prairies and mosquitoes then, there are tanks and houses and big modern buildings and lawns and shrubbery and flowers. Great ocean going boats come from many lands. Switch engines toot back

and forth between the works and the big docks.

Such is the growth of Port Neches in less than 18 years. What will the next 18 years bring? Much depends on the future of asphalt. With the brightness which Mr. Trussell paints for that product, Port Neches of today is but a pigmy of the Port Neches of 18 years hence.

"There are many places which prepare asphalt for the market," said Mr. Trussell, "but this plant at Port Neches is the largest one in the country. Our asphalt is not a natural one, but a manufactured one. Years of continuous use of the product have proved that it is much more satisfactory than the natural asphalt. The road made with the manufactured product will last longer and prove more economical. Asphalt is the only water-proof compound found to date and the best binder for the wearing surface of a road, and as people discover this in all parts of the country the demand will increase and increase. That is why I say the future of the asphalt business is bright."

Mr. Trussell is a native of the Keystone State. He was born in Pottsdam, Pennsylvania, but his parents moved to Chicago when he was but a lad. He stopped school and went to work on a milling machine for W. G. Wilson Sewing Machine Company in Chicago when he was but 12 years of age. For a number of years he did repair work for the Singer Sewing Machine Company. Then he became a fireman in an engine room, and in 1890 secured his license as a stationary engineer. He went to work as a night engineer for a corn meal mill in Chicago. He became interested in asphalt and went to work for an asphalt plant in 1894, and in 1901, that company, which was promoting a similar company in Texas, sent him to Port Neches.

When The Texas Company bought out the old plant here in January, 1906, Mr. Trussell was one of the old timers on the job. With the exception of about 18 months, when he had to go on a farm for his health, and a temporary transfer to the island in Port Arthur for the Texas Company after the fire of 1910, Mr. Trussell has been here ever since. Now he is general foreman of the Port Neches works and chairman of safety and sanitation committee.

At Port Neches he is justice of the peace—in fact he bears the distinction of being the only republican ever elected in this county. "Ed" is a loyal G. O. P. man but the people of this community have such confidence in "Ed" that they elected him by an overwhelming majority over a life-long democrat.

He is an inveterate reader, and at his home he and his wife have one of the most complete private libraries in this part of Texas.

—Beaumont Enterprise.

PRACTICAL BOLSHEVISM

Is your city dwelling farning?

Hand it over!

Have you got a place for farming?

Hand it over!

Is your auto just the cheery

Thing you need to chase the dreary

Thoughts away when you are weary?

Hand it over!

Are there clubs for rest and pleasure?

Hand them over!

Are there banks for people's treasure?

Hand them over!

Are there men throughout the nation

Who deserve our admiration

Firm in high determination?

Hand them over! !

Is your money well invested?

Hand it over!

Is your business tried and tested?

Hand it over!

Are the telephones and traction

Giving perfect satisfaction,

Are the railroads all in action?

Hand them over! ! !

Is your wife a matron stately

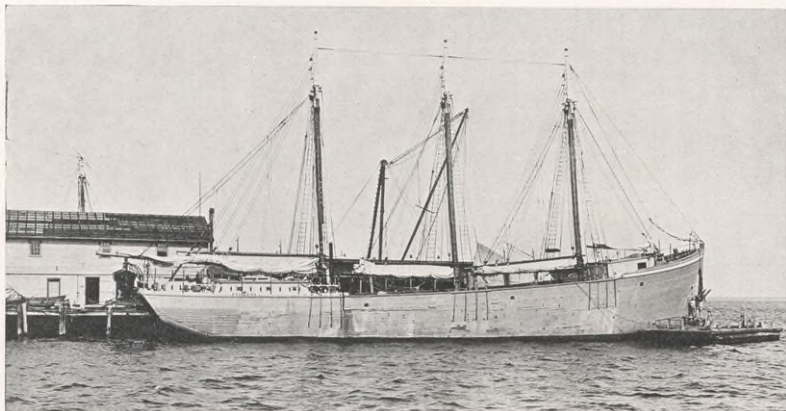
Who doth rule your home sedately,

Do you love your daughter greatly?

Hand **Them** over ! ! ! ! !

—William Wallace Whitelock.

TEXACO STAR



Motor Vessel "Palatox"

This vessel was built in Pensacola, Fla., and is now on her maiden trip bunkered with fuel oil. It is the first vessel ever bunkered with oil at the port of Pensacola and the first bunker delivery of fuel oil made here by The Texaco Company.

A meeting of the Superintendents of the Northern Terminals was held on June 10 in the New York Office.

The Thrift Stamp Campaign outlined in the May issue has been in progress for three months. The teams led by ladies have made a fine showing and the men will have to work hard to beat them.

Bayonne Terminal reports with deep regret the death from blood poisoning of Luther A. Crannell, who joined the army May 31, 1918, and returned safely to Bayonne on Dec. 12, 1918. "Luke" was a general favorite and he will not be soon forgotten.

Commissary Department at Bayonne Terminal is practically completed. It looks as though we would have an abundance of bread if the buying of "Stewed Bakers" is any criterion.

Our little nurse, Katharine Ott, since coming to Bayonne has added to her many accomplishments. She can now typewrite as well as any of 'em. When she first came she did not know one key from the other. She can also handle her Dodge runabout as capably as any man on the plant.

For some months Bayonne Terminal has been training several students for the Sales Department. The other day this conversation was overheard:

T. T. Kent, Warehouse Foreman: "Were those two huskies you sent me this morning Sales Department students or new Warehouse men?"

Wm. V. Winslow, Employment Supervisor: "Why, they were new men."

T. T. Kent: "Well, I did not know. They all look alike now that the students have got wise to taking off their wrist watches before they start work."

The long anticipated baseball game with the New York Office came on Saturday, June 21. We

were prepared for a hard fight, but to our amazement the whole thing seemed like taking candy away from a child. The score was 20 to 0 in favor of Bayonne. New York is now nursing a "sore head" and getting prepared for another trouncing. However, we admire their sportsmanship, and they were handicapped by the absence of their pitcher who was on his vacation.

The Texas Company A. C. of New York have made up their baseball schedule for the season 1919. The team needs support and all those who can possibly attend the games should follow the team. Keep the schedule as a memorandum. In spite of the few clear Saturdays the team has played two games. They had for opponents in the first game the heavy team of the Wheat Export Company. The Texacos were victorious, scoring two runs to Wexaco's one. The second game, played with the Barrett Company, was nip and tuck from beginning to end. The final score was, Barrett Company 5, Texaco 4,—but even the New York Giants lose games.

BASEBALL SCHEDULE—SEASON 1919.

- June 7—The Barrett Co., Our Grounds.
- June 14—Knox Hat Co., Prospect Park, Brooklyn.
- June 21—Bayonne Terminal, City Park, Bayonne.
- June 28—Pennsylvania R. R. Y. M. C. A., Van Nostrand Park, J. C.
- July 5—Pennsylvania R. R. Y. M. C. A., Montgomery Park, J. C.
- July 12—Mitsui & Co., Van Nostrand Park, J. C.
- July 19—Combustion Eng. Co., Van Nostrand Park, J. C.
- July 26—Bayonne Terminal, Van Nostrand Park, J. C.
- August 2—Federal Reserve Bank, Hawthorne Field, Brooklyn.
- August 9—W. R. Grace & Co., Maccombs Dam Park, 165th St.
- August 16—Wheat Export Co., 16th Ave. and 41st St., Brooklyn.
- August 23—Federal Reserve Bank, Hawthorne Field, Brooklyn.
- August 30—Parsons Trading Co., Van Nostrand Park, J. C.

TEXACO STAR

MARINE
DEPT.

When the United States went into the War The Texas Company offered its services to the Government, and the authorities seem gratified to have had at their disposal the organization which The Texas Company possesses. The following letter from the Naval Overseas Transportation Service of the Third Naval District expresses their appreciation of one phase of The Texas Company's bit:

THIRD NAVAL DISTRICT OVERSEAS TRANSPORTATION SERVICE

45 Broadway,
New York, May 8, 1919
CB-VB
Texas Company,
17 Battery Place,
New York, N. Y.

Attention of Mr. W. A. Thompson.

Gentlemen:

The contract relationship between The Texas Company and the Naval Overseas Transportation Service has just been brought to a close. It is a fitting time to extend to you on behalf of the Naval Overseas Transportation Service sincere appreciation for your unflinching courtesy and help in the supply of seven vessels, between the dates of June 25, 1918, and April 21, 1919, during which time your best efforts were offered the Government at but nominal cost. It is a pleasure to commend the loyal and patriotic spirit with which The Texas Company has rendered most valuable service to the Government during the War period.

Very truly yours,
(Signed) C. Boone,
Lieutenant-Commander, USNRF.

Captain Frank Boyd, U. S. A., who spent over a year with the American Forces in France, returned to this country, along with ten other comrades, on the S. S. *Dirigo*, of which Sverre Petersen is Master. Captain Petersen—as well as a number of other officers and members of the crew of this vessel—has been in the employ of The Texas Company for many years. Captain Boyd was so impressed by the hospitality of The Texas Company's employes that he was moved to express his opinion in writing:

New York, April 24, 1919

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

Gentlemen:

Having been a guest of your organization, I want to express my appreciation of the spirit back of it.

I received the most courteous and considerate treatment from Captain Petersen and his Officers upon the tanker "*Dirigo*". Everything was done to make the trip back to America pleasant and comfortable, in the straight from the shoulder manner, which is probably nothing new to those who have met The Texas Company before. That this meant a great deal to one who has spent over

a year in the Army in France, you can only realize when you have been through it.

This experience has made me a staunch friend of The Texas Company, and if I can show it in any manner whatsoever you can count on me.

Very truly yours,
(Signed) Frank Boyd,
Captain, U. S. A., Discharged.

The Texas Marines opened the baseball season by a game against the team representing the Barrett Company, of 17 Battery Place, New York. Considering the fact that the Marines were playing their first game, whereas their opponents had already had the experience of several contests, the short end of a 3 to 2 score may be regarded as a creditable showing. At any rate, it is the current opinion that the Marine Department has the best team in the Company. To test the correctness of this opinion, the Marines issue a challenge to every other Department for a game upon condition that all members of a team representing a Department shall be *bona fide* employes of that Department's New York Office.

E. J. Steiner, formerly oil inspector for Chas. Martin & Company, has joined the Marine Office at Port Arthur. He will serve us in practically the same capacity as that in which he served Chas. Martin & Co.

A watch which was left by First Assistant Hans Hansen of the Tug *Pan American*, who was drowned in the Mississippi River below New Orleans late last year, was raffled recently by the engineers of the Tugs *Pan American*, *South American*, and *North American*. The watch was won by Mrs. A. E. Tenney, mother of the Chief Engineer of the *North American*. The money realized, which amounted to about \$275, will be sent to Mrs. Hansen, mother of the deceased, in Norway.

The Tank Steamer *Shenandoah*, of which Captain T. J. Cole is at present Master, arrived at Port Arthur June 23 on her maiden voyage. This vessel is of the Texas type and was built by The Texas Steamship Company at Bath, and was taken over by the United States Shipping Board before completion. We hope that she may yet be one of The Texas Company's fleet of tankers.

TREASURY General Creditman Symms attended the Chief Accountants Meeting in New York and he is loud in his praise of the manner in which the visitors were entertained.

Collections seem to be at high tide now. Figures for May show that every District in the Southern Territory made handsome increases over the previous month; and it is noted that the aggregate collections by Atlanta District during May largely exceeded that of any previous month. It is anticipated that the figures for the month of June will show considerable further increases.

TEXACO STAR

SALES DEPT. HOUSTON DISTRICT.—The splendid records of tank-S. TERRITORY. wagon drivers S. L. Murphy and D. E. Newton of Beaumont, Texas Station deserve notice. On June 7 S. L. Murphy sold 2,185 gallons of gasoline and kerosene, 1,870 gallons being sold for cash. This is nothing unusual for Murphy; on June 2 he sold 2,869 gallons, 1,868 gallons he sold for cash. D. E. Newton on June 7 sold 1,100 gallons of gasoline. Murphy and Newton on June 7 together put out more than 3,000 gallons, the largest portion for cash. Truly an excellent record.

Salesman B. L. Kowalski, Brownsville, passed through Houston recently on his way to a Rotarian Convention at Salt Lake City.

Chief Accountant J. D. Walker attended the Chief Accountants Meeting in New York.

Superintendent S. E. Monroe while on a trip in the territory made a sale of 100 MOD's for cash.

Abilene, Texas, July 3, 1919.

Editor *Texaco Star*: Please place my name back on the mailing list of the *Star*.

I have been in the army two years, the last year and a half in the air service. I left the Company at San Antonio Station in May 1917.

It may be of interest to the *Texaco* "bunch" to know that I have carried *Texaco* Products many times to an altitude of three miles, and have burned a "few" gallons of *Texaco* Gasoline among the clouds without ever a miss.

And now I am back on earth again, pushing *Texaco* Products more than ever before at a good Station in a good town.

Yours truly

Thos. E. Beck, Agent.

OKLAHOMA DISTRICT.—Oklahoma had the biggest month of her history during May; and we hereby serve notice that some had better sharpen their pencils, because the figures are coming in still bigger.

Pelican Oil is our pass word. We just



Woodward, Okla.—Filling up an airplane with *Texaco*

The pilot says he always uses *Texaco* because he gets service and quality. Agent Drysden and Driver Hayes both wanted to take a ride, but government rules prevented.



Enid, Okla.—Auto Filling Station No. 1

Auditor Hester is loud in his praise of this station and the way it is kept by Mrs. C. L. Thomas. It not only looks good to the eye, but the figures look good to the management.

can't keep this oil in stock,—get a carload in one day and it disappears the next. But we're not kicking.

With pleasure we announce the marriage of Price Clerk Harry E. Watkins and Miss Martha E. Reynolds on June 11, 1919, at the home of the bride. The young newly-weds will live in the city and are now at home to their friends.

Lillian Nadine Dattner, weighing eight pounds, made her arrival at the home of her father, Walter Dattner, June 16, 1919. Walter is so proud he can hardly take care of the Stock Desk.

Some of these days there will be no reports or letters or reporting at the District Office for work; we see in the dim distance a picnic, fishing trip, or something, and we'll all be there.

The Scotti Grand Opera Company made a trip to Tulsa on concert tour, and the troupe was taken to the West Tulsa Refinery by Superintendent W. K. Holmes and Agent C. C. McDermond. Mr. Orville Harold, celebrated tenor, made the remark that if there was any form of oil to be used in Grand Opera work, toward lubricating the voice, it would be *Texaco* brand. *Texaco* ranks among oils as Scotti does among singers, second to none.

EL PASO DISTRICT.—Assistant Manager W. H. Noble has favored us with a very welcome long visit, going over the territory with Superintendent Fegan.

We have positive assurance from our field force that on September 1 every MOD in the territory will be in the hands of our customers.

On Saturday night, June 14, true to his word, Pancho Villa proceeded to take a fall out of Carranza's garrison just across the Rio Grande. T.T.CO. employes in El Paso enjoyed some lively entertainment until our troops decided we

TEXACO STAR



Globe-Miami pike part of the Apache Trail, three miles east of Globe, Ariz. Snow capped Pinal peaks 20 miles distant

had enough. Our troopers shamefully admit that Pancho's steed outran the whole 5th Cavalry.

W. P. Saunders, Sgt. Mjr., 141st Inf., 36th Division, formerly Steno. to Supt., is back from France and has been assigned as Steno. to Chief Clark. Pat says it was a great fight.

G. M. Shanks, Sgt., Aviation Corps, formerly Salesman, is back from France. Gus is now El Paso Agent.

W. R. Sanford, an employe at El Paso Station, sends this his "first piece of poetry," which he would like to see in the *Texaco Star*:

WHY I USE TEXACO PRODUCTS

Texaco Gasoline in any machine

Will give you more service and miles;

At the end of your journey, instead of your frowns

Your face will be broke out with smiles.

Texaco Motor M puts your car full of vim,

Hard carbon no longer will stand;

This is no "bull," just try a can full,

You'll forever have Medium on hand.

Texaco Motor L—all know very well

That the meaning of L is Light;

It will make your Ford run and save you some "mun,"

And you can go to bed early at night.

Texaco Thuban Compound is the best all around

For any make of an automobile,

Good for transmission and for differential,

And it will put GO in the wheel.

Quick Metal Polish will quickly abolish

All stains and make things bright;

If ever once tried, it can't be denied

It's strictly high grade and price right.

Oh! what a blessing that Liquid Wax Dressing

Can be used on the walls and the floor,

Made in Port Arthur, Texas, by T. T. Co.;

If ever once tried you'll surely buy more.

Texaco Products, strictly high grade,

The best of everything that can be made

By experienced men who really know—

That's what made The Texas Company grow.

It takes an early bird to find a place to park his car these days.—Bowser Boomer.

Individual Thrift means National Prosperity. Buy W. S. S.



Window Display at Baton Rouge Filling Station No. 1

Agent B. L. Hansen, Baton Rouge, La., Station, deserves a great deal of credit for the manner in which he is handling his Station. Baton Rouge stands high in New Orleans District on gallonage, and if it is not first in efficient handling of reports, it is certainly tied with somebody.

DENVER DISTRICT.—Chief Accountant Schwert reports a great meeting of Chief Accountants in New York, and that he spent a very profitable and pleasant time. J. B. Duke, Secretary for the Executive

TEXACO STAR



Texaco tank wagon filling army aeroplanes at Rome, Ga.

This sale was made through the Hight Accessory Place at Rome, one of our most valued customers in Atlanta District. Of course, we also furnish Texaco Motor Oil to these planes.



Hight Accessory Place, Rome, Ga.

This concern and its employes to a man are insistent boosters for Texaco Motor Oil. The negro shown in the picture swears by Texaco Products and never permits a customer to leave without extolling to him the merits of Texaco Motor Oil.

We can boast of ten other dealers in the city of Rome who are equally devoted disciples of Agent Nickles, in whom we have a whole-line agent and salesman.

Committee, was a recent visitor at the Denver Office.

Lusk, Wyoming Station was opened on July 1 with Agent L. A. Woods in charge.

We are glad to report to his many friends that C. B. Tillman, Pueblo, has recovered from his recent illness.

D. K. Linn, Filling Station attendant, Denver Filling Station No. 1, has returned from overseas and resumed his duties.

Edgar Fletcher, driver at Butte, Montana, who has been in Y. M. C. A. work, has returned.

So far as we are personally concerned, fishing is now strictly a commercial occupation. The romance, the poetry, the dreaming, the vision, the rainbows, the peace, the serenity, the glory have all gone out of it. We're done with it.

—Geo. M. Bailey.

The trouble with the "eight hours work, eight hours sleep, eight hours play" is that the average man can not earn enough in eight hours to pay the expense of playing eight hours, when you play the expensive games.—Geo. M. Bailey.

No great danger of Bolshevism in the U. S. A. as long as the proletariat receive higher wages than the bourgeoisie get salaries.

—Boston Shoe and Leather Reporter.

TEXACO STAR

SALES DEPT. NEW YORK DISTRICT.—
 N. TERRITORY We believe that the New York District holds the record for tank wagon deliveries. We give records of Truck No. L-332 and Truck No. L-191, and would like to hear from other Districts what they think of these records:

Truck L-332—Capacity 745 gallons.
 Driver—Charles McCarthy.
 Station—New Rochelle-Pelham Manor.
 Deliveries on May 3, 1919:

GALLONS	DELIVERED TO	DISTANCE FROM STATION
350	Mount Vernon	5 miles
745	Mount Vernon	5 miles
150	Mount Vernon	5 miles
295	Yonkers	12 miles
1,045	Bronxville	7 miles
245	Mount Vernon	5 miles
595	Mount Vernon	5 miles
100	Hunter's Island	2 miles
350	Pelham Manor	Local
<u>3,925</u>		

Truck L-191—Capacity 520 gallons.
 Driver—Harold Hamblen.
 Station—New Rochelle-Pelham Manor.
 Deliveries on May 3, 1919:

GALLONS	DELIVERED TO	DISTANCE FROM STATION
730	Larchmont	4 miles
300	Pelham Manor	Local
720	New Rochelle	2 miles
200	New Rochelle	2 miles
210	New Rochelle	2 miles
410	New Rochelle	2 miles
310	Larchmont	4 miles
210	New Rochelle	2 miles
50	New Rochelle	2 miles
160	New Rochelle	2 miles
160	New Rochelle	2 miles
310	New Rochelle	2 miles
<u>3,770</u>		

The Albany Paint and Repair Shop is putting in repair and completely repainting one Pierce-Arrow tank truck on an average every six days. The finished job warms the cockles of any agent's or employe's heart and gives them pride in the rolling stock.

A very educational Meeting was held in New Jersey territory on June 19. The New York Office was represented by W. T. Bushby, D. L. Keyes, M. R. Lockwood, W. Richardson, A. D. McDougall, J. T. McLaughlin. One of the features of the meeting was an interesting talk by J. P. Mitchell on the adjusting and repairing of Bowser equipment. We were also addressed by Mr. Bradshaw of the Bowser Company on the construction of pump and tank outfit. He emphasized the importance of cooperation between our field force and that of the company he represented, showing what mutual advantage would result. During the preceding month each agent and salesman was requested to submit five questions on matters of interest, to be answered at this meeting. D. L. Keyes gave instructing information on the questions asked. Mr. Keyes' presence is greatly desired at all of our meetings.

We extend to Salesman E. C. Lake our sympathy upon the death of his mother.



Employees of the New York Offices of the Sales Department on a Stag Outing at New Dorp, Staten Island

Employees of all Divisions of the Sales Department in the New York offices held a stag outing on Saturday, June 14, at New Dorp, S. I. During the afternoon various races were run, including a swimming race and diving contest. The main event was a baseball game between married and single men, which was called at 6 p. m. for dinner, after the teams had battled for 15 innings to a tie—18 to 18. Then we met in a spacious banquet hall in the Phoenix Hotel, where a six-course dinner was served and cigarettes and cigars passed. After-dinner speeches followed. A New York City orchestra played during the dinner, and later in the adjoining dance hall to which the party adjourned for entertaining features too numerous to mention.

TEXACO STAR

POLICE ABLE TO STOP A STILL SIGN BUT NOT ONE THAT MOVES

That the police can stop a still sign, but are powerless to stop one that is moving, was demonstrated in front of the Plaza Auto Supply Company's store in the Dow Building on Broadway, just south of State Street, today. The Plaza Company, of which Harris Braun is President and A. C. Fitzpatrick is Manager, sunk a large gasoline tank beneath the sidewalk when it opened its new store, and offered gasoline for sale from a pipe at the curbstone.

The company had a standing sign to attract the attention of passing motorists, and placed the sign on the outer edge of the sidewalk where the gasoline pipe comes through. Someone objected that it was a sidewalk obstruction, and the police notified the company to take the sign in.

But the sign appeared on the same spot again today, and the police were apparently powerless to order it in for the sign moved and kept moving. It was painted red with black letters showing a red star on a white background with a green T in the centre. It was very conspicuous, and rested on the shoulders of a man hired by the Plaza Company to support the sign and wait on customers. The device attracted a great deal of attention and created much merriment. People who saw the sign from such a distance that they could not observe the man supporting it, were amazed to see it moving. Because it moved and the man failed to go beyond the front of the Plaza Company's store, the police were unable to stop it even if they wanted to.

—Albany Journal.



Plaza Auto Supply Co., 422 Broadway, Albany, N. Y.,
Distributors for Texaco Products

Recently returned from Uncle Sam's Service to active service in the Company: H. K. Berger, Salesman; W. F. Osler, Sales Engineer; E. A. Lobb, Manufacturers Development; S. C. Ely, Sheet Reporting Clerk; Harry Young, clerk in Dist. Off.

W. W. Hout, our Distributor at Cortlandt, N. Y., is having a splendid increase in the sales of Motor Oil Medium and Tractor Oil in his territory.

Agent A. E. Guffin at Amsterdam, N. Y., is bringing that station around in good shape.

Salesman G. R. Penchard showed a nice increase in sales in April, and opened 33 new accounts.

Salesman W. G. Marsden, covering Orange,

Greene, and Ulster Counties says the man he wants to beat out is Salesman Knapp, who covers adjoining counties. He says he can not see how Knapp gets rid of the amount of lubricating oil he claims to, unless he dumps it into the Hudson River. How about that, Knapp?

The Jersey boys gave three long whoops when they learned that I. M. Williamson had been appointed Representative. Welcome to our shores and mountains, Mr. Williamson.

At a meeting called by Representative Williamson he outlined the Company's policy, and the boys soon learned that he is with us while we are doing right. It's up to us, and he'll back us to the finish. We can see that he is going to set a good pace but we're with him 'til he makes the tape.

Agent Frank Warren of Passaic-Clifton Station says that his station will be the finest looking one in New Jersey when the Red Star and Green T centerpiece in the yard is completed. Agent Warren surely has good taste.

Somebody in your line is recognized as the most accommodating, obliging, and reliable dealer in the community. Somebody is! Is it you? If it isn't you, who is it, and what is there about his methods, manner, and service superior to those which you offer?—*Industrial Record*.

Saving is the quickest road to opportunity. Buy W. S. S.



Geo. C. Foster, Cedarville, N. Y., a Texaco Product

TEXACO STAR

The New York District Accounting Office calls attention to the splendid showing made by the District during recent months: in April, no transfers or holdouts; in May, transfers extremely light; in June, no transfers or holdouts. We extend congratulations to the men in the field, whose indefatigable work made these results possible. We give an Honor List showing the percentages made by forty-one Salesmen and Agents. Albany led all Territories, with an average for all of its men of 97%. Albany Territory has also been leading for many months in Cash Sales. This report goes to the Texaco Star at too early a date to show the collection efficiency for the month of June, but we prophesy that the number of men having 100% on their collections for June will be double that for May.

COLLECTION EFFICIENCY, MAY, 1919 HONOR MEN

100% Indicates Everything on "A" Lists April 30, Collected in May.

T. E. Swennes	Agt.	Albany	100%
F. J. Gohl	Agt.	Nudson	100%
W. H. Lawrence	Agt.	Kingston	100%
S. S. Smith	Agt.	Middletown	100%
F. Peck	Agt.	Monsey	100%
H. P. Decker	Agt.	Newburgh	100%
W. W. Bauer	Agt.	Port Jervis	100%
S. E. Montgomery	Agt.	Redwood	100%
W. C. Baker	Agt.	Saratoga	100%
H. R. Russell	Agt.	Schenectady	100%
W. S. Remington	Agt.	Ticonderoga	100%
P. H. Noonan	Agt.	Watervliet	100%
T. L. Cochrane	S'n.	Albany	100%
V. T. J. Knapp	S'n.	Middletown	100%
W. G. Marsden	S'n.	Newburgh	100%
T. J. May	S'n.	Albany	100%
G. R. Penchard	S'n.	Albany	100%
J. H. Allen	S'n.	Albany	94%
L. E. Cleland	S'n.	Ogdensburg	93%
E. L. Kirkpatrick	Agt.	Herkimer	91%
F. C. Mott	Agt.	*Sag Harbor	100%
A. N. Doyle	Agt.	Brewster	100%
F. J. Silkworth	Agt.	Port Jefferson	99%
H. L. Mott	Agt.	Greenport	98%
E. C. Haseman	Agt.	Mineola	98%
J. E. Marvin	Agt.	Bridgeport	98%
M. M. Johnson	Agt.	New Rochelle	94%
A. J. B. Carver	Agt.	Huntington	97%
J. D. Brown	Agt.	Babylon	97%
J. Nichols	Agt.	Mount Kisco	95%
J. H. Cosgrove	Agt.	White Plains	92%
L. V. Hoagland	Agt.	Yonkers	97%
Wm. Proehl	S'n.	New York City	100%
G. C. McKibbin	S'n.	New York City	94%
C. E. Lanchantin	S'n.	New York City	94%
S. A. Alston	S'n.	New York City	91%
S. C. Eberhardt	Rep.	Buffalo	95%
G. V. A. Conger	S'n.	Newark	98%
E. I. Decker	S'n.	Newark	97%
Wm. Segal	Agt.	Elizabeth	94%
E. O. Woodruff	S'n.	Newark	94%

*For many months has sold nearly 100% for cash, and all credit deliveries collected before the close of the month in which deliveries were made.

The sympathy of the District Accounting Office is extended to Blake Spear whose mother recently died at her home in Georgia. Blake was fortunate in being able to see her just before she passed away.

Our sympathy is also extended to our office boy Alfred Cackett, whose father died recently. We heartily welcome the boys from the Ac-



counting Office who have recently returned from abroad—W. S. Sutton, Thomas Martin, Thomas J. Maher, William Gillam. Sergeant "Vic" Bergholz is once more on the job, and after all his tussles with the Germans still retains his mustache. Joe Clement returned just in time to attend our outing on June 14, and has since been assigned to the Lubricating Division.

ALL IS WELL

In Flanders' fields, where poppies grow,
There lie our dead.
And in the warm and bright sunlight,
Ten thousand crosses painted white
Send forth this message:
All is well!

Your heroes here who fought and fell,
That all the world in peace could dwell,
Ask you to tell:
Have you, like them, fought for the right?
Or have you tried with all your might
To spread across this land the blight
Of Anarchy and Soviet?

In Flanders' fields where poppies grow,
There lie our dead;
And woe betide the mind so small
Which cannot, will not, heed the fall
Of those for whom the crosses white
There glisten in the bright sunlight.

Give heed the message,
All is well,
From those who now in Heaven dwell:
For well they know,
Our dead, who lie

In Flanders' fields where poppies grow.

—Robert Blaylock, Salesman,
Poughkeepsie, N. Y.

The fundamental principle to be applied I take to be that responsibility and power shall always go together. Responsibility without power can never be justly enforced, and power without responsibility can never be duly controlled.—Elihu Root.

It's all right for you to start out reforming folks but if you can induce some candid friend and still more candid enemy to give their frank opinions of you, you'll figure out you have a lifetime job of reforming without going outside the family.—Wilbur E. Sutton.

Don't judge a man by the noise he makes—the poorest machinery often creaks the loudest.
—Public Service News.

Spend sensibly and Save sensibly. Buy W. S. S.

TEXACO STAR

TO B OR NOT TO B—THAT IS THE QUESTION

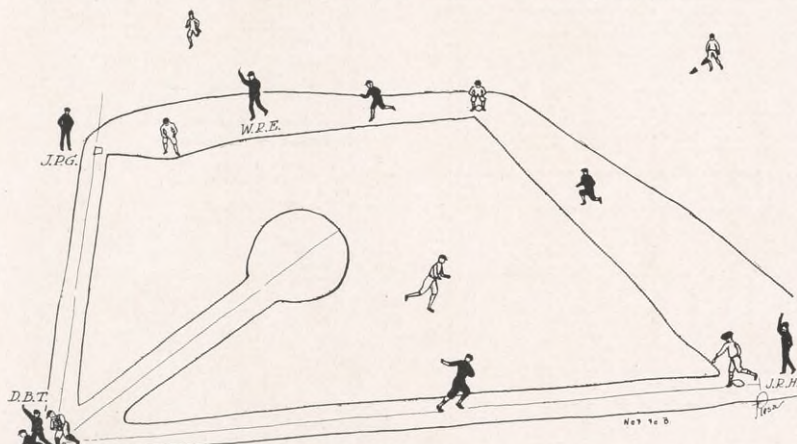
Time, Saturday, May 31, 1919—Place, New York District. Declaration of N. Y. Dist., May 31, before the game: Transfers and holdouts, month of April, None, "with no joker in the deck". Transfers, May, very light. A Declaration: Transfers June, NONE.



For Decision see next "Texaco Star"—Battery for N. Y. Dist.; Credit Dept. Pitching; Acctg. Dept. Catching—(Confidential; Place bets on N. Y. Dist.)

(This sketch was intended for the June issue)

TO B OR NOT TO B—THAT IS THE QUESTION



Game of June 30, 1919

Not to B—"Holdout" fails in pinch. Hits into double play. "Holdout" grounds to First; First to N. Y. Dist. Acctg. (catching), forcing "B" at home plate

We feel indebted to John Plesa, our young artist in the District Accounting Office, two of whose sketches we are exhibiting. We believe he shows natural aptitude and that under proper instruction this young man would develop into an artist of note.

TEXACO STAR

BOSTON DISTRICT.—It is a pleasure to watch our gains in the Motor Oil Campaign of 1918-1919. We lead in sales of Thuban and Crater Compounds, and a little extra effort will place us in the lead on Greases and Contracts.

Salesmen Mason, Rockwood, Kelly, and Williams are plugging hard to be recorded as Marksmen.

Mr. Morrison is doing some worrying these days as he is figuring how he can make room for two more employes at Burlington, Vt. Station. This is brought about by the fact that Mrs. Boudreau, wife of Agent Boudreau of Burlington Station, gave birth to twins recently. *Congratulations, "Boudy,"* old top.

Latest advices report the arrival of another stenographer at the home of John Burley. *Congratulations, John.* We know you don't like this publicity, but there's only one way to send Texaco congratulations and that is *via* the *Star* route.

Agent Benham of New Haven Station was in the District Office recently and reports unusual sales down his way, and he claims they are going to be better. One glance at R. T. B. is enough to tell you he's a hustler.

Agent Rolley of Lawrence-North Andover Station has come across again. He has a clear Receivables "A" list, having collected every account. Mr. Rolley has had only one X account since taking charge at this station, and that was a Municipal account. This is a record to be proud of, Mr. Rolley, and we hope you will continue it, as an inspiration for our other agents.

We haven't heard anything from Philadelphia regarding the baseball challenge given at the Chief Accountants meeting.

The baseball team representing the Texaco A. A. is having a hard time getting into the "win" column, as the last four games have been lost by one run each. We expect the luck to turn shortly, and when they do win it will take a smart set of ball players to beat them again.

It has been noticeable that only a few members of the Association are attending the games. The boys are playing fast times and are putting up a first class game of ball. They deserve support. Those who went out for the team and were not fortunate enough to make it have a chance now to show their loyalty by attending the games and assisting the boys who were more fortunate than they by rooting. There are also those that tell how the games could have been won after they are over, but we notice none of them ever attend the

games. Come out to the games where the boys on the field are doing their utmost to keep the name of Texaco in the front always. Let us start now and have a good live *Texaco Bunch* at the remaining games—girls as well as boys, and we can all enjoy a pleasant afternoon together. The baseball team needs your support. Give it to them.



Texaco A. A. baseball team, Boston, Mass.
Battery—Kadlec, Gilman, Paten.



Infield—Front: Flynn (Mgr.), Hayes. Rear:
Flannigan, Kendrick, DeRosay.



Outfield—Keefe, Kelley, McKeen.

TEXACO STAR

TEXATIONS.—J. E. Flanagan, correspondent for the Boston District column of the *Texaco Star*, who is considered Rudyard Kipling's closest rival, has set out to show us that he is also somewhat of a speculator, having purchased a large tract of land in a suburban district. He claims he is going to build on the land, but close friends are reluctant to believe this. Rumor indicates that traces of oil have been detected there, and we look forward to the development of a new oil company in the near future. Do you need any old oil cans, Jim?

Jerry Watson can be depended upon to supply the buttercups for the table at the boys' cottage at Nantucket—he hasn't failed them yet this season, but how hard it is to find those vases.

We've got to hand watch, medal, and everything else to Newcomb for being loyal to the baseball team. He's out to every game and is a "whale of a rooster."

Tommie Kelley is wondering if the New York Office has a ball team. Probably Chief Accountant Haden could enlighten Tommie on this matter.

PHILADELPHIA DISTRICT.—A meeting of Motor Oil Salesmen was held at the District Office on May 22. Many topics were discussed, one of them being a talk by Chief Accountant W. F. Murdy on cooperation between Field and Accounting men. He pointed out that if the men in the field would furnish credit information on new prospects, so that a file can be developed before order is secured, the frequent delays when first orders are secured would be eliminated. The men all agreed and will cooperate to bring this about.

"More Business" is the slogan. Therefore office space is needed. Accordingly, two additional rooms were rented, which are occupied by the Marine Department.

On June 14 Mr. W. Jones, Clerk-Cashier at Pittsburg, was married. He then resigned to go to Chicago. Good luck, Bill, in both ventures.

Our Order Department is swamped with work. When our office force heard of the new product Texaco-Texacoat, all were surprised and thought the Company was going to furnish office coats bearing the Red Star and Green T. They were much disappointed, but allowed their orders to stand in order that they may give their roofs a coat of the new Texaco-Texacoat.

New-Old Additions.—David Roop is our Drum Clerk again, after having been in the St. Mihiel offensive and battle of the Mense-Argonne. E. J. Nahill is at his former desk in the Lubricating Division, after honorable discharge from the Navy. J. L. Scott, returned from overseas, is again with our sales force.

Donald Woodbridge and R. W. Cope, two of Uncle Sam's flyers, were given opportunity to don overalls at Marcus Hook Terminal. After six weeks of stevedoring, they passed their final examinations true to form with flying colors. If these two men continue to fly as heretofore, they will be of material aid to our selling force. "Welcome Home"—to all.



The Independent Oil Company's display of Texaco Product at Harrisburg, Pa., Auto Show



The Independent Oil Company's display at Lancaster, Pa. Auto Show. Thuban Compound was especially featured

Mr. Shriner of the Philadelphia District Office attended these shows which were highly successful.

"Kid" Batchelder is commuting to Bristol. Who is she? Better have Dad pass a limit on it.

We suggest W. J. Keyham, Order Clerk, be given a number of telephone booths, as these are now available.

Speaking of contrast, the telephone service when Miss Leon is away.

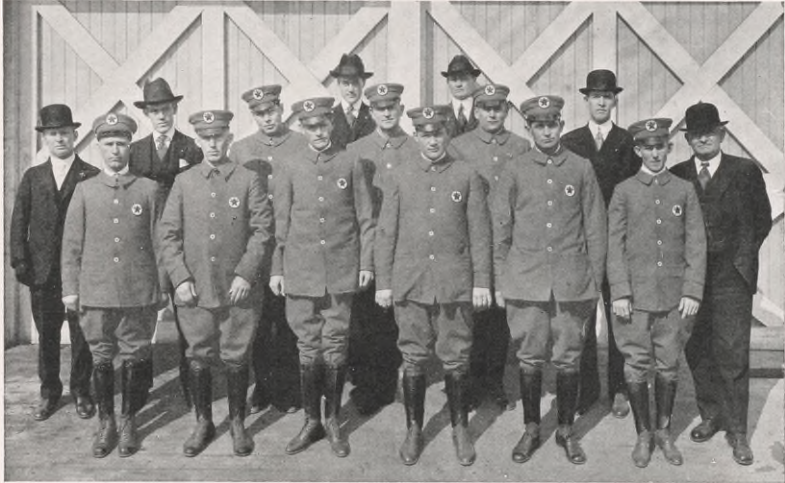
We wonder how Salesman Ryan is adapting himself to the simple life since he has been transferred from the white lights and politicians of the City of Brotherly Love to the dark lights and farms of Northeastern Pennsylvania. "How Ya Gonna Keep 'Em Down on the Farm?" Wouldn't you rather be known as a careful gink than have a reputation for carelessness? Think it over, and don't miff any flies when they are hit out into your field.

Athletics.—The small handful of fellows who attended the First Annual Athletic Meet of the Atlantic Refining Company at the opening of their new field at 49th and Paschall Avenue, on May 24, showed themselves to have some real stuff in them. The Meet was one of open and closed events. In the open events the following were the results obtained by our boys:

50-yard Low Hurdles—Chas. W. Schaeffer, 2nd place.

880-yard Run—Chas. W. Schaeffer, 2nd; William Andrews, 3rd.

TEXACO STAR



Charlotte, N. C. Station

Station employes in uniform, left to right: V. B. Weir; L. C. Eaton; G. F. McKee; W. L. Ramsey; G. R. Hoke; C. E. Eaton, L. I. Beasley, W. L. Hucks; G. V. Setzer. Not in uniform, left to right: T. J. Stocks, Operating Inspector; C. C. Beasley, Agent, Charlotte, N. C. Station; N. A. Gillis, Salesman; L. J. Steele, Clerk at Charlotte Station; J. H. Sumrell, Ass't Agent, Gastonia, N. C. Station; G. C. Sowden, Construction Foreman, of Equipment and Construction Division.

1-mile Run—Wallace Payne, 3rd.
 1-mile Relay—Texaco Company, 2nd (Campbell, Barnhart, Hoffman, Schaefer).
 12-lb. Shot Put—Erskine, 2nd.
 Running Broad Jump—Swain, 3rd.
 Baseball Throw for Girls—Miss Billie Hughes made a huge throw and took the gold pin for first prize. Personally, we didn't see it, but heard that if it didn't go a couple of miles it surely went a couple of feet.
 Two events on which we did not get a sneak-in were the 100-yard Dash and the Running High Jump.

There were a total of 143 entrants.
 The baseball team played three games:
 Texas 13—Gulf 0.
 Texas 2—Atlantic Refg. 3.
 Texas 15—Union 3.

Standing of the teams is:

	Won	Lost	Pct.
Atlantic	4	0	1.000
Pure	1	0	1.000
Texas	2	1	.667
Crew-Levick	2	2	.500
Gulf	0	3	0.000
Union	0	3	0.000

On June 14 the Texaco Stars annexed another game to the right side of the ledger by easily defeating the Fast Port Storage team of the Army Supply Base, by score of 12 to 2. Etheridge, the hefty first sacker of the Stars, slammed the ball for two home runs at opportune times, scoring runs each time ahead of him. Macon for Texaco pitched superb ball throughout the game and was never in danger of the Doughboys:

	R	H	E
Texaco	3	2	0
Port Storage.....	0	0	0

We expect our boys to hold up under this good start.

NORFOLK DISTRICT.—Henry A. Baker of the Accounting Office and Miss Myrtle B. Williams of Portsmouth, Va., were married on June 17, 1919. Here's luck and good wishes to this young couple. It is the wish of the Texaco Family that their troubles may be little ones.

Our Credit Man, J. M. Foster, received a telegram a few days ago requiring his presence in the vicinity of Bluefield, W. Va. The boys in the District Office have formed a delegation to meet J. M. when he returns from Bluefield, as it is thought the nearest route home is *via* Baltimore.

It is a pleasure to announce that Miss Pauline Brown of the Accounting Office has entirely recovered from an operation for appendicitis and is taking a rest in the Mountains.

Engineer C. S. Broadhurst, who was recently injured in an automobile accident, has sufficiently recovered to return to duty.

We are glad to welcome to our Office and Family, from the New York District, S. A. Smiley and S. N. Goodrich.

An old familiar face was seen in the

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Norfolk D. O. this week—W. J. Barton. Always glad to see "Billy".

W. B. Cope, who recently visited Roanoke, Va., returned with a "broad smile" which meant the renewal of contract with the Virginia Iron, Coal & Coke Co. The work of Salesmen C. L. Horne and R. L. Tate in this territory is very gratifying.

C. L. Short, while soliciting Marine business in Hampton Roads, fell off the steamship. We wonder whether "Jack" was rather warm and intended going swimming or simply fell off the water wagon. The Company extended many thanks to Mr. Godwin for saving Jack's life. The only damage done was that Jack is now ordering a new wooden leg, the other having warped.

Eighteen of the D. O. boys went on a little fishing trip on a recent Sunday and they report an excellent catch amounting to 300 fish. Sounds like a fish story to us. "Charlie" Agers claimed that all the fish were too small for him to carry home. Wonder where he had been used to fishing. But we think "Charlie" was afraid that Friend Wife would make him clean them.



Motor Boat "Texaco"

A gasoline launch which carries a 1000-gallon gasoline tank for supplying motor boat trade on the Chicago River and in the Chicago harbor of Lake Michigan.

ASPHALT SALES DEPT. After making an enviable war record overseas, L. R. Mason, Jr., has joined the sales forces of this Department, and is operating from the Richmond Office. Mr. Mason started in the British Army as an enlisted man shortly after the beginning of the war and rose to the rank of Captain; aside from this we have inside information that he could sport a few citations for valorous conduct on the battlefield if he were not too modest to do so.

J. P. Daly has returned to the New York Office after discharge from the army. He served as a field clerk at Hoboken.

The Educational department of The Texas Company has vacated its offices on the 19th floor of the Whithall Building, after renovations are completed Asphalt

Sales Department will occupy them.

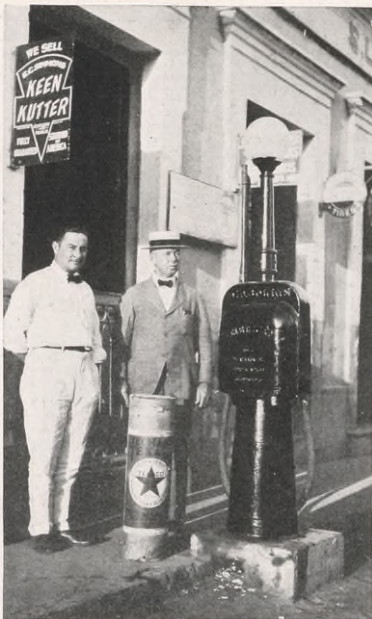
The *Houston Post*, Houston, Texas, contained article on June 18 about a dance on a Texaco Street in that city:

More than 6,000 persons participated in an open-air dance on Main Street, from Capitol to Walker Avenues, Tuesday night, in honor of the boys of the 359th Infantry, 90th Division, just returned from overseas.

Lewis Band, 22 pieces, was stationed at the intersection of Main Street and Rusk Avenue, and from 8 to 11 p. m., 6,000 pair of feet tripped the light fantastic.

Main Street for two blocks had been roped off from traffic and the public was kept on the sidewalks by ropes stretched the length of the blocks. The Street was flushed and cleaned by city firemen Tuesday afternoon and made to resemble the streets of spotless town. After wax had been sprinkled over the smooth surface, everything was ready for the big event.

"The Road to Happiness"—Don't spend all you earn. Buy W. S. S.



S. L. Rockaford (in "whites"), our progressive Agent at Humacao, Porto Rico, known locally as the J. P. Morgan of that Island, and G. L. Englebright, of our Porto Rican Marketing Staff, "snapped" in front of Mr. Rockaford's establishment.

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Manager Frank Lopez and Office Staff of the San Juan, Porto Rico, Branch of The Texas Company. Mr. Lopez is indicated by a cross.

EXPORT DEPT. James F. Sheridan has rejoined the Coding Division after having been about a year in France with the 29th Division.

Harry J. Beppler, who was with the South American Division before serving in the 306th Field Artillery in France, has returned to his duties.

James F. O'Neill, formerly of the Export Lubricating Division, has returned to The Texas Company after a year's service in the army.

J. M. Smith, E. A. Corbett, and O. F. Bender have left for Australia to be connected with The Texas Company (Australia) Ltd.

Ben F. Wright, who has been for some time with the Export Department, New York Office, recently left for Havana, where he will be temporarily engaged in assisting Mr. Fisher, Manager of The Texas Company (So. Amer.) Ltd.

PRODUCING DEPT. Assistant Department Agent Geo. H. Pruter has resigned to accept

a position with another company. All his associates and friends in the Houston office regret that he is leaving, but extend best wishes for his future success.

Chief Accountant Otto Hartung succeeds Mr. Pruter, and C. C. Shields will fill the position vacated by Mr. Hartung.

General Superintendent C. P. Clayton of our Louisiana Division has resigned, to accept a position with another company. We all regret to see Mr. Clayton leave us, but wish him the best of good luck.

R. C. Stewart will be General Superintendent of the Louisiana Division, *vice* Mr. Clayton.

E. L. Hawkins, who worked for us at Shreveport, has returned from France and is now Chief Clerk of Louisiana Division.

W. A. Hamman, formerly Chief Clerk, has been appointed Secretary to the General Superintendent, Shreveport, La.

S. F. Patrick, formerly Drilling Superintendent, Mexico, will be Assistant Superintendent, North Central Texas Division, with headquarters at Cisco, Texas.



On Saturday, May 24, the Engineers of the North Central Texas Division met the Office Force at Cisco for nine rounds of the great pastime. Three Engineering parties drove 30 miles, over boulevards like the one pictured, to get into town. As a result they were far from a cleanly bunch and had no time to change clothes before the game. The office force had nice new uniforms. When the game was finished the Engineers were on the long end of the score, 23 to 17, and had wiped their mud on the new uniforms.

Batteries—Engineers: Hittson and Miller.
Office Force: Conner plus the whole team and the umpire.

SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

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

EXECUTIVE Cost Accounting to Aid Production.—IX.—Conclusion and the Future of Cost Accounting, by G. Charter Harrison.—*Industrial Management*, June 1919.

Managing for Maximum Production.—“Patrolling Supervision,” A New Foremanship, by L. V. Estes.—*Industrial Management*, June 1919.

PRODUCING Production Engineering, by H. B. Goodrich.—*National Petroleum News*, June 4.

NATURAL GAS “Conscious” and “Unconscious” Losses in Producing Natural Gas Gasoline, by H. A. Fisher.—*National Petroleum News*, June 11, 1919.

REFINING Physical Tests of Asphaltum, by John W. Newton and F. N. Williams.—*Petroleum Age*, June 1919.

CASE AND PACKAGE United States Shows How to Ship Oil Cans.—*Petroleum*, June 1919.

LUBRICATION What Lubrication Experts Accomplished for Aviation during the War.—*National Petroleum News*, June 11, 1919.

Lubrication and Lubricants, by G. R. Rowland.—*Journal American Society of Naval Engineers*, Feb. 1919.

The Mechanics of Lubrication.—*Petroleum*, June 1919.

Colloidal Phenomena in Lubrication, by W. B. Hardy.—*Journal Society of Chemical Industries*, Jan. 31, 1919.

Lubricating the Farm Tractor.—*Motor Age*, Feb. 20, 1919.

ADVERTISING The International Trade Mark Question, by Walker B. Palmer.—*The Annals of the American Academy of Political and Social Science*, May 1919.

GENERAL International Economics.—*The Annals of the American Academy of Political and Social Science*, May 1919.

A Review of Current Conditions (in the oil industry)—A Look into the Future, by J. C. McDowell.—*Oilman*, June 1919.

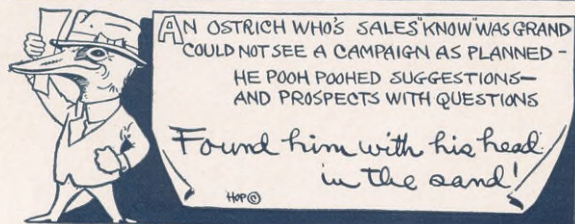
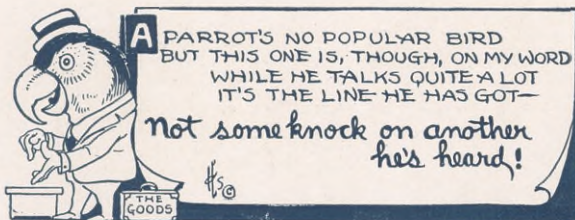
Oil Men and Automotive Engineers Confer on Motor Fuel Situation.—*National Petroleum News*, June 11, 1919.

A Review of the Motor-Fuel Situation, by Joseph E. Pogue.—*Automotive Industries*, June 12.

The Preparation and Use of Colloidal Fuel, by Lindon W. Bates.—*Oil News*, June 20, 1919.

Humanity and Tolerance Will Solve U. S. Labor Problems, by Harry Tipper.—*Automotive Industries*, June 19, 1919.

Helium, the New Balloon Gas, by G. Sherburne Rogers.—*The National Geographic Magazine*, May 1919.



The door to many a good order is opened from th' inside with a postage stamp or two.

*Now that the "breathing spell" is over
and big production is in sight—*

It is a good time to take stock of your mechanical efficiency.

Likewise, it is a good time to see that your lubrication is put on a sound basis.

How would you like to have a Texaco Lubrication Engineer, thoroughly qualified to discuss every phase of the business, go through your plant and make recommendations for the right oil in the right place?

Perhaps you know that we are always making friends by the use of Texaco Crater Compound on gears and pinions.

This lubricant has been more than "earning its keep" by the way in which it has been increasing the life of gears, pinions, and wire ropes in some of the most difficult places around the plant.

And when your rolling mill engines begin to carry a full load again, you want to be sure that cylinders and valves are treated properly.

The right Texaco Cylinder Oils, as recommended by our Engineers, are doing it and will do it for you.



There is a Texaco Lubricant for Every Purpose

THE TEXAS COMPANY

Houston

New York

Chicago

Offices in Principal Cities

This advertisement was addressed to the Iron and Steel Industry, through its trade papers, but the argument holds good almost everywhere today.

Advertising Division