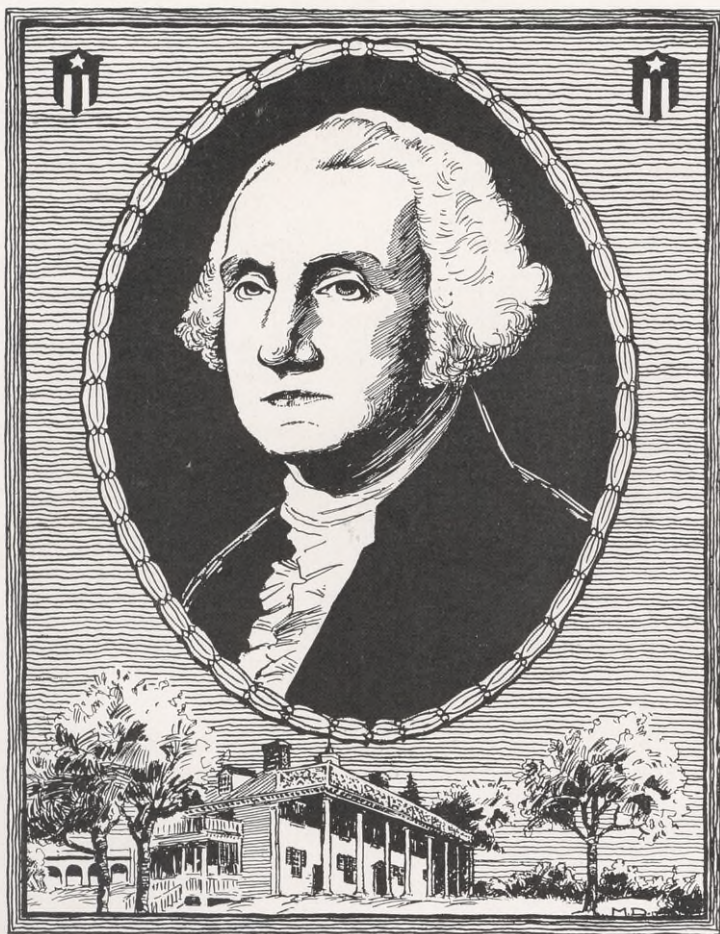


The TEXACO STAR

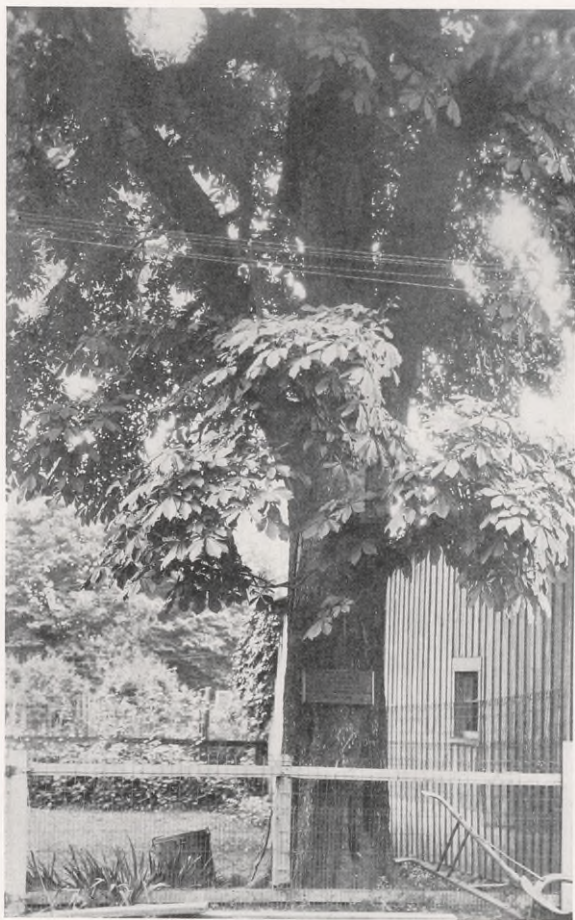
For Employes of The Texas Company



Vol. XIV

FEBRUARY 1927

No. 2



Horse-chestnut tree planted by George Washington

The TEXACO STAR

PRINTED MONTHLY FOR DISTRIBUTION
TO EMPLOYEES OF THE TEXAS COMPANY

Vol. XIV

February 1927

No. 2

"All for Each—Each for All"

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

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Oil Industry Taxes

Officers and directors of companies interested in the petroleum industry, as well as individual operators, stockholders, and others directly and indirectly affected, would do well to take notice of the marked tendency to over-tax the industry. It is easy for the general public to gain the impression that the industry, on the whole, is a very profitable one because of the publicity given to the few who are successful and the lack of general information as to those who are unsuccessful.

For the 3 years period 1921 to 1923 inclusive, the strictly producing interests, numbering about 3,000, showed a loss of \$277,514,320 with a tax of \$64,424,984. The manufacturing companies, many of whom are also producers, for the three years showed a net income of \$349,598,270, with a total tax of \$188,656,866, of which \$52,422,383 was gasoline sales tax. Thus the whole industry for this three years period showed a net earning of \$72,083,950, with a total tax of \$253,081,850, or a tax of more than three times the net income.

In 1924, returns were made by 3,903 strictly producing interests, with a net income of \$91,642,118 and taxes amounting to \$35,434,404. Manufacturing companies to the number

of 587 reported a net profit of \$214,776,541, with a tax of \$135,002,361, of which \$79,734,490 was gasoline sales tax, or a net income for the 4,490 interests of \$306,418,659 and a tax of \$170,436,765. For the four years period the industry is credited with net earnings of \$378,502,600, with a total tax of \$423,518,615. It is estimated that the aggregate investment in the industry during this period was about \$10,000,000,000; an average earning of less than one percent.

Charles M. Schwab, Chairman of the Bethlehem Steel Corporation, before sailing for Europe last month is reported to have made the following statement:

"The steel industry today has an investment of about \$5,000,000,000, and the industry as a whole is not earning more than 5 percent on this investment. People who have money in steel are not getting the proper return for their investment, in fact, money invested in steel stock is yielding practically no more than bonds would yield."

At the present time 43 State legislatures are in session, in eighteen of which bills have been introduced either to enact a gasoline sales tax or to increase prevailing rates. In addition to the gasoline sales tax, bills have been introduced in sixteen states to impose additional taxes on the industry, such as the tax on gross production of oil and gas, severance taxes, license taxes, ad valorem taxes, and taxes on inspection of kerosene, motor oil, and lubricating oils by the enactment of new laws or increases in the rates of taxation in existing laws.

I think it is generally acknowledged by the industry that a reasonable tax for road purposes is not a serious menace, or objectionable; 2 cents per gallon on the basis of the consump-

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tion in the United States in 1926 of 267,165,000 barrels would amount to \$224,418,600, or nearly 3 times the average earnings for the entire industry for the years 1921 to 1924 inclusive. Government figures for later periods are not as yet available.

In examining the statistics regarding the earnings of the industry and taxes contributed by it, one cannot but be impressed with the fact that the petroleum industry is being called upon to do far more than its share in furnishing revenue to the State and Federal governments.

Slaves

Before the inventions of modern machinery, accumulated during the last two centuries, human slavery in some form appeared to be the practically necessary basis for civilization. But human slavery was demoralizing for both masters and slaves, and no secure civilization was ever built upon it.

It remains to be seen how securely modern industrial civilization will be built upon the "slavery of the machine." Our multitudinous mechanical slaves can undoubtedly provide goods and leisure for their masters adequate to the requirements of civilization, if the masters will attain sufficient intelligence and sound character to make suitable use of goods and leisure. That is the portentous question confronting the presently more advanced civilizations.

Some idea of the immense numbers of the machines that are now working for the people of this country may be got from an announcement concerning only one field of mechanics. The General Electric Company advertises:

In a quarter century the General Electric Company has produced electric motors having a total of more than 350,000,000 man power. These are America's slaves. Through their service (in part) American workers do more, earn more, and produce quality goods at lower cost than anywhere else in the world.

Thus, electric motors alone—to say nothing of innumerable other "machine slaves"—provide the power of about three human slaves for every man, woman, and child in the country.

How wisely will the civilized world use such unprecedented potentialities?

Work is drudgery only to misfits.

Page two

"Oh, What's the Use?"

A young man ran for the Legislature of Illinois and was badly swamped. He next entered business, failed, and spent several years paying up the debts of a worthless partner. He was in love with a beautiful young woman to whom he became engaged—she died.

Entering politics again, he ran for Congress, and was badly defeated. He tried to get an appointment to the United States Land Office, but failed. He became a candidate for the United States Senate, and was defeated. Then he became a candidate for the Vice-Presidency and was once more defeated.

One failure after another—bad failures—great setbacks. Then he became one of the greatest men of America—Abraham Lincoln.

Who says, "Oh, what's the use?"

—*The Pennsylvanian.*

Tree Planting

You will notice that the substantial, the thrifty, the worthy, and the likable classes of people plant trees, no matter whether they are in a new and treeless country or in one already well planted; and that the shiftless, the transient, the careless, and the selfish are as little likely to set out sheltering trees as they are to be neat, thrifty, or good neighbors.

Show me a developed town with no trees and I will show you a town to avoid as a home for your families. Go through districts where want and squalor and crime and filth are the rule and you will be lucky to find even a gaunt specimen of a tree anywhere about. This is not by chance; the planted and tended tree is as sure a sign of civilization as a revered flag or a church spire or a schoolhouse belfry, and the English, who have carried civilization to every part of their dominions scattered far and wide about the earth, plant shade trees almost before they finish their houses or start their towns.—*Luther Burbank.*

Leaders for the Boy Scouts

All over the country the Boy Scouts need leaders—the larger the city the more urgent the need. But there is another side of the matter. Thousands of suitable men need the very exercises of body and spirit that this would give them. I wish to stress that side.

How do you get your fun? Recreation must

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Dr. Cullinan

Dr. Michael Patrick Cullinan, President of the Border Gas Company and recognized as a leader in Southwest Texas development, died at his home in Laredo on January 20. His 62nd birthday anniversary had been celebrated the day before. After dinner at his home, Dr. and Mrs. Cullinan visited a son until near midnight. Several hours after retiring he suddenly became ill, and died of acute indigestion before medical aid could reach him.

The funeral took place Sunday morning, January 23, from the home to St. Peter's Catholic Church, and the largest cortege ever gathered in Laredo followed his body to its last resting place. He is survived by his widow, three sons, Joseph Cullinan and Frank Cullinan, Laredo business men, and Murta Cullinan, Notre Dame student; two brothers, J. S. Cullinan of Houston, president of the American Republic Corporation and subsidiary companies, and Frank Cullinan of Dallas, vice president of the Republic Production Company; and four sisters residing in Pennsylvania and Washington, D. C.

Dr. Cullinan was born in Shamburg, Pennsylvania, in 1865. He studied medicine, took the M. D. degree, and practiced his profession until an injury to a leg necessitated the permanent use of a crutch. In 1898 he moved his family to Texas and became interested in oil and gas development at Corsicana.

In 1910 he removed to Laredo to become president of the Border Gas Company, subsidiary of The Texas Company, which at the time of his death is supplying gas to Laredo and adjoining territory, Mirando City, Aguilares, Oilton, and Hebronville. For many years he was a valuable counsellor to operators



Dr. M. P. Cullinan and Family

in the Laredo District and constantly assisted them in their problems and difficulties.

Visitors were invariably impressed by the sight of a kindly appearing old gentleman, with a white goatee, carrying a crutch, and driving a Ford coupé. He was a familiar figure throughout the territory, where his activity in fighting gas blowouts had won him a wide reputation. Dr. Cullinan believed every wild well could be saved if those fighting the blow-out persevered. He used his own crew in fighting gas blowouts and never would accept any payment for the work of himself and his men.

Dr. Cullinan has the credit of starting the citrus fruit industry in the Laredo section. In the yard of his beautiful home he demonstrated the adaptability of the soil and climate to the growing of oranges, grape fruit, and other members of the citrus family. Representatives of the Department of Agriculture conferred with him, and growers of citrus fruits frequently came to him for advice.

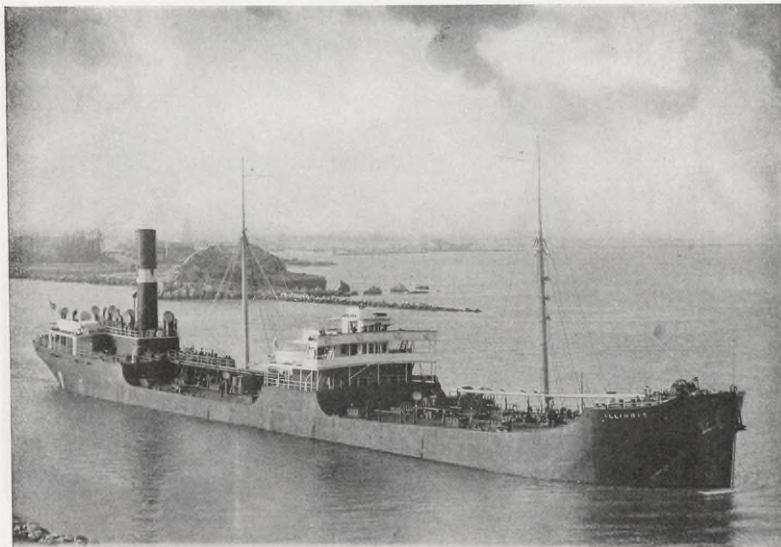
In the death of Dr. Cullinan, two great industries, besides his personal friends, have lost a real friend and helper.

be in mind and spirit as well as in the muscles.

If you are in Greater New York, when summer comes you could spend your vacation up at Kanohwahko Lakes, the largest boy's camp.

Apply at the office of the Boy Scout Foundation, 220 West 42nd Street, for information how to accept training to lead boys, given without cost.

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The Texas Company S. S. "Illinois"

Accident Prevention on Tank Steamships

ARTHUR M. TODE, Superintendent Technical Div., Marine Dept., The Texas Company
Address before Marine Section of National Safety Council at the last Annual Safety Congress

Virtually every accident on board ship is preventable. On this fact hinges the success or failure of an accident prevention campaign, which consists primarily of bringing home this message to every one connected with the shipping industry.

A careful study of the accidents, which occurred on board the vessels of The Texas Company's fleet during the years 1921 to 1925 inclusive and an analysis of the injuries which resulted, made it apparent that relatively few of the accidents could be classed as unavoidable. In fact, the majority of the accidents could have been prevented by greater carefulness and watchfulness on the part of the men injured, and in cases, by co-workers who in some instances were partly and in others were entirely responsible for the accidents.

The problem of promoting safety on board ship resolves itself into one of education and

proper supervision. The first part, that of education, consists in a mental training of all the personnel to think of safety and to follow out the principles which promote safety in their daily tasks. Recognizing that mechanical appliances play but a comparatively small part in accident prevention, and that the greater proportion of accidents is attributable to the human factor, an effort must be made to arouse the interest of the worker in the safety of himself and his co-employees. The individual man on board ship must be taught that his safety depends largely upon himself, just as does the safety of others. The second part of the problem, proper supervision, requires the coöperation and assistance of every member of the Marine Department from highest executives to seamen, wipers, and messmen.

Proper supervision must include men and machinery. The licensed personnel on the

The TEXACO STAR

ships, who frequently complain of the inexperience of the men in their charge, must be taught to realize their own responsibility in this condition and make serious efforts to train and instruct the men under them.

The Marine Department management in turn, must find the ways and means to arouse an interest among the officers on the ships so that the principles of safety will, through them, be indelibly impressed upon the men. This is important because the turnover of the unlicensed personnel on the vessels is large in proportion to the officer personnel replacement.

The executives of a steamship company, especially one engaged in the oil tanker trade, when attempting to inaugurate or follow out an accident prevention campaign have not the same facilities or opportunities as are available in factory or plant management on shore.

Chief among the advantages offered the factory employer who is interested in reducing his list of accidents is the opportunity which his Safety Representative has of talking collectively and individually to the superintendents, foremen, and other employees of the various departments; the holding of safety first meetings and rallies at suitable times and places; the inspection of possible hazardous appliances, places, or conditions in the plant when reported; and the ability to investigate fully the causes of accidents as soon as they take place and analyze them with the view to preventing a recurrence.

In contrast, let us consider what the Marine Department of a large oil company must contend with. Here there are a large number of ships carrying their cargoes of crude and refined oils to ports on the several continents. In the tanker trade a quick turn-about is of the greatest importance. Before reaching the loading port the crew of a tank vessel are busily engaged making all preparation to take on board the oil cargo immediately upon arrival. Not infrequently an oil tanker will reach her loading port in the morning, and before the sun has set will have started on her return voyage. In the interim a cargo of some sixty thousand or more barrels of oil has been pumped into her tanks, several hundreds of tons of package freight securely stowed in the 'tween decks and holds, and bunker fuel, boiler feed-water, and commissary stores loaded. At the same time such repairs and adjustments have been made to the machinery as may have been required, and the many miscellaneous duties, both on deck and in the engine room,

which must be attended to have received the proper attention.

Upon the vessel arriving at her discharging port a similar picture is presented. The Safety Representative of the oil company would receive little encouragement from the master or the chief engineer of the ship, who together with their men are exceedingly busy at these times, should he attempt under such conditions to talk to their crews on accident prevention. The Safety Representative of a general passenger or cargo steamship company whose vessels are in port from one to several weeks at a time, may perhaps have the opportunity of personally talking to and impressing upon the men the company's ideas of safety.

In the oil tanker trade the voyages of the respective ships are largely governed by the law of supply and demand—both domestic and foreign trade. With loading terminals on the southern and western coasts of the United States, in Mexico, and in South America, and with many discharging ports at home and abroad, it is difficult and in many cases impossible to determine the itineraries of the vessels for any considerable future period. Under these conditions the Safety Representative may not have the opportunity of visiting some of the ships except at very long intervals.

The Texas Company, upon serious consideration of the best means to reduce the accidents on board its ships, found itself confronted with the difficulties which have been briefly mentioned. It appeared that a good start toward reducing the number of accidents could be made by stimulating "safety thinking" among the sea-going personnel, by attempting to create good will for accident prevention work among the men and to remind them of the care that must be exercised to perform their duties with the highest safety for themselves and fellow workers. It was decided to display safety posters on all vessels of the ocean-going fleet, the barges, the tugs, and at the marine warehouses.

As the preparation of a large number of original safety articles and posters for display purposes would entail considerable time, the poster catalogue of the National Safety Council was consulted. Of the many hundreds of splendid posters available through the National Safety Council only a comparatively few are applicable to marine work. These, for the most part, have been contributed by the marine department of another large oil company. About seventy posters were selected with which to start an Accident Prevention Campaign.

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Above: S. S. "Reaper" and M. V. "Solitaire." Below: S. S. "Aryan" and S. S. "Dirigo."

Only two types of our tankers are shown here. The fleet comprises 19 ships of four different types: The S. S. "Derbyline" and S. S. "Dungannon" are the largest vessels (unfortunately no photograph available); the S. S. "Alabama" and S. S. "Louisiana" are smaller and older steamers; the M. V. "Solitaire" is a Diesel propelled tanker. The other 14 are known as our "Texas Type" and include the following:

| | | |
|--------------------|----------------------|--------------------|
| S. S. "Aryan" | S. S. "New Jersey" | S. S. "Roanoke" |
| S. S. "Dirigo" | S. S. "New York" | S. S. "Shenandoah" |
| S. S. "Harvester" | S. S. "Occidental" | S. S. "Texas" |
| S. S. "Illinois" | S. S. "Pennsylvania" | S. S. "Virginia" |
| S. S. "Lightburne" | S. S. "Reaper" | |

We operated a fifth type of tanker, the S. S. "Georgia," but that ship was sold last November.

The Texas Company—Marine Department Accidents—1921 to 1926 Inclusive

Classified as to Types of Accidents

| Type of Accident | Percent |
|-----------------------------|--------------|
| Falls | 22.2 |
| Cuts and Lacerations | 20.0 |
| Burns—Flarebacks | 0.8 |
| Strains and Sprains | 0.1 |
| Machinery (Deck and Engine) | 8.2 |
| Miscellaneous | 7.6 |
| Eye Injuries | 7.1 |
| Handling Lines and Hose | 7.0 |
| Falling Objects | 5.5 |
| Heavy Weather | 2.6 |
| | <u>100.0</u> |

| | |
|--------------------|--------------|
| Pumpmen | 4.6 |
| Messmen | 3.7 |
| Stewards and Cooks | 3.4 |
| Chief Engineers | 3.2 |
| Quartermasters | 2.0 |
| | <u>100.0</u> |

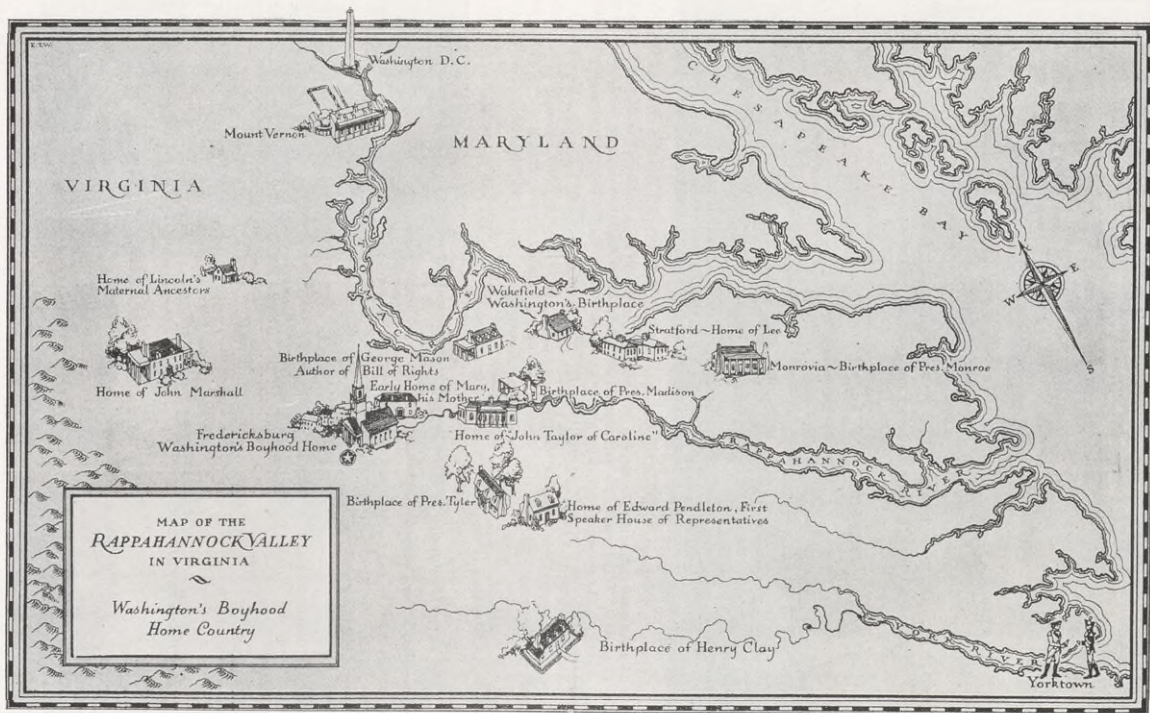
| | |
|-----------------------------|--------------|
| Deck Department | 42.6 |
| Engine Room Department | 42.3 |
| Steward's Department | 7.0 |
| Miscellaneous and Outsiders | 8.1 |
| | <u>100.0</u> |

| | |
|-------------------------------|--------------|
| Licensed Deck Officers | 10.7 |
| Unlicensed Deck Personnel | 32.0 |
| Licensed Engine Officers | 12.4 |
| Unlicensed Engineer Personnel | 29.8 |
| Steward's Department | 7.0 |
| Miscellaneous and Outsiders | 8.1 |
| | <u>100.0</u> |

Classified as to Personal Injuries

| Personnel | Percent |
|-----------------------------|---------|
| Seamen | 20.8 |
| Water Tenders and Firemen | 15.6 |
| Oilers and Electricians | 9.7 |
| Assistant Engineers | 9.2 |
| Miscellaneous and Outsiders | 8.1 |
| Mates | 5.5 |
| Captains | 5.2 |

| | |
|-----------------------------|--------------|
| Licensed Officer Personnel | 23.1 |
| Unlicensed Personnel | 68.8 |
| Miscellaneous and Outsiders | 8.1 |
| | <u>100.0</u> |



The TEXACO STAR

Reproduced from pamphlet issued by the Citizens' Guild of Fredericksburg, Virginia

The TEXACO STAR



Mount Vernon, home of George Washington, on the Potomac fifteen miles below Washington City

Photograph from Virginia State Chamber of Commerce

George Washington

A. L.

The good fortune of this nation in beginning its independent existence under the prime leadership of George Washington could not be overestimated. To lose sight of his character and forget his counsels would be a disaster.

Preparations, already begun, to celebrate the 200th anniversary of Washington's birth appear to have offered opportunity to some 'smart' writers to publish timely books and articles seeking to defame his character and minimize his abilities. The more sensational the essays, the more prominently have some newspapers 'played up' the foolish falsehoods.

It is not by accident that insidious disparagement and even brazen slander of George Washington is being disseminated. Plotters for the establishment of a servile state, through bureaucratic government and changing the Constitution, know what they are about in their attempts to break down respect for Washington. His character and prudence and force stand a model of all those virtues which the collectivists regard as the principles most

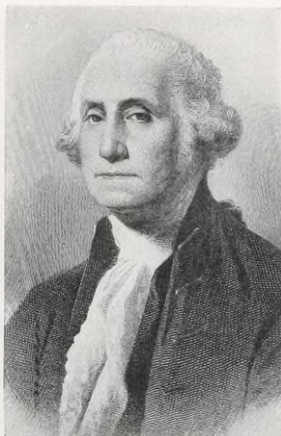
obnoxious to their program. Socialism will not tolerate independence of any sort.

The defamers of Washington utter their mis-statements with an air of superior knowledge and speak pityingly of the credulity that led to a belief in his perfect integrity and courage and his great wisdom. Concerning the most notorious of the recent books, Albert Bushnell Hart, distinguished student of sources of American history, says: "I found 297 statements in the book which are absolutely false; 111 statements extremely doubtful. . . . The book is full of slurs and snarls."

Of course, the present manifestations are not new. Readers who have kept or have access to back numbers of *The Texaco Star* may read in the issue for June 1919, pages 1-3, discussion of a characteristic instance and some associated questions.

Mere argument accomplishes little. If the tribe of detractors cry out that he was "uneducated," what is accomplished by retorting that if average professors and journalists could

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George Washington

From portrait by Vanderlyn

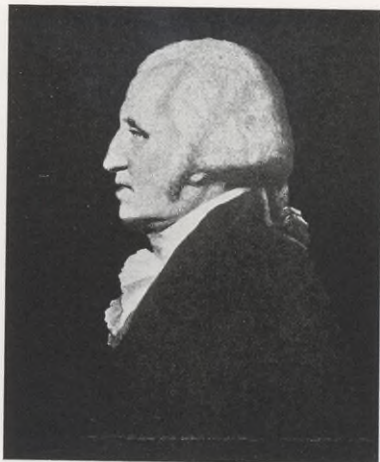
The Washington
Arms and Crest
from
Herald College
London



Reputed to have been
a source for the de-
sign of the American
Flag.

write with the propriety and clearness and force displayed in Washington's writing from early youth they would be much better educated than is indicated by their words and works? If they happen upon his recipe for brewing beer or make the exciting discovery that he appreciated good Madeira and Port wine, what is accomplished by answering that of course such were his tastes, and that he was noted for temperance and wise regulation of all his habits? If they feign astonishment at a discovery that he swore tremendously in reprimanding an officer on a field of battle, and once in a cabinet meeting, and accuse us of insincerity for not including these episodes in school histories, it avails little to answer that the facts do not derogate from his character or dignity, and were much more justified

Page ten



George Washington

From the profile portrait by James Sharpless

Sharpless painted two pictures of Washington—this portrait showing him in the costume of a country gentleman, distinguished as being the only profile of the First President ever painted, and a full face presentation of him in military dress.

Sharpless, an English painter by birth, was recommended by the great George Romney as being equipped to produce a work "worthy of the greatest of Americans." His success is attested by the praise of Washington's adopted son, who declared the Sharpless portraits to be "the truest likenesses ever made," and by Ralph Waldo Emerson, who saw the pictures later in England and wrote: "I would willingly have crossed the Atlantic, if only to look on these portraits."—From the Fredericksburg Edition of the Life of George Washington by John Marshall.

by their occasions than the modern instance, "Damn the torpedoes."

In short, Washington is not on trial. His honor and fame rest high and secure with all reasonably informed good men as long as records of the history of this country last. All competent witnesses, friends or opponents, agree upon his great virtues which included the purest and most unselfish motives. Even Thomas Jefferson was constrained to testify: "His integrity was most pure; his justice the most inflexible I have ever known. He was indeed in every sense of the word a wise, a good, and a great man."

The real need is that the citizens of this country should read for themselves sufficient of Washington's own writings to discern the

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Home in Fredericksburg of Mary Washington, mother of George Washington, and the monument in Fredericksburg marking her grave—the only monument ever erected to a woman by women.

Photos from Va. St. C. C.



mind and character they plainly reveal. That is the only way by which each generation can get for itself the ennobling strength that ever flowed from him into all who came into close contact with him—if capable of magnanimity themselves. The main purpose of this article is to direct attention to a splendid opportunity to do that very thing.

A year ago the Citizens' Guild of Fredericksburg, Virginia, "formed for the purpose of keeping the life, character, and achievement of George Washington before the world, to the end that his power and influence and inspiration may continue to lift to greatness," republished "The Life of Washington" by John Marshall. This would be notable in the field of bookmaking, aside from its great practical moral importance. The original edition, published by C. P. Wayne of Philadelphia, was a rare achievement in beautiful printing and bookmaking, but its cost was prohibitive to many and it has been out of print for years. The Fredericksburg Edition, at a fraction of

the former cost (in confidence of wide sales) has reproduced the five noble volumes in the typography and format of the original. Even the paper of the first edition, which has come down to us through 120 years in perfect preservation, has been duplicated for this edition with the addition of a watermark—Washington's coat of arms. The handsome volumes, bound in antique buckram with red and black leather labels stamped in gold leaf, will be in good preservation when the paper of ordinary books of the twentieth century has become brittle films or has fallen into dust. The volumes are illustrated by 40 engravings which include a gallery of the best Washington portraits. Whatever profits accrue from the sale of this greatest work in its field, will be devoted to the purposes of the Guild, in whose articles of incorporation it is laid down: "No officer of the Citizens' Guild shall draw any salary or other emolument whatsoever for any services performed, nor shall any member of the corporation receive any emolument there-



1. Rising Sun Tavern in Fredericksburg, meeting place of patriots who under Washington's leadership deliberated the first steps of the revolt from England.
2. Law offices of President Monroe, Fredericksburg.

Photographs presented by the City of Fredericksburg and the Virginia State Chamber of Commerce

The TEXACO STAR



Room in Mary Washington's home, Fredericksburg
Here our First President occasionally found relief
from affairs of state, visiting his mother.

from." The Citizens' Guild of Fredericksburg may be addressed at its Publication Office, 48 West 47th Street, New York.

John Marshall was completely equipped to write a *Life of Washington*, and his qualifications in character and ability need not be dwelt upon. In his will George Washington bequeathed to his nephew, Bushrod Washington, his personal letters and diaries, private papers, and archives of secret documents. From many literary men, John Marshall, Chief Justice of the Supreme Court, was commissioned to write from this material and all other sources the *Life of the First President*. To him were handed over all of the precious papers, which included over 30,000 letters. Marshall spent seven years preparing the first edition, published 1804-07, and spent fifteen more years revising for the second edition. He endeavored to verify the minutest details of every paragraph. The Fredericksburg Edition reproduces the format of the first edition, but gives the revised text.

This monumental work is now put within the reach of an ordinary stenographer who will devote one week's pay to its purchase.

Marshall's work might be entitled the *Life and Writings of Washington*. How clear and forceful Washington's style was is immediately realized by reading any of the many letters and reports quoted or given in full. And this vigorous style had developed in his earliest manhood. Marshall gives in full the report written when he was only twenty-one, which Washington made on his expedition to Fort Du Quesne. Governor Dinwiddie was so enthusiastic about it that he rushed it to the printer allowing Washington only 24 hours to make printer's copy. It is a masterpiece of condensed graphic discourse. It is full of now

forgotten Indian and forest lore that will stir your imagination to bring back vividly the conditions under which our forefathers struggled for life and liberty. Marshall says: "The exertions made by Mr. Washington on this occasion, the perseverance with which he surmounted difficulties, and the judgment displayed in his conduct toward the Indians raised him in the public opinion. . . . His journal impressed his countrymen with very favorable sentiments of his understanding and fortitude."

One of the unique characteristics of Marshall's *Life of Washington* is the information he gives on significant matters which popular historians have dropped out of the picture. He tells the whole story as revealed in Washington's files and personal records.

In regard to the new sensation concerning profanity (contemporary charges would have been too ridiculous) the classic instance occurred at the battle of Monmouth, when Washington in flaming wrath rallied troops fleeing in disorderly retreat and reprimanded the responsible officer with some solemn thundering oaths, which contemporaries chuckled over as "Washingtonian profanity." Of course,



The oldest apothecary shop in America

Here Mary Washington purchased castor oil for little George, and probably here he bought his gum drops. The Washingtons lived nearby.

Later it was Dr. Hugh Mercer's apothecary shop, and Washington kept a desk there to transact personal business on his frequent visits to Fredericksburg. The friendship between Washington and Mercer began in the Braddock campaign against the French and Indians. Soon after that Mercer moved to Fredericksburg to be near the future Commander-in-Chief of the Continental Army. General Mercer was killed in the Battle of Princeton.

The old apothecary shop is in a dilapidated condition, but the Citizens' Guild has secured an option on the property and hopes to restore the building and maintain it as one of the landmarks of the revolutionary times.

Photo from Virginia State Chamber of Commerce

The TEXACO STAR



Where Washington's wife—Martha Custis—was born

Photo from Virginia State Chamber of Commerce

Marshall in his account of that serious battle alludes to this detail merely by saying that the General "spoke in terms of some warmth." But he gives in a foot note a communication from General Lafayette respecting this battle, which shows the affair in its proper moral light—and, incidentally its good practical results. The great man did lose his temper on sore provocations, but you may be sure, he never lost his head. "Never," wrote Lafayette, "was General Washington greater in war than in this action. His presence stopped the retreat. His dispositions fixed the victory. His appearance on horseback, his calm courage, roused by the animation produced by the vexation of the morning (*le depot de la matinée*), gave him the air best calculated to excite enthusiasm."

The other instance of "profanity" cited to belittle Washington happens to be included in the "Story of a Farmer" by Clarence Day, published six years ago, which follows this article. That striking little piece might be called a benign caricature, since it whimsically exaggerates real accidents and qualities—of course his teeth did not ache all the time. Also, in order to emphasize some great qualities others are reduced or not limned at all in the picture. But it is all done in a sincere spirit and with the purpose of engaging human sympathies in the regard of the people for the greatest of their countrymen.

The cabinet instance of profanity Clarence Day puts in a genuine setting, with the result that you love Washington for it—not disrespect him. The provocation was in fact far greater than Day suggests. Washington, who held the president's office above partisan politics, had appointed Jefferson, whose great abilities he appreciated, Secretary of State



Martha Custis

From a portrait of the beautiful woman Washington married.



Livingston Manor, Dobbs Ferry, New York

On the lawn of this historic mansion, overlooking the Hudson River, is a monument with inscriptions stating that here, on July 6, 1781, the French allies under Rochambeau joined the American Army; that here, on August 14, 1781, Washington planned the Yorktown campaign which brought to a triumphant end the War for American Independence; that here, on May 6, 1783, Washington and Sir Guy Carleton arranged for the evacuation of American soil by the British forces; and that opposite this point, on May 8, 1783, a British sloop of war fired 17 guns in honor of the American Commander-in-Chief, the first salute by Great Britain to the United States of America.—From the Fredericksburg Edition of the Life of George Washington by John Marshall.

(Concluded on page 32)

The TEXACO STAR

Story of a Farmer

BY CLARENCE DAY, JR.

In his book, *The Crow's Nest*, Published by Alfred A. Knopf, Inc., New York

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There once was a tall husky fellow, big hands and feet; not much education. (Though he came of a fairly good family.) He had very bad teeth. His father had left him a farm, and that was his great interest—farming. He had the kind of feeling about farming that a good shoemaker has about shoes. Of course, he complained more or less, and felt dissatisfied and discouraged, and threatened to give up his farm when things went badly. But there was nothing else he could have willingly turned to; and he was never weary of experimenting with different ways of planting his crops.

He was a sound-thinking man, and men trusted him. He grew prominent. Held some offices. As a result, when he was forty-three he had to go away from home for some years. This was while he was managing an army. And I ought to explain that it was a hard army to manage. It was not only badly equipped and poorly trained, but sometimes the men would run away in the midst of a battle. That made this man angry. He was ordinarily composed and benign in his manner, but when he saw the soldiers showing fear he used to become violently aroused, and would swear at them and strike them. His nature loathed cowardice. He cared nothing for danger himself, perhaps because of his teeth, and he couldn't understand why these other men dreaded to die.

All his life, when he was at table with others he used to sit there in silence, drumming on the cloth with his fork. He seldom joked. He was hardly ever playful. People said he was too dignified, too solemn. Well! one isn't apt to be a comedian, precisely, with toothache. He was only twenty-two when he began having his teeth pulled, they tortured him so; and he kept on losing them, painfully, year after year.

About this army again. He didn't want to command it. He had had quite a liking for military work, as a youth, and had even gone on a small expedition to see active service, though his mother had interfered all she could and tried hard to prevent him. But as this was all the experience he ever had had, and as he had never studied warfare, he didn't know

anything about handling large bodies of troops.

However, he had a clear mind and a good natural insight; and in spite of his ignorance, of which he was painfully conscious, he managed to win the war, and then thankfully returned to his farm. He went back with enthusiasm. He had been away for eight years altogether, and for six of those years he did not once set foot on his fields. He had found time, however, in between whiles, to talk with the farmers in the northerly parts of his country, and collect new ideas. He now began to experiment with plaster of Paris and powdered stone as fertilizers. He tried clover, rye, peas, oats, and carrots to strengthen his land. He tried mud. He planted potatoes with manure, and potatoes without, and noted exactly what the difference was in the yield. His diary speaks of the chinch bugs attacking his corn, and of the mean way the rain had of passing by on the other side of the river, falling generously there, while "not enough fell here to wet a handkerchief." He laboriously calculated the number of seed in a pound (this retired Commander!) and found that red clover had 71,000, timothy 208,000; and barley 8,925.

He also began at this time to use false teeth, which fitted him badly. And he was laid up occasionally with malaria, and fever and ague. And he was called upon to help frame a constitution for his little nation. A busy period. He had an attack of rheumatism, too, which lasted over six months, and it was sometimes so bad he could hardly raise his hand to his head or turn over in bed. And when the national constitution had been adopted they elected him president. That meant a lot of outside work for another eight years.

Some of this work he hated. He hated speech-making for instance. At his inauguration he was so agitated and embarrassed that men saw he trembled, and when he read his speech his voice was almost too low to be heard. He was always very conscious of having a poor education, and being a bad speller and so forth. But the people didn't care about that, much; they trusted his judgment, and admired the man's goodness and spirit.

A sculptor was sent to make a statue of him,

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late in his life. He couldn't get him to pose satisfactorily. No noble attitudes. In vain did the sculptor talk about state affairs and that war. Such things did not stir him. He remained stiff or else too relaxed. But one day they were out on the farm together; and as this man watched his live-stock he unconsciously took a fine alive attitude. So the sculptor made a statue of him that way; and that statue is famous.

Under his usual benignity, this man still had a temper. He used to get very sore and warm at times, when unfairly criticized. At one of his cabinet meetings, for instance, says a contemporary, he became "much inflamed, got into one of those passions when he cannot command himself, ran on much on the personal abuse which had been bestowed on him (and said) that by God he had rather be in his grave than in his present situation. That he had rather be on his farm than to be made emperor of the world, and yet that they were charging him with wanting to be a king. That that rascal Freneau sent him three of his papers every day, as if he thought he would become the distributor of his papers; that he could see nothing in this but an impudent design to insult him," *etc., etc.* Poor, stung human being; with all his serenity gone!

A great portrait painter said of him that his features were indicative of the strongest and most ungovernable passions; and had he been born in the forests, it was his opinion that he would have been the fiercest man among the savage tribes.

This was the temperament that smoldered in him, the lurking flame that he had to live

with daily. But by reflection and resolution he obtained a firm ascendancy over it.

One night when he was sixty-seven years old he woke up at about two in the morning feeling very unwell. He had had a sore throat, and now he couldn't swallow; felt suffocated. A miserable feeling. His wife would have got up to call a servant; but he wouldn't allow her to do it lest she should catch cold. He lay there for four hours in the cold bedroom, his body in a chill, before receiving any attention or before even a fire was lighted. Then the doctors were sent for. They bled the old hero three times, taking the last time a quart. He was a vigorous man, but this finished him. A sinking sensation ran through him, and he suddenly knew what that meant. "I find I am going," he said. He was in great pain, and whispered, "Doctor, I die hard." A little later he spoke again: "I feel I am going. I thank you for your attention, you had better not take any more trouble about me, but let me go off quietly." His breathing became much easier just at the end.

Did he look back over his life as he lay there, dying, and what did he think of it? That his farming had been interesting though difficult, and much interrupted? That his fellow-men had really asked a good many sacrifices of him, and not left him nearly as much time as he wished for his fields? Or did he think that in death he would at least have no more trouble with teeth? A set of dental instruments was found in one of his drawers after the funeral. In others were memoranda about affairs of state he had worked at, and notes about plows he had tried, and his farming accounts.

His name was George Washington.



Washington's headquarters at Winchester
Photo from Virginia State Chamber of Commerce.



Washington's headquarters at Greenway Court
Photo from Virginia State Chamber of Commerce.

An
Example
of
Practical
Safe
Farming

By
P. C. Franke, Jr.
Editor of the
Acad Press
Houston, Texas
By Kind Permission



Pecan tree on the farm of Charles Holzworth near Spring, Harris County, Tex.

The farmer begins to see that if he is to prosper he must manage his farm with something of the efficiency with which a merchant manages his business—that the successful farmer, like the successful business man, is the one who seeks out the waste and unproductiveness in his methods and eliminates them.

He sees the breeder of scrub stock, the planter of mongrel seed, the soil robber, and the single-crop speculator fall by the wayside. He sees their places taken by diversified "live-at-home" farmers; by farmers who terrace and improve their land, putting more into their soil than they take from it; who recognize the

superiority of pure-bred stock and pure-bred seed; who by intensive farming lower the cost of production; by tillers of the soil who believe in their farm and look upon it as a place where they can live contentedly and independently.

All this he sees, and with it comes the realization that in the wake of such a program lies a more prosperous and stable agriculture and consequently a more prosperous and stable country.

This is not a story of a wealthy farmer, neither is it an account of one who has achieved conspicuous success in some specialized one-crop venture. It is the simple story of Charles

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Mrs. Holzworth's front yard—a garden spot even in late September.



Mr. Holzworth's fall Irish potatoes and (in left background) sweet potatoes.

Holzworth, a farmer of Spring, Texas, who has lived contentedly and independently for the last twenty-six years and who will continue to live contentedly and independently regardless of inevitable market fluctuations, crop failures, and financial depressions.

Charles Holzworth came to America from Neckarrem, Germany, at the age of fourteen. He went to work in the railroad shops of Galveston, where he remained until the Galveston storm in 1900 so crippled his property that he decided to move inland. An inheritance from an aunt of a 100-acre tract of timber land near Spring, in Harris County, Texas, determined his location.

Axe and Fertilizer

The first task was one of reclamation with axe and fertilizer. "Most of the 100 acres was covered with timber and underbrush," Mr. Holzworth stated, "and the sandy land was so poor it wouldn't grow grass." A little one-room shack was the only building on the place.

Twenty-six years of constant improvement has worked wonders. Today his farm is the envy of the neighborhood. His acreage has been tripled. Besides a neat and comfortable home there are eleven buildings that house and store his implements and grains. Concrete walks lead everywhere. Fruit trees, hedges, and flower beds beautify the farmstead.

A Little of Everything

After walking over the place it is difficult to name a farm product that is not listed on Mr. Holzworth's inventory. Everywhere there are

fruit trees of all kinds: pecan, pear, plum, fig, peaches, oranges, comquat, persimmon. "If you want a shade tree," says Mr. Holzworth, "why pick a chinaberry? Plant a tree that will bear fruit. During the twenty-six years that I have lived on this farm I have planted fruit trees of some kind every year."

His live stock include: 1 horse, 2 mules, 17 head of cattle, 30 goats, 19 hogs, and 43 sheep.

There are some 200 young chickens, besides turkeys, geese, and pigeons. "I've got some guineas around here, too—somewhere."

"How many?" he was asked.

"Oh, don't count them," he said. "They're no good." Then as an afterthought, "except as alarm clocks."

Potatoes, both Irish and sweet, winter cabbage, and onions are grown as truck. Then, of course, there is a generous house garden. In the field some 600 bushels of corn is grown for feeding. And last, a six-acre plot of cotton.

Home Consumption First

When asked about the annual income on certain of his products, Mr. Holzworth would answer: "I raise just a little of that—enough for home use. We sell what's left over." You soon realize that the first and foremost purpose of production on this farm is for home consumption. If there is anything lacking to complete the pantry, the smoke house, or the feed bin, it is raised and not bought.

Not One, but Many Cash Crops

Money comes from various sources on this farm. Mr. Holzworth states that during the

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Kiefer pear tree, four years old, in Mr. Holzworth's orchard. After six bushels of pears have been gathered the branches, in spite of props, are still bowed by the weight of the fruit.

twenty-six years that he has lived on the farm he has sold over \$1,500 worth of timber as the result of thinning out his trees and clearing up a few acres of land.

Perhaps the greatest source of income is from his chicken yard. He sells both eggs and fryers.

He finds truck farming profitable. He realized \$150 per acre on spring potatoes. This crop is followed by sweet potatoes. Some years his fall Irish potatoes pay well.

One acre of winter cabbage brought him \$140 last season.

He sold this year over a hundred bushels of pears. A few plum trees netted him \$15. In good season his 200 pecan trees pay handsomely. Several years ago he gathered \$185 worth of pecans from one lone tree (shown at the head of this article).

Hogs are a profitable investment, in that they feed all winter on acorns.

His cotton will average three-fourths of a bale to the acre.

Then there are various odds and ends, such as tomatoes and other produce, squabs, and an occasional head of live stock that cash in for comfortable profits.

If there should be no market for one, or two,

or three of these cash products there is no disastrous loss. Always there is the protection of numbers.

"What would you estimate your grocery bill to be?" Mr. Holzworth was asked.

"I can best answer that by showing you something," he said. "Come with me."

He led the way to the rear of the house to a building adjoining the smoke house, where he disclosed a room about 8x16, the contents of which would be an inspiration to any farmer. Arranged neatly in tiers on shelves that reached to the ceiling were rows upon rows of some 1,500 cans, bottles, and jars containing an assortment of canned goods that would rival the average small grocery store. Each section was neatly labeled. There was steak, chili, stew, and soup; tomatoes, corn, okra, peppers, and beans; fig, peach, and pear preserves; tomato relish, catsup, sour kraut, pickles, vinegar, and lard, and jams and jellies too numerous to mention.

"Whenever we raise something we can't sell



A part of Mrs. Holzworth's pantry
Emblematic of the slogan: "Live at home and board
at the same place."

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we can it," explained Mr. Holzworth. "That's why that big box down there in the corner has 100 cans of tomatoes in it."

Because of the eggs, chickens, butter, and vegetables that he sells, it is the grocer, and not Mr. Holzworth, who is usually in debt at the end of the month.

The Noon Meal

The noon meal was a rare treat. It would move any man to pretty phrases. It is difficult to determine which made the deepest impression on the writer—Mr. Holzworth's farm or Mrs. Holzworth's table. It was particularly interesting to note that, with the exception of salt, pepper, sugar, and the wheat in the bread, everything that was served at the meal was home grown. And, incidentally, it was of a flavor and savor not to be found in the city cafes.

A Farmer's Utopia

During his twenty-six years' residence near Spring Mr. Holzworth has made a special

study of farming in general and his farm in particular. He is alert to new ideas and new practices. Always County Agents and Home Demonstration Agents have been received with a welcome at his place. He is continually carrying on plant and soil experiments to determine what is best for his particular needs. Even though there have been failures along with success, always there has been a general advance. If he found one venture to be temporarily unprofitable he was protected by the others.

Perhaps the true significance of safe farming was best expressed in Mr. Holzworth's few words when he said, in parting: "I am glad you came and I hope you have enjoyed yourself. I am not a rich man, but I do not, and hope never to, owe a penny to any man. And remember whenever you come to my farm you will always find something to eat. Goodbye."

So simple a boast; yet as one looks back at the little farm of orderliness, contentment, and independence one wonders how many there are who can say as much.

Initiative

ELBERT HUBBARD

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The world bestows its big prizes, both in money and honors, for but one thing. And that is Initiative.

What is Initiative? I'll tell you: It is doing the right thing without being told.

But next to doing the thing without being told is to do it when you are told once. That is to say, carry the Message to Garcia: those who can carry a message get high honors, but their pay is not always in proportion.

Next, there are those who never do a thing until they are told twice: such get no honors and small pay.

Next, there are those who do the right thing only when necessity kicks them from behind, and these get indifference instead of honors, and a pittance for pay. This kind spends most of its time polishing a bench with a hard-luck story.

Then, still lower down in the scale, we have the fellow who will not do the right thing even when some one goes along to show him how and stays to see that he does it: he is always out of a job, and receives the contempt he deserves.

Peg-Leg Knute

To the foot of Frisco Butte
Many years ago came Knute—
One legged, seventy years, alone—
To forty acres of stump and stone.

Where sun was kind and ground was fit
He made a garden, bit by bit,

And planted each plot with a cherry pit.
Folks said: "Land's sake!" and "Did you ever!"
"That fellow must think he'll live forever!"

But Knute kept digging. All he said
Was: "Folks'll eat cherries when I'm dead."

—Charles Oluf Olsen.

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Have You Had Your Vitamins Today?

(Copyright 1927)

Katherine Ferguson Chalkley, State College, Pennsylvania

What are vitamins? Why do we hear so much about them? Why does almost every magazine demand in more or less imperative tones: "Have you had your vitamins today?"

Vitamins belong to the regulating class of foods. They help to keep the body in good health. They resist disease. They protect one against colds and constipation. Without them children would never develop strong bodies.

Now that we are passing through the low resistance months—the months that not only are cold and dreary, but also that seem more cold and dreary because we are a bit run down and tired—we should consider the foods rich in vitamins more than at any other time.

First of all there are oranges. Oranges are best during the winter months and should be used abundantly. If you get tired of the plain fruit, serve it in salads, as desserts, in ices and sherbets. Use orange juice in everything from soup to dessert. You will be delighted with the delicate flavor it will lend to almost every food. If there are four or more persons in your family, and the fruit can be kept reasonably cool, it pays to buy oranges by the crate.

Orange Omelet

4 eggs. 2 oranges.
3 tbs. orange juice. 1 tbs. butter.
1 tbs. lemon juice. 2 tbs. powdered sugar.
¼ tsp. salt.

Separate egg yolks from the whites. Beat the whites until stiff and the yolks until lemon colored. Add salt to the yolks and orange and lemon juice which has been brought to boiling point. Mix thoroughly and gradually add to the whites. Melt the butter in iron skillet, turn the pan until bottom and sides are well greased, then pour in egg mixture. Cook slowly until eggs have set and the mixture is puffed up. Then place in a warm oven and bake for ten minutes, or until the top is a delicate brown. Remove from oven. Place oranges, peeled and cut into small pieces, on half the omelet. Sprinkle with the powdered sugar. Fold over other half of omelet, lift on to hot platter, and serve at once.

Orange Custard

2 egg yolks. 1/3 C. sugar.
1 tbs. cornstarch. ¼ tsp. salt.
2 C. milk. 4 oranges. 1 tsp. vanilla.

Separate eggs, beat yolks until lemon colored. Add sugar, salt, and cornstarch, which have been sifted together, and when smooth, gradually add hot milk, stirring constantly. Cook in double boiler, stirring constantly until mixture begins to thicken. Cook three minutes and remove from stove. Peel the oranges and cut in thin slices lengthwise. Arrange in bowl. When the custard is nearly cool, add vanilla, and pour over

oranges. Set in cold place to chill. Just before serving, top custard with this meringue:

Meringue

2 egg whites. 1 tsp. lemon juice.
2 tbs. powdered sugar. 1 tsp. orange juice.

Beat egg whites until stiff, gradually add sugar and then fruit juices. Set in pan of hot water and beat vigorously for one minute. Pour over custard. Placing meringue in hot water partially cooks it and takes away the "eggy" taste.

There are dozens of orange salads and sauces. Here is one especially good in early spring.

Orange-Cress Salad

4 oranges. ½ C. French Dressing.
Water cress.

Peel the oranges and cut into very thin slices, crosswise. Place in a shallow dish and pour French Dressing over them. Let stand one-half hour in cold place, and then serve on beds of water cress.

Orange-Cheese Salad

4 oranges. 4 tbs. cream or cottage
Lettuce. cheese.
4 dates. Mayonnaise.

Peel oranges and separate the sections part way down so that each orange looks like an open flower. Stone dates and cut into tiny pieces. Mix into cheese, which should be moistened either with cream or orange juice so that it can be handled easily. Shape into four balls. Place one in center of each orange. Serve on lettuce with mayonnaise dressing.

Both mayonnaise and French dressings may be made with orange or lemon juice instead of vinegar.

Mayonnaise Dressing

4 egg yolks. 1 tsp. mustard.
2 tsp. salt. 1 tsp. sugar.
1 tsp. paprika. Juice two lemons.
4 C. salad oil. Juice one orange.

Put the salt, sugar, mustard, and paprika into a bowl. Add the unbroken egg yolks and one tablespoon of lemon juice. Pour in about two tablespoons of salad oil. Beat with egg beater. When well mixed, add two more tablespoons of oil. Beat well. Add more oil. When the mixture begins to thicken, and you can see that a smooth fine dressing is resulting, add the oil in larger quantities, beating well. When the mixture is quite thick, add remaining lemon juice. Add half of remaining oil. Beat thoroughly. Add orange juice. Beat. Add remaining oil. Beat until thick. Put into pint fruit jars and set in cool place. Mayonnaise will keep for several weeks in a cool place.

French Dressing

1 C. salad oil. 1 tsp. sugar.
2 tbs. lemon juice. ¼ tsp. paprika.
2 tbs. orange juice. ½ tsp. mustard.
1 tsp. salt. Few grains cayenne.

Put all the dry ingredients in a wide mouthed bottle. An empty chili sauce bottle is just the thing. Add

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fruit juices and then oil. Screw cap down tightly and shake mixture vigorously for several minutes.

Grapefruit and lemons are excellent sources of vitamins. They should be used freely. Lemons can be obtained all the year around, but grapefruit is best and cheapest during late fall, the winter, and early spring months.

Too seldom does one see grapefruit served at any meal except breakfast. It is delicious in salads; combined with other fruits for desserts; served as an appetizer. Grapefruit, cut in thin lengthwise slices, covered with French dressing and set in a cool place for one-half hour, is delicious served on a bed of water cress, shredded cabbage, or lettuce.

Grapefruit-Celery Salad

1 grapefruit. $\frac{1}{2}$ C. mayonnaise.
1 C. chopped celery.

Cut a grapefruit in fourths, lengthwise, before peeling. Peel. Remove coarse skin and cut out seedy core as you would an apple core. Cut into one inch pieces and mix with celery. Moisten with very little mayonnaise. Refill quarter peels, cover with mayonnaise.

Orange-Grapefruit Salad

1 grapefruit. 1 pimento.
2 oranges. $\frac{1}{2}$ C. mayonnaise. Lettuce.

Peel fruit and cut in lengthwise sections, removing as much of skin as possible. Arrange alternately on lettuce leaves, top with mayonnaise, and garnish with very thin pimento strips. Nut meats may also be used as a garnish.

Grapefruit Jelly may be a dessert or salad:

Grapefruit Jelly

2 tbs. gelatine. $\frac{1}{2}$ C. cold water.
1 C. sugar. 2 tbs. lemon juice.
 $\frac{1}{2}$ C. boiling water. 1 C. grapefruit juice.

Soak gelatine in cold water and dissolve with a sirup made from sugar and boiling water, and cook three minutes. Cool for a few minutes and then add lemon and grapefruit juices with a few grains of salt. Strain into a mold rinsed with cold water. Chill.

If you serve this jelly as a salad, remove it from the mold and place on bed of tiny crisp lettuce leaves. Garnish with the following cheese mixture and serve with mayonnaise mixed with whipped cream—proportions, 1 cup mayonnaise to half cup whipped cream.

Cheese Garnish

1 C. cream cheese. $\frac{1}{2}$ tsp. salt.
 $\frac{1}{2}$ C. pecan meats. $\frac{1}{8}$ tsp. paprika.
1 tsp. lemon juice. Cream.

Mash cheese and add salt and paprika. Moisten with enough cream so that it will spread easily, add nut meats chopped into small pieces, and lemon juice.

Along with oranges and grapefruit as important late winter and early spring foods, come cabbage, onions, celery, spinach, tomatoes (canned or fresh), lettuce, carrots, endive, beets. If you will eat freely of these vegetables; if you will see that each member of your family gets at least two servings of cooked vegetables and two servings of raw vegetables every day, you won't have to worry about a spring tonic.

Vegetable soup is an excellent way to serve quantities of vegetables. Be sure to cook the vegetables rapidly for a short time, if you would retain as many vitamins as possible.

Too few persons make full use of the lowly cabbage. It should be served raw in a salad or slaw at least once a day. It is much less expensive than lettuce and much more versatile in its uses.

Cabbage, combined with salmon or tuna fish, ham or veal, makes a delicious salad. The best proportions seem to be two cups of shredded cabbage to one cup of meat or fish cut into small pieces. This is a savory salad:

Cabbage-Apple Salad

2 C. shredded cabbage. 3 tbs. mayonnaise.
1 C. diced apples. 2 tbs. chopped nut
1 tbs. lemon juice. meats.

Mix apples and cabbage. Add lemon juice and nut meats. Moisten with mayonnaise.

This is a delicious accompaniment for roast meat.

In cooking cabbage, or any other leafy or green vegetable, there is one important rule that must be followed: Cook vegetables rapidly in boiling salted water, and use just as little water as possible.

To prepare cabbage for cooking: Remove the outer leaves and cut the head into six or eight pieces. Soak in cold water until crisp. Cut out tough center and shred. Cook 20 minutes in rapidly boiling salted water.

Escalloped Cabbage is very good indeed:

Escalloped Cabbage

4 C. cooked cabbage. $\frac{1}{2}$ C. bread crumbs.
1 C. milk or cream. 2 tbs. butter.
 $\frac{1}{2}$ tsp. salt. $\frac{1}{8}$ tsp. pepper.

Put the hot cooked cabbage into a well buttered casserole and pour on hot milk to which salt and pepper have been added. Cover top with bread crumbs, dot with butter and bake until the crumbs are brown.

Hot Slaw

1 tbs. butter. $\frac{1}{2}$ tsp. salt.
1 egg yolk. $\frac{1}{8}$ tsp. paprika.
 $\frac{1}{4}$ C. cold water. 1 tbs. vinegar.
4 C. shredded cabbage.

Beat egg yolk and add cold water. Put in sauce pan and cook slowly until it begins to thicken. Then add butter, vinegar, salt, and paprika. When the sauce begins to bubble, add shredded cabbage. Mix thoroughly and cook 3 to 5 minutes.

Eat more fresh fruits and vegetables; take a quart of milk a day, as a beverage and in cooking; eat butter and eggs; get as much outdoor exercise as possible; don't indulge too often in rich cakes and pastries, or in candies and white bread, and you'll be able to laugh at winter and rough weather, for you will have had your vitamins today.



The Texas Corporation stockholders visit to Port Arthur Works, Case and Package Division, and Port Neches Works, December 1, 1926.

Front row, left to right: R. L. Drake; Albert Rockwell; Stephen Peabody; T. J. Donoghue; William D. Sewell; Amos L. Beaty; R. C. Holmes; Henry G. Lapham; Arnold Schlaet; John J. Mitchell; John H. Lapham; D. J. Moran; R. D. Steele; F. T. Manley; Henry A. Blair; P. C. Scullin; C. K. Longaker; R. C. White; Eugene Mock; J. L. Kendall; R. N. Oakes; W. S. S. Rodgers.

Second row, sitting: Burt E. Hull; B. D. Hyde; R. I. Rogers; J. R. Jewett; C. C. Blackman; Ira McFarland; Harry T. Klein; Edward F. Swift; Frederick T. Haskell; T. J. McMahon; Miner D. Crary; Roscoe Crary; L. R. Smith; H. O. Preston; M. Halpern; F. L. Wallace; E. R. Davis; Ralph L. Cerero; R. I. Gardner; C. L. Sargent, Jr.; Reeve Schley.

Third row, standing: L. F. J. Wilking; Robert A. John; Travis Holland; Chas. H. Schweppe; Wm. M. Garland; J. B. Alleman; George G. Allen; A. H. Culver; Orson C. Wells; G. L. Noble; Philip Swift; Henry U. Harris; Leo F. Schreck; V. B. Pevoto; L. R. Holmes; P. H. LaGrone; C. L. Hand; W. O. Crain; F. W. Hall; W. E. Repschleger; A. S. Patrick; S. R. Bumann.

Fourth row, standing: Carl V. Schlaet; J. C. McCue; E. J. Bermingham; Robert E. Hunter; John J. Mitchell, Jr.; J. Ford Johnson; W. H. Wagner; R. Ogarrio; S. C. Fox; Wallace C. Winter; Walter H. Wilson; E. O. Smith; H. M. Snyder; J. P. Noble; E. E. Schreck; Ingersoll Moffatt; A. A. Schreck; J. A. Crain; W. H. Elliott; F. P. Dodge.

Account of the visit of these gentlemen in Houston and of their departure for Tulsa, Oklahoma, to attend the meeting of the American Petroleum Institute was given in the January issue.

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DEPARTMENTAL NEWS

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

Refining Dept.
Ry. Traffic & Sales Dept.
Marine Dept.

Legal Dept.
Treasury Dept.

Comptroller's Dept.

Insurance Dept.
Governmental Reports
Sales Dept. S. Territory
Sales Dept. N. Territory
Asphalt Sales Dept.
Export Dept.
Purchasing Dept.

Producing Dept.
Pipe Lines

C. K. Longaker, Houston
J. A. Brownell, New York
H. Hassell, Port Arthur
H. Norris, New York
H. Tomfohrde, Houston
H. G. Symms, Houston
R. Fisher, New York
B. E. Emerson, Houston
P. A. Masterson, New York
C. M. Hayward, New York
L. C. Oakley, New York
D. L. Lindsay, Houston
G. W. Vos, New York
J. J. Smith, New York
J. B. Nielsen, New York
J. A. Wall, New York
J. E. McHale, Houston
J. T. Rankin, Denver
Otto Hartung, Houston
Fred Carroll, Houston

REFINING DEPARTMENT

WATER SHIPMENTS BY THE TEXAS COMPANY FROM
PORT ARTHUR, TEXAS, MONTH OF JANUARY, 1927

| | |
|-------------------|-----------------|
| Refined—Coastwise | 1,052,324 bbls. |
| Refined—Foreign | 250,695 bbls. |
| | 1,303,019 bbls. |
| Crude—Coastwise | 263,708 bbls. |
| Total | 1,566,817 bbls. |

SALES DEPT. S. TERRITORY

Houston District.—
We are pleased to announce the appointment of A. M. Jones as commission agent at Hemphill, Texas. We have every confidence in Mr. Jones that he will be a true member of the Texaco circle.

Two "Dears"

One used to roam the wilds around Del Rio, Texas, the other is now back at his desk functioning as Payroll Clerk J. D. Roensch. Roensch relates weird and lurid tales from his hunting trip, but we must accept the evidence of the snapshot that he is indeed a deer stalker of some merit.



We welcome J. H. Primm as agent at Thordale to succeed Mrs. C. J. Juengerman. Mr. Primm has already shown that he is a business-getter.

The plant of the Stone & Webster interests at Port Neches, with its 21,000 k. w. Westinghouse turbine, is lubricated with Texaco Regal Oil B.

For some time the desk of Construction Foreman Otto Rienshagen, Houston District, has been the center of turbulence not all of which was caused by construction work. Much gusty sighing and preoccupied looks from Otto caused suspicion. It developed that our suspicions were well founded. On February 3 Mrs. Hallie Schwartz, formerly bookkeeping machine operator in the D. O., will be Mrs. Otto Rienshagen. Heartiest good wishes for the future from all Houston District!

Dallas District.—Agent H. D. Fowlkes, Amarillo, Texas Station, and Miss Ola Grogan of Amarillo were married in December. Dick's



Neal Auto Co., Ford Dealers at Cotulla, Texas

This is the largest Texaco dealer in Zone 5, and has one of the best garages in the State. The station is equipped with six pumps and Mr. Neal is most particular about its appearance. He keeps one man doing nothing but rubbing up the equipment and chasing specks of dust off the lubricating containers. In hot weather he has a cart spraying water to lay the dust around the station and prevent its spic and span appearance from being marred. Mr. Neal is seen with straw hat on.

The TEXACO STAR



Dixie Gasoline Plant at Byrds, Texas, sixteen miles north of Brownwood

They have five Bessemer 85 h. p. gas engines and compressors combined, and one 85 h. p. Bessemer auxiliary unit. This plant began operations in September 1923. They started using a competitive oil, used this for one week, and then changed to another. They experimented until December 1923, when they put Ursa on test and found it so satisfactory they use it exclusively in cylinders, crankcase, and bearings, and we have enjoyed 100 percent of their business. Our friend Mr. C. E. Follis is Superintendent of this plant.

many friends offer congratulations and best wishes and welcome Mrs. Fowlkes into the big Texaco Family.

Oklahoma District.—In response to Executive appeal our field forces responded nobly during December, incidentally capturing the Collection laurels of the Southern Territory. The Collection Goat of other Districts now abides with us. Eight of our twelve Zones collected more than 80% of outstanding balances, with 100% Agencies too numerous to mention. The way we are going to feed such accounts to the Goat in Oklahoma is going to keep it so fat and sassy that it can't exist anywhere else but in our barnyard.

We announce the marriage on December 21 of Salesman Claude Edward Kitchen, of Tulsa, and Miss Bernice Ruth Caddy. Our best

wishes to the young couple! There still remain several other very eligible bachelors at Tulsa and we are afraid one of them is slipping, in fact, we believe his freedom is almost at an end.

Mr. Thomas P. Holt of Ada, Oklahoma, sends the following highly appreciated letter and poem:

One of your stockholders has handed me several numbers of The Texaco Star, believing I would appreciate the good things therein contained—and I certainly do. It has revealed to me a most wonderful organization—The Texas Company, and if I were anything but a two-cylinder—1910-model Oklahoma lawyer I would be a Texas Company employe. Your great man—Beaty—is an old acquaintance of mine from Sherman, and I will remember when he hung out his shingle to practice law in that little city. My first recollection of him was when a local citizen pointed him out



Robbins Brothers, Wewoka, Okla.

Robbins Brothers are sure pushing Crank Case Service and Texaco Products. During the month of June at their two drive-in filling stations they drained 483 crank cases and 99% were filled with Texaco motor-oil. These two stations also sold 24,000 gallons of New and Better Texaco Gasoline.

The TEXACO STAR

to me as a "dang good lawyer," and naturally I have watched his career ever since.

I see that you have a little of everything in the Star, and having vast holdings in the State of Oklahoma, I thought maybe you would be interested in the enclosed article, styled "The Hills of Oklahoma" and dedicated to our own Will Rogers, who loves them so ardently. Last August, as I was returning from the northeastern part of the State by train, I was unusually impressed with the beauty of our blue-clad hills, and I scribbled together the enclosed verses as I rode along on the Katy.

The Hills of Oklahoma

To Will Rogers, Self-Made Diplomat on
His First Trip to Europe

Towards the waning of the summer and the early days of fall,

While you're browsing in old Europe with no chores to do at all—

Just as the first red blushes make glad the sumac tree
And Indian Summer casts its spell o'er land and sky
and sea—

These are the days when Nature calls as ne'er before
to you,

To come back to your native heath where the hills are
misty blue.

We've had a glorious season, in Oklahoma, Will;
There's cotton in the valleys, and corn for every still;
There's alfalfa on the Washita, the Verdigris, and Grand,
And farmers of the great wheat belt have wealth to
beat the band.

But the wealth of Oklahoma, known well to me and you,
Is the grandeur of its unmatched hills that sleep in
hazy blue.

We know you tire of splendors such as foreign ports
afford—

Of pomp and dress and "manners," and butler, duke,
and lord;

We know you tire of scenery that's brought the Old
World fame,

But which to you and "Jr." too, seems dull and flat
and tame.

So just lie down to sleep at night and dream the night-
long through

Of Oklahoma's splendid hills all wrapped in misty blue.

Just dream it's some fine crispy morn, Vinita, near the
Grand—

You take the Katy "Flyer" for a trip through "Sooner-
Land."

It's "All aboard" for Wagoner, Wybark, and Musko-gee,
Eufaula, Crowder, old "South Town," where friends
wait patiently.

And all along that shining track—far back, an endless
view,

Range on range, still stand those hills draped in eternal
blue.

From Ft. Smith to the western plains, from Blackwell
to Hugo,

From Durant to the Wickitas, from Lawton to Poteau,
From Claremore to the Forks of Red, from Frederick
to Jay,

From the piney woods of Broken Bow to the gas at
Chickasha—

Turn where you will, look where you may, just search
the whole State through,

Forever in sight, on left, on right, are those hills so
grandly blue.

You've seen the famous Tiber as it oozes through old
Rome,

But it's just a muddy streamlet compared with those
at home;

You've stood upon the Seven Hills of storied pen and
song,

But always you are feeling that there's something very
wrong;

For you have a deep suspicion, a doubt you can't
subdue,

That they never were as pretty as our hills of misty blue.

Oh, the hills of Oklahoma! No words of pen or tongue—
No painter has the magic—no song was ever sung—
The silver bard is yet to live who can with words portray
A picture of those azure hills as they stand there today;
For they make me think of Heaven, and my faith again
renew,

When I look upon those ranges sleeping there in
peaceful blue.

Ada, Oklahoma

—Thomas P. Hall.

I send a picture of
a deer I killed on
December 13, 1926,
in the Fourche Moun-
tains in Arkansas.

Yours—with the
Producing Depart-
ment,

Bert Castleberry,
Beggs, Okla.



New Orleans District.—Clipping is enclosed showing the concrete mixing tower and the first coffer dam completed in Lake Pontchartrain. (Of course, engravings for printing in the *Star* can not be made from newspaper prints.) These are the first steps in the construction of the \$5,500,000 bridge which will span that water and connect New Orleans with St. Tammany Parish and the wealthy territory in that vicinity. This construction is being handled by Raymond Concrete Pile Company, and Texaco products are playing a large part in the work. The whole line, from fuel oil to Corvus, is being used.

Representative W. H. McClain, Clarksdale, Miss., joined the throng of Benedicts last month, and although he is guilty of woeful neglect in failing to let us know the name of the young lady, everyone joins in welcoming

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the newcomer and wishing for Mac and his helpmate the best things of life.

Atlanta District.—District Manager Jones returned on January 19 from a week's stay in New York where he attended a District Managers' meeting. Chief Accountant Beaton has also been attending a Chief Accountants' meeting in New York.

Commission Agent J. L. Davidson's Service Station No. 1, West Point, Ga., is one of the nicest in West Point and is doing a very creditable gasoline gallonage with motor oil gallonage in proportion.

Florida District.—District Manager Dodge and Chief Accountant Hans Mueller have returned from attending meeting in New York. Hans tells us some weird tales of the Old Town, and insists that it's actually a fact that the train does run under the river.

Delayed news is not always interesting, but we do announce with pleasure the arrival, on November 22, of Betty Ruth at the home of Representative C. M. McMullen and wife.

On January 10 Tabulating Machine Head O. L. Dell failed to make his appearance, which caused much speculation until followed a little later by his announcement that a baby girl had joined his family on January 8. This was followed closely by Chief Clerk H. R. Davis reporting the arrival of H. R. Jr., on the 14th. Harold remembers the date, because it was one day before pay day.

All the boys stand high for Florida, but D. O. Price Clerk J. N. Calhoun slipped off to Georgia and brought back Mrs. J. N. Our heartiest congratulations, Callie.

SALES DEPT. N. TERRITORY

On January 12, 1927, the District Managers of the Sales Department, Northern and Southern Territories, gathered in New York for their first combined meeting in years. The Southern delegation, which in addition to the District Managers included Messrs. F. T. Manley, W. H. Wagner, W. H. Noble, J. H. Glass, and William Reynolds, received a rousing welcome from their colleagues in the North.

The meeting lasted four days and was the first of its kind we ever held, by reason of the fact that the District Chief Accountants of both Northern and Southern Territories were present, as well as Territorial Chief Accountants R. L. Saunders and J. Harrod, and Traveling Auditors E. C. Breeding and D. M. Davis. Vice President W. W. Bruce presided.

President R. C. Holmes gave an interesting

talk in which he discussed several matters affecting the Sales Department, which he considers of prime importance. He stressed particularly the matter of rendering prompt and efficient service to the customer, and the knowledge of our operating people on the care necessary in the storing and handling of Texaco Products to insure their getting to the customer in a fresh clean condition.

Vice President D. J. Moran addressed the meeting with an inspiring talk in which he considered the results The Texas Company derives from gatherings of its supervising officials. He gave some interesting ideas as to how he believed sales should be stimulated and our selling forces made more efficient.

Treasurer C. E. Woodbridge discussed banking and its relation to the commercial end of our business, also the credit policies we have pursued and expect to follow in the future.

Consulting Chemist K. G. Mackenzie exhibited lantern slides illustrating the results of his recent competitive lubricating oil survey, and Automotive Engineer Neil MacCull described by means of stereopticon views the various types of apparatus and equipment used for research work in our Mechanical Testing Laboratory at Bayonne, N. J.

F. T. Manley was unable to be present, having sustained an accident, and C. R. McCarthy was prevented from attending by serious illness. A resolution was passed extending sympathy of those present to Messrs. Manley and McCarthy and expressing hope for their speedy recovery.

The meeting was a success from every angle and it was announced that combined meetings of the District Managers and Chief Accountants of both Territories would be held annually in the future, either in New York or Houston.

Acting as host, the Northern Territory arranged a Beefsteak Dinner at Keen's Chop House, New York City, on Thursday evening, January 13, which was a most enjoyable affair.

A joint meeting of Chief Accountants of the Northern and Southern Sales Territories was held in New York January 8-11 inclusive for the purpose of discussing and exchanging ideas regarding uniform procedure and practice in the application of Accounting Instructions to the conditions of each District.

Department Agent G. M. Worthington presided. Those attending were:

G. M. Worthington, Department Agent.
J. Harrod, Chief Accountant, Sales Department Southern Territory.

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R. L. Saunders, Chief Accountant, Sales Department Northern Territory.

E. C. Breeding, Traveling Auditor.

D. M. Davis, Traveling Auditor.

Chas. Worley, Chief Accountant, Boston District.

H. H. Shipp, Chief Accountant, Chicago District.

J. H. C. Youngkin, Chief Accountant, Denver District.

R. W. Ross, Chief Accountant, Minneapolis District.

D. J. Woodfall, Chief Accountant, New York District.

J. R. Walker, Chief Accountant, Norfolk District.

P. M. Isbill, Chief Accountant, Spokane District.

D. E. Beaton, Chief Accountant, Atlanta District.

I. B. Elliott, Chief Accountant, Dallas District.

J. W. Hicks, Chief Accountant, Houston District.

Hans Mueller, Chief Accountant, Florida District.

P. J. Lauman, Chief Acc't, New Orleans District.

F. A. Nowokowski, Chief Acc't, Oklahoma District.

An address of welcome was made by Manager H. W. Dodge, Sales Department N. T.

During the meeting A. A. Nichoson, Manager of Employment and Service, spoke on the selection and training of employes. D. B. Tobey, Assistant Treasurer, Credits and Collections, and C. H. Turner, Creditman, New York District, were present during discussion of credits and collection matters.

This was the first joint meeting of Chief Accountants since 1917 and much good was derived from the exchange of ideas.

After the meeting the Chief Accountants attended the joint meeting of District Managers, Northern and Southern Territories, which was held from January 12 to 15 inclusive.

A Christmas Party sponsored by the Texaco Association of New York was given at Healy's Golden Glades on Thursday Evening, December 23. The crowning feature of the evening was a show staged under the able direction of Gus Gerety with the assistance of Caleb Oakley. It was surprising and also very gratifying to find so much good talent throughout the company, and great credit is due all who took part. Dinner was served while the show was in progress, and after the concluding number Mr. Gerety was presented with a token of appreciation from the Association for his clever and painstaking coaching of the cast. The remainder of the evening was spent in dancing. All agree that the first Christmas Party of the Texaco Association of New York was a success, and look forward to other events to follow.

Advertising Division.—In announcing the resignation of C. S. Dennison it is not necessary to say the many fine things his colleagues think of him. They were said to him *viva voce* by Mr. R. Cullinan and others from among his wide circle of friends at a pleasant gathering in the Yale Club in New York.

"Denny" left us to accept a position with an internationally known automobile manufacturing organization after rounding out more than twelve years of valuable service with The Texas Company.

In the interests of our Export Advertising "Denny" circumnavigated the globe on an extended observation tour. The readers of "The Star" will remember him as the author of the authentic and interesting series, "Around the World with Texaco." The articles, later bound in book form, evoked commendations from educational authorities and others. In making this tour "Denny" not only enhanced his store of knowledge of Export Advertising but gained friends in every quarter of the world. Knowing him as we do, we are sure that many and hearty good wishes from our farthest outposts mingle with the hopes for a full measure of success voiced by those who worked in close contact with him.

New York District.—A sales meeting of Zone 2 was held December 29, 1926, at Binghamton, N. Y., at which M. E. A. Macmanus of the Territorial Office gave an interesting talk on accounting and operating instructions. W. L. Kallman, Superintendent of Sales, outlined sales matters and policies for the coming year. I. M. Williamson, Ass't Supt Operations, talked on reduction of expense in detail.

Retiring Representative W. M. Wilson and incoming Representative W. Hochuli were presented with gifts which reflected that the feelings of our men were best wishes for Mr. Wilson's success and hearty coöperation with Mr. Hochuli.

Boston District.—We welcome to our midst W. S. Marsden, Lubricating Engineer, who will handle the automotive work in the Boston District.

General Oil Salesman E. K. Herrick has been transferred to Lubricating Engineer and is now handling the engineering service for this District in the western portion of our territory.

Norfolk District.—At this writing the D. O. basket-ball team is still up with the leaders, being tied with four other teams for first place, each of the five leading teams having won three and lost two. Not many set-ups in this league. We have high hopes, however, of coming out on top when the bell rings.

At Manteo, North Carolina, is a grape vine covering two acres, more or less, which bore last year upwards of 200 bushels of grapes.

The TEXACO STAR



Gates Flying Circus which has thrilled thousands all over United States by daredevil stunts of performers
The Gates Circus uses Texaco New and Better Gasoline and Texaco Golden Motor Oil exclusively. Mr. Ivan R. Gates, Manager, is sixth from the left.

Legend says it was planted about 1585 by Sir Walter Raleigh and his company. The grapes are Scuppernong. Shades of Virginia Dare (wine)! Sounds stretched, but it isn't; the figures are from our Manteo distributor, W. F. Baum. (Received from New York Office.—*Ed.*)

Chicago District.—The District Office was the scene of a very pretty and enjoyable Christmas Party on Christmas Eve. A large Christmas tree beautifully decorated was placed in the lobby, around which everyone gathered and received a gift from the "Grab Bag." There was some real fun when the gifts were opened. After the grab bag was emptied everybody partook of ice cream and wafers, and after this all who desired danced in the lobby.

On December 27 the girls of the D. O. enjoyed a pleasant evening at the home of Miss M. Marion Blich—a Christmas Party to which all of the 24 girls were invited. The table was



Blue Island, Illinois
Arthur Rauch, hustling jobber of Blue Island is a 100% dealer in Texaco Products. His son is getting an early training as a Texaco booster.

very attractively decorated with poinsettas and red candles. A beautiful Christmas tree was arranged in the living room. Dinner was served and everybody voted M. M. B. the best cook ever. After dinner games were played and prizes given the happy winners.

On account of the wonderful showing of Kingsbury Station on collections during the month of November, Representative F. L. Hawkekotte gave a luncheon to the Salesmen. All had a good time.

Columbus, Ohio Station has just finished their tenth consecutive month without a credit violation. Indianapolis Station has gone five months without a violation. This is the kind of work that makes Creditman Kadlec wear a smile.

Minneapolis District.—To Representatives Bass and Nickles, of Twin Cities and Milwaukee respectively, and their entire forces are due congratulations. Their December 1926 gallonage was a 300% increase over December 1925.

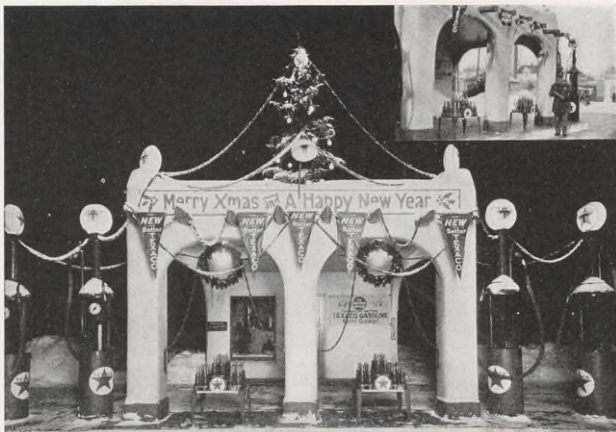
Agent Jimmie Imes, Des Moines, Iowa, is still going in high. His station opened September 1, and he has shown a 50% increase every month. Zero weather means nothing to Jimmie now that he has the New and Better. We congratulate you, Jimmie.

Agent R. A. McComb, Watertown, S. D., recently installed a large electric sign reading T-E-X-A-C-O perpendicularly. It is 12 by 3 feet, and erected 36 feet from the ground. This sign can be seen from nearly every point in the city. Agent McComb is making a record for himself on collections, maintaining 100% every month. He is also sponsoring in his city

The TEXACO STAR

In a contest conducted by the Minneapolis Electrical League and the Minneapolis Civic and Commerce Association for the best decorated places of business, George Wolkerstorfer, Service Station Operator at Thirty-sixth and Lyndale, took first prize for the best decorated service station in Minneapolis. The photograph shows the station as it appeared after dark while decorated for the Christmas holidays.

The inset shows Mr. Wolkerstorfer in full uniform of The Texas Company in front of his station before it was decorated.



First Prize winner in Minneapolis Holiday Decorating Contest

a Texaco Basket-ball Team and a Texaco Bowling Team which are worthy of their names and are spreading considerable advertising throughout South Dakota and Western Minnesota.

Denver District.—Unusually cold and snowy weather prevailed over the greater part of Denver District during December, and concerted effort was put forth, in a tie-up with the efforts of our Advertising Division, to cash in on our low cold test Golden Motor Oils. We believe that our people in the field have grasped the idea to a greater extent than ever before,

and we hear from all parts of the territory of instances where the cold test demonstration conducted with sample bottles filled with Texaco and other oils has converted motorists to the use of Texaco. This applies not only to our regular line of Golden Oils but to Motor Oil FF and F as well, and we believe our sales figures for December will reflect that we have made a good start on the Ford Oils in spite of cold weather, storms, and holidays.

One of our Representatives who is thoroughly convinced on the hot plate demonstration idea combines that test with the cold test demonstration. He recently conducted such a

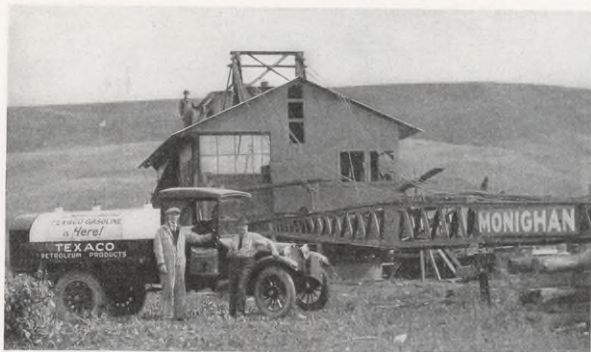


Hals' Texaco Station at Chatsworth and Grand, Saint Paul, Minnesota

The first is a flashlight picture taken during the big snow storm before Christmas; 15 ounces of powder was used for the flashlight. License Operator D. M. Hals is in the center, his two helpers at the side. The second picture shows the station the next morning.

Despite the snow storm and the lateness of the season, Mr. Hals' station increased its gallonage for both gasoline and oil during December over the gallonage for November.

The TEXACO STAR



Monighan Walking Drag Line—Weight 120 tons

Excavating a mill pond that will cover 320 acres, connected with the construction of a saw-mill plant of the Clearwater Timber Company, Lewiston, Idaho. Operated by Winston Brothers Construction Company, contractors, and Texaco lubricated. When completed this mill will be the largest single unit saw-mill in the world.

test before a group of doctors who were operating various makes of cars of the better class. The demonstration was enthusiastically received, and several of the medicos said they would immediately drain the paraffine oils from their crankcases and fill with Texaco. We have the product and the best weather in the world in which to demonstrate it, and are learning to take advantage of it.

Spokane District.—A hearty welcome is extended H. D. Kenyon and associates. Mr. Kenyon was recently appointed Agent at Portland, Oregon.

ASPHALT SALES DEPT.

For years, an annual event—accorded nation wide attention in road building circles—has been the January convention and show of the American Road Builders Association. During the week January 10-14 Chicago again played the host to road builders who came in thousands from all corners of the country. Delegates from Canada, Mexico, and South America were also present, enlarging the scope of the gathering to cover the entire Western Hemisphere. A greater number of exhibits than ever before occupied the Coliseum and its adjoining buildings. The convention, which was held this time at the Palmer House, was a center of lively interest, featured by discussions of modern road and street building practice in all its phases. The Asphalt Sales Department was on hand at its usual spot in the Ballroom of the Coliseum. Interest in the Texaco booths centered largely upon a cross section of a Tank Car Unloading Chamber. The purpose of this feature was the education of engineers, contractors, and others in the

proper method of unloading asphalt from a tank car.

J. D. Reese, formerly Director of Public Service, Massillon, Ohio, is now a member of the Asphalt Sales Department's field organization, operating in the State of Ohio. Mr. Reese's experience with municipal improvements in Ohio will naturally be an important asset to him in his new work.

No less than four members of this Department contributed articles to January issues of the highway trade papers. Representative A. A. Russell of Long Island, N. Y., in the January number of *Highway Engineer and Contractor* ably discussed "Road Building in Real Estate Development," seven photographs illustrating his article. D. R. Donlen, who operates



Texaco filled brick pavement, Lakeland, Fla.

Amid such scenery and on a pavement of such billiard-table smoothness, who wouldn't be content? Tourists on the Texaco-paved highways of Florida are continually being surprised and delighted by beauty spots like this one. The pavement is one of the Texaco-filled brick boulevards of the city of Lakeland.

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in the State of Nebraska, covered the subject, "Paving Omaha's Boulevards," in an article published in *The American City*. F. H. Gilpin, Engineer of our Eastern Division, threw light on the subject of "Storage Plants for Road Oil" in the January issue of *Roads and Streets*. W. L. Hempelmann, Engineer of Middle-west Division, contributed an article, "Asphalt Mastic Filler in Granite Block Construction," to the pages of *Successful Construction Methods*. Also, in the January issue of *The American City* appeared an interesting description of the resurfacing of worn brick pavement with Texaco Asphalt, written by City Engineer French of Salem, Ohio, and published through the cooperation of D. H. Hill, our representative in Ohio.

In his initial flight in 1927 the stork made a delivery on January 20 of a seven-pound bundle of femininity at the home of John Lindgren of this Department's New York accounting staff. To celebrate the occasion John followed the time-honored custom of handing out the Havanas. Congratulations and good wishes greeted him on every side and cigars were soon being puffed throughout the offices to the diminutive lady's lasting health and happiness.

EXPORT DEPT. M. S. Briggs has returned to New York after spending several months in Porto Rico—also visiting Jamaica and Santo Domingo City.

H. A. Thomas sailed January 17 on the S. S. *President McKinley* for the Straits Settlements and India.

J. O. L. Martin, Hankow District Manager of The Texas Company's China organization is in New York on vacation.

Tumeeet,
New South Wales,
Australia

Window display of our active Agent F. W. Tweedie at Tumeeet, New South Wales, Australia. Mr. Tweedie writes that this picture was taken at midnight, using a 2,000 candle power lamp.



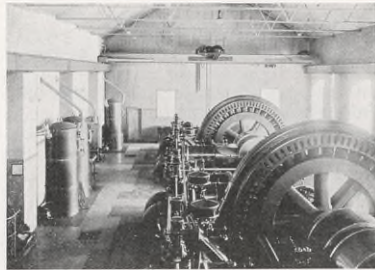
Twenty Years of Cheerful Service

Patience, perseverance, and earnest efforts bring results. W. H. Beckner is a typical proof of this statement. He began his career with the Export Department as office boy on January 25, 1907, and through hard work, unflinching loyalty, and spontaneous and untiring cooperation, he has made his way up to the important position of Assistant Department Agent.



W. H. Beckner

We congratulate Mr. Beckner on his achievement and we take this opportunity to extend to him our sincere wishes for a future as full of service and success as has been his past.



Plant of Ljusn-Voxna, A.B., Ljusn, Sweden

This gas motor plant is equipped with Gotaverken Gas Motors developing about 1,000 k.w. It is the largest plant of its type in Northern Europe and is successfully lubricated with Texaco Ursa Oil.

The world's wool crop is less than five times what it was a century ago, while the cotton crop has been increased twenty times.

CRUDE OIL PRICES AT WELL

January 31, 1927

| | | | |
|-----------------------------|---------------|------------------------|----------------|
| Penna., Bradford . . . | \$3.40 | Gray Co. | \$1.00 to 1.80 |
| Other Penna. | 3.30 | Reagan Co. | 1.40 to 2.70 |
| Indiana | 1.98 | Tex. Panhandle, | |
| Canada | 2.61 | Hutchinson | |
| Ragland | .95 | & Carson Cos. | 1.25 |
| California | \$.85 to 2.74 | Gulf Coast, L. | 1.45 to 2.20 |
| Okl., Kas., N.-N.C. | | Gulf Coast, H. | 1.40 |
| C. Tex., N. La., | | Luling | 1.30 |
| & Eldorado | 1.40 to 2.70 | Mirando | 1.25 |
| Smackover | 1.10 to 1.50 | Wyoming | 1.35 to 2.00 |
| Hurdle, Tex. | .80 to 1.35 | Colorado | 1.25 to 1.50 |

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(Continued from Page 13)

although Jefferson was the leader of the "opposition" in party politics. Read Washington's letters in Marshall's biography if you want to understand how nobly he strove for the good of the country to abate partisan strife among the party leaders.

Washington did have naturally a passionate temper, but he learned early in life to govern it—and "he that ruleth his spirit is better than he that taketh a city." His anger seldom broke bounds of control, and then only in indignation against cowardice, faithlessness, or meanness. To him "politics" was no excuse for underhand methods.

I have not Jefferson's letter at hand, but, as I remember, it is his account of the outburst in cabinet meeting that Day quotes. Jefferson had been aiding Freneau's paper, himself indirectly supplying some articles in it. Of course Washington knew this. Freneau was violently attacking the Federalists, including insinuations that Washington nursed ambitions for a kingly crown. On the occasion described the great heart probably did burst some bounds of control, perhaps wept and cursed, but he did not forget the dignity of his high office and made only general reference to the guilty parties. That he restrained himself from making personal application to the man sitting before him, whom, except for their official relation, he would have denounced, is apparent to every one capable of understanding the man and the situation. Such were the circumstances in which Washington:

"Got into one of those passions when he can not command himself, ran on much on the personal abuse which had been bestowed on him; that he had rather be on his farm than be emperor of the world, and yet they were charging him with wanting to be king. That, by God, he had rather be in his grave than in his present situation. That that rascal Freneau sent him three copies of his papers every day. That he could see nothing in this but an impudent design to insult him."

This country is indebted in many ways to Mr. Jefferson's versatile genius, but he frequently displayed a certain deficiency which might be described as incapacity to comprehend the honor of such a man as Washington. I do not know another way so available to get the right 'slant' on some phases of the early history of our government as to read pages 400-413 of the last volume of Marshall's work—an appendix giving with comments some of

Jefferson's letters—and some other letters given in the body of the text.

What is to be thought of those who are attempting to stir up religious morons to oppose all of Washington's counsels? Of course, Jefferson had no thought of blame for the expression "by God"—only for the passion of the outbreak. Intelligently religious men did not then and do not now regard as culpable profanity such an invocation of God's name as Washington made. It differed little from swearing by God in court that you will tell the truth.

The present writer has some power of indignation himself, and the time has come to 'call down' the alien disturbers and degenerate native sons—traders of history and manly virtues in general—who are trying to discredit George Washington and all that he stands for.

Such attacks, however, do not constitute the reason why all of us should read Marshall's *Life of Washington*. There is no better means of learning the history of your country from the earliest European settlements to the end of Washington's life—the first volume being a compendious history of the country from the beginnings to the time of his birth. The interest is absorbing and unflagging. You will be reading throughout real history and a noble biography—a great author and a great subject. Best of all, the influence of George Washington will subconsciously flow into you. He was a wonderful developer of great men. The influence of his mind and character on his friends and neighbors was a potent factor in the marvelous number of strong men who sprang forth from the Rappahannock Valley. All of them looked up to Washington as a peerless leader and tower of strength. It rests with you whether you will draw strength and wisdom from the same fathomless source that inspired them.

George Washington

This man was poised, reliant on himself,
Yet not an egotist; he knew the worth
Of action to control the moment's trend
And strove for wisdom to direct his mind:
Seeking for knowledge amid clouds of doubt,
His fortitude was equal to each need
And justice was a part of all he did;
There was no littleness in his great soul,
He was not moved by clamor nor cabal:
So he appears on History's lasting page
As one to follow, honor, and revere.

—J. C. Tolman.

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