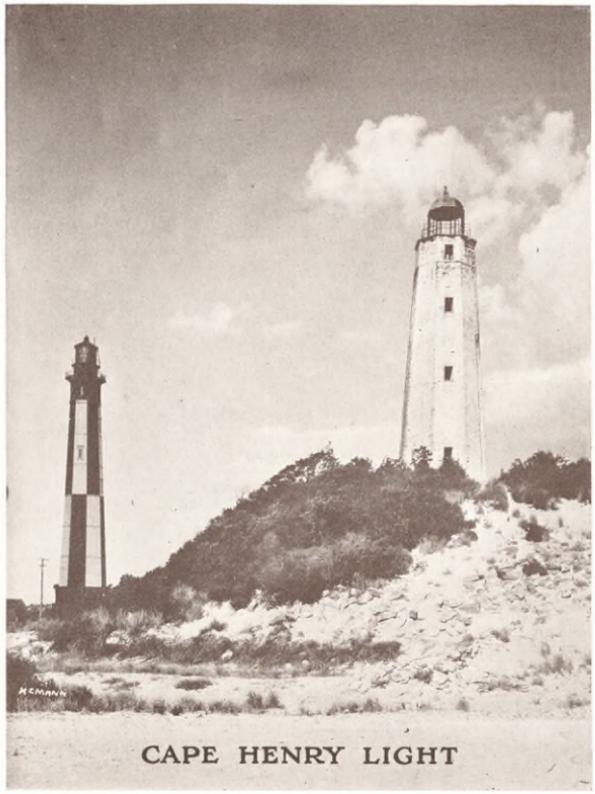




The TEXACO STAR

For Employes of The Texas Company



CAPE HENRY LIGHT



CAPE HENRY LIGHT STATION

THE LIGHTHOUSE at Cape Henry, at the entrance to Chesapeake Bay, was the first built by the United States, being included in the first appropriation made by the Congress for lighthouse purposes March 26, 1790. The project had previously been undertaken by the State of Virginia, as shown by a letter dated Dec. 18, 1789, from Governor Randolph of Virginia to President Washington, offering to sell materials already placed upon the shore of Cape Henry and to cede the land to the United States.

An octagonal sandstone tower was built and the light first shown in 1792. The tower was constructed under contract for \$15,200. There was a curious supplementary contract with one named Cornick to superintend the building of the lighthouse at a compensation of \$2 a week. During the Civil War the lantern was destroyed, but in 1863 the light was again in operation protected by a military gun. The first Fresnel lens was introduced in the United States in 1841 and by 1859 all light stations were equipped with lenses.

A new lighthouse was built at Cape Henry in 1881 in front of the old tower, which had been reported unsafe because of cracks in the masonry, but the original tower is still standing. The new structure is 165 feet in height, built of cast-iron plates bolted together along their flanges. The lantern was equipped with a first order lens built of many pieces of beautifully cut and polished glass. It consists of a central belt of reflectors forming a hollow cylinder about 6 feet in diameter and 30 inches high; below it are 8 triangular rings of glass arranged in cylindrical form and above is a crown of 18 rings of glass, forming by their union a hollow cage of polished glass 10 feet high and 6 feet in diameter. The lamps designed for this apparatus had five concentric wicks, the diameter of the flame being 5 inches and height 4 inches.

When the new tower was erected a fog signal was established, a Brown steam siren operated by coal-fired steam boilers. The coal was delivered by lighthouse tenders and carried ashore in small boats. This has been supplanted by a powerful air siren operated by a 15 h. p., 4-cycle, hot surface ignition kerosene engine directly connected to a compressor blowing a blast of 4 seconds duration every 45 seconds. In 1912 the concentric wick lamp was replaced by an incandescent oil vapor lamp burning kerosene vapor in a mantle 55 mm. diameter, increasing the beam candlepower of the light from 6,000 to 22,000.

The technique of lighthouse engineering is advancing with leaps and bounds. The directional accuracy of the radio direction finder has been successfully developed, and the need for a radio fog signal at Cape Henry is now apparent. The finder is a receiving set with coil antenna so small that it can be placed on a compass in the pilot house, and by means of this apparatus the mariner can determine within one degree the direction from which any characteristic radio signals are emitted. The mariner during a fog with radio receivers to his ears would set his course from sea headed for Cape Henry Light Station until the aerial fog signal, emitting its characteristic blasts, tells him he is within five miles of the Cape; from that point he picks his way cautiously through the fog into the harbor of safety.

The TEXACO STAR

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TO EMPLOYEES OF THE TEXAS COMPANY

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No. 7

"All for Each—Each for All"

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The Cape Henry Light

FOR the interesting history of Cape Henry Light Station given on the opposite page we are indebted to Assistant Superintendent F. C. Hingsbury of the Fifth District, Lighthouse Service, Department of Commerce, and also to E. R. Riggs, Keeper of Cape Henry Light Station, for referring our request for information to his district office at Baltimore, Maryland. The data thus kindly supplied was compiled from records in the Baltimore Office and from the book *Lighthouses and Lightships of the United States* by George R. Putnam, the present commissioner of Lighthouses.

The oil lamps in the old tower used in turn fish oil, sperm oil, colza oil, lard oil, and kerosene, as the increasing expense in each case compelled a change. Sperm oil, for many years the standard illuminant, increased in cost to \$2.43 a gallon in 1863, and consequently colza oil or rapeseed oil, at that time being introduced, was chosen. By 1867 lard oil had been substituted. Kerosene oil was long considered too dangerous. In 1864 a Lake Michigan lightkeeper on his own responsibility used a kerosene lamp in his lights, but after several nights an explosion scattered oil over the lightkeeper and a second violent explosion blew the whole lantern from the tower and destroyed the lens. In 1877 kerosene was introduced at the smaller lights, and by 1885

kerosene was generally used in lighthouses in the United States. (During recent years the Texaco Familylite brand of kerosene has been burned for the Cape Henry Light.)

Kerosene is preferred to electricity for fixed lights because it is more dependable. The light at Cape Henry has always been a fixed light; but Mr. Hingsbury is of the opinion that the time will soon come when it will be necessary to change the light to a flashing light with a distinctive characteristic which will enable mariners to identify the light beyond the shadow of a doubt. He says that the numerous high powered fixed lights along the coast, established by towns using electric lights, make the need of a distinctive characteristic for Cape Henry Light urgent. Experiments have been conducted with electric lights centered in the present first order lens to develop a combination of high powered Mazda electric lamp and spherical mirrors, creating images of the light source which will take in the foci of the respective elements of the lens originally designed for the concentric wick lamp of greater area of light source. The present lens is a beautiful piece of workmanship, and to replace it would cost not less than \$15,000. The experiments with electric lights have indicated that a combination of electric lamp and mirror is practicable and would increase the candlepower from 22,000 to at least 80,000 candlepower and give the mariner the benefit of a flashing light. The characteristic of the proposed flashing light has been tentatively fixed as two dots and a dash every twenty seconds, equivalent to the letter *J* of the Morse Code.

The law of harvest is that you reap more than you sow, but if you sow not neither shall you reap.

The TEXACO STAR

The Producing Department



D. J. Moran
From a photograph
taken several years ago.

The many friends and acquaintances of Mr. D. J. Moran will be pleased to learn that he has been appointed Manager of the Producing Department with headquarters in Houston, Texas, to succeed Mr. C. N. Scott who resigned July 1st.

Mr. Moran needs no introduction to officials or employees of The Texas Company, having become personally acquainted with the majority of them during his fourteen years of service in several departments of the Company's organization. His marked aggressiveness and diligence and his popularity among his associates have commanded the admiration and respect of all who know him.

He was born in Cygnet, Ohio, but shortly afterwards his parents moved to Lima, Ohio. After graduating from the Lima Public Schools, he attended the Case School of Applied Science in Cleveland, Ohio, graduating from that institution in 1908 with the degree of Bachelor of Science in Mechanical Engineering.

He has been identified with the production, transportation, and refining of petroleum since early boyhood. During vacations from school he was employed on various leases and at pump stations in the Ohio and Indiana fields as rig helper, fireman, timekeeper, gauger, tester, pipe fitter, tank strapper, telegraph operator, pumper, etc. After graduating from Case, he was employed for a time by the Oklahoma Iron Works, Tulsa, Oklahoma, in connection with the design and manufacture of standard and special well drilling tools and equipment. In the fall of 1908 he was employed by The Texas Company and for about two years he acted as telegraph operator pumper, gauger, connection foreman, station foreman, etc. on various leases and at pump stations in Oklahoma.

In 1910 he was transferred to Port Arthur Works and assigned to special engineering research work. In 1911 he was transferred to the Fuel Oil Sales Department and served as Sales Engineer. From 1912 to 1916 inclusive he was Chief Engineer on construction and

maintenance at Port Arthur Works. Within this period he was sent to Panama for one year, during construction of the Panama Canal as a representative of The Texas Company for fuel and lubricating oil sales and also as a scout for the Producing Department in connection with activities which were taking place in South America.

Early in 1917 Mr. Moran went to Mexico in charge of construction of the Tampico Works, Agua Dulce Works, and pipe line systems, which work was accomplished with unusual dispatch notwithstanding the most difficult conditions existing in Mexico at the time and the handicaps in securing men and material due to the World War. He later became the General Superintendent in charge of operation of these facilities.

Throughout the year 1919 he served as General Superintendent of the Southern Terminals of The Texas Company, building new terminals at Gulfport, Pensacola, Tampa, Key West, and Savannah, and enlarging facilities at some of the other terminals.

In January, 1921, he was elected Vice President and General Manager of The Texas Company of Mexico, S. A., in which capacity he served until his recent resignation to accept the appointment as Manager of the Producing Department of The Texas Company.

He will begin his new duties with a broad experience in the oil industry and with an excellent record for successful administration of every work that has come under his jurisdiction.

The petroleum industry, says the *Bulletin* of the American Petroleum Institute, is not making the maximum use of the information and services which the Institute's bureau of foreign and domestic commerce is equipped to render. Some even of the larger oil companies it is said, are not aware of the kind and quantity of information which the Institute holds at their disposal.

The Department of Commerce, in a bulletin issued July 6, estimated that the production of crude oil in the United States in the month of May amounted to 46,473,000 barrels, only slightly less than the record for March.

Consumption during May was 49,572,000, a marked increase. Imports in May reached a new record of 14,018,000 barrels, resulting in increase of the stocks held by pipe lines and tank farms to meet summer needs.

The TEXACO STAR

Costly Foolishness

The silliness of the "chain letter" has often been remonstrated against, but the nuisance has been little abated. Perhaps comment upon its costliness may have more restraining effect than the demonstration of its foolishness.

Last month the inconsiderateness of some of its employes must have cost The Texas Company a 'pretty penny.' The chain letter this time ran true to its usual form of weakminded sentimentality, its message being "Let's go smiling through 1922," with the characteristic exhortation "Send it to 9 people. The chain should go three times around the world. Do not break the chain, for whoever does will have bad luck. Do it within 24 hours and count 9 days and you will have some good fortune."

In one office in the Home Office Building dozens of this letter were received during the last week of June, using the Company's stationery and postage. If the number of copies of this one contemptible letter forwarded throughout our organization could be ascertained, it would represent a shocking wastage. The editor of *The Texaco Star* has received many copies both from within and without the Company; one came from a university professor who was wont during the World War to send him all the "slogans" invented at that time by the chain-letter brand of up-lifters.

To send 9 letters using the Company's stationery and postage and time costs about \$1. Of course it is almost impossible that any extender of the chain should be able to select nine recipients of his missive as weakminded as himself, who would continue it without break; but even if the chain, as conceived and intended by its pernicious starter, were psychologically possible, it would quickly become physically impossible. Taking \$1 as the cost of stationery and postage and time for sending nine letters, the cost would mount as follows.

Cost to the starter	\$1.00
Cost of the first compliance . . . . .	.90
Second . . . . .	.81
Third . . . . .	.729
Fourth	6.561
Fifth	59.049
Sixth	531.441
Seventh	4,782.969
Eighth	43,046.721
Ninth	387,420.489
Total cost of only nine links of the proposed chain	\$435,848.050

This absurd proposal by the starter of the chain letter was, of course, not realized; but the wastage actually accomplished is a serious matter.

For the future, all members of The Texas Company's organization should hold themselves above such unbecoming conduct. Even if there be any who have no personal objection to 'playing the fool,' they should restrain themselves from indulging in such foolishness at the Company's expense.

To Bring Prosperity

There is a way really to help business during this period of readjustment! The campaigns to cheer business have failed because, business needs more than cheering up. These periods of hard times are the results of excesses. They can be cured only by first removing the causes. The so-called "sunshine" and "boosting" campaigns are as futile as trying to cure a patient with stimulants when what he needs is a dose of physic.

We can, however, reduce the waste of this readjustment period. We can have very much better times than we have now. We can do this if we increase the production of every person. It would help nothing to double your output by doubling your labor force. This simply runs up expenses, pushes up prices, and creates more goods than you can sell. There is no such thing as general oversupply of goods. What we do see is a larger supply of goods than the consumer can buy—first, because the price is too high, second, because the consumer himself has not produced enough to earn the right to buy your goods.—*Babson.*

The retail stores which are making the most money today are not the ones which are charging the highest prices, but those selling the most goods.—*Babson.*

Roger W. Babson, the statistician, has estimated that nearly 1,000,000 persons in the United States are employed to keep others from stealing goods or time.

Senator LaFollette's attack before the American Federation of Labor on the Supreme Court as the interpreter of the Constitution seems to us to find a fitting commentary in a translation of the Senator's own name—*La follette*, the little foolish one.—*The Independent.*

The TEXACO STAR

Profit from Sale of "Rights"

The Internal Revenue Bureau has heretofore held that the entire proceeds from the sale of rights to subscribe to new stock was profit, and therefore subject to federal income tax. Recently the Supreme Court of the United States, in the case of *Safe Deposit and Trust Company, Guardian, vs. Miles, Collector*, has materially modified the Bureau's position.

Briefly stated, the Guardian held certain shares of stock which cost \$710 per share. New stock was issued—one share of the new for one share of the old—and the stockholder permitted to subscribe for the new stock, share for share, but was required to pay \$150 per share for the new stock. The stockholder sold his rights to the new stock for \$358.48 each, the purchaser paying the issuing company the \$150. The court held that the cost of two shares—one new and one old—was \$710 plus \$150 or \$860, making each share cost \$430; and the stockholder received from the sale of his rights for each share \$358.48 plus \$150 or \$508.48, and that he realized a profit of \$78.48 for each right.

As the 1921 increase of The Texas Company was on a basis of 15%, it is easier to apply the above rule to 100 shares. Assuming that each share of old stock cost the shareholder \$35 per share, and that he sold his rights at \$2.25 each, the problem would work out as follows:

100 shares at \$35 per share cost.....	\$3,500.00
15 shares new stock at par, \$25, cost.....	375.00
115 shares therefore would cost.....	\$3,875.00
Or, per share.....	\$ 33.695
The stockholder received for 100 rights, at \$2.25 each.....	\$ 225.00
And the purchaser had to pay for 15 shares of new stock at \$25 per share.....	375.00
Total for fifteen shares.....	\$ 600.00
Or, per share.....	\$ 40.00

The difference between this amount of \$40.00 and the cost of one share, as above, is \$6.305, and the profit on the sale of the 100 rights for the fifteen shares was fifteen times \$6.305, or \$94.57, that is 94 cents plus per right instead of \$2.25.

The 1919-20 increase in stock of The Texas Company was on a 50% basis, and the method of computing the profit from the sale of those rights would be as follows:

1 share old stock (par value \$100) cost, say.....	\$235.00
$\frac{1}{2}$ " new stock at \$100 per share cost.....	50.00
$1\frac{1}{2}$ therefore would cost.....	\$285.00
Or, per share.....	\$190.00

If the shareholder sold his rights for \$75 each, for two rights, equivalent to one share of new stock, he received \$150, the purchaser paying the company \$100 for the new share, or a total of \$250. Deducting from this the cost per share, \$190, leaves a profit of \$60 for the two rights, or \$30 per right.

The cost figures used for the old stock and the price received per right are merely illustrative, and the shareholder must use his own cost and the amount received for his rights. Also, it must be remembered that the new cost per share developed by calculation must be used by the stockholder in determining gain or loss when he finally sells his old stock.

The treasury decision based on the Supreme Court Case, when issued, will doubtless throw further light on the subject, particularly with reference to cases where a shareholder sells only part of his rights and retains old stock at different costs.—*Thomas M. Taylor,*
Department of Governmental Reports.

What we'd like to see in Congress is a tax payers' bloc.—*New York Tribune.*

Saving, like spending, gets to be a habit.

The Texaco Libraries

The seven Library units established are to be filled out and strengthened by an appropriate distribution of over 600 books received since last report from the following donors, five of whom have made repeated generous donations: Chas. E. Barrett, San Antonio; Pendleton Beall, Bayonne; R. L. Erwin, Houston; Edward L. Ettlinger, Providence; T. J. Gilsenan, Bayonne; John A. Hill, Providence; Mrs. L. R. Holmes, Mahwah, N. J.; Mrs. W. L. Lemmon, Dallas; F. A. MacPherson, New York; Marine Department, New York Offices; H. J. McDonald, Bayonne; Office Manager's Department, New York Offices; Mrs. Katharine Ott, Bayonne; Edwin B. Parker, New York; Miss Constance Prehn, New York; Mr. and Mrs. W. W. Rankin, Warren, Pa.; Mrs. William Sinclair, New York; Mrs. K. G. Wilson, Houston.

A Thought for Independence Day

God grants liberty only to those who love it and are always ready to guard and defend it.
—*Daniel Webster.*

The TEXACO STAR



Norfolk District Office Staff

Seated (left to right): H. S. Gruet, Assistant Superintendent; J. W. Thompson, Assistant Superintendent; Williar Thompson, Superintendent; W. A. Ludwick, Assistant Superintendent; L. Austin, Chief Accountant. Standing: J. D. Mould, Supervisor of Structures; F. L. Shively, Supervisor of Motor Equipment; J. H. Foster, Creditman; C. L. Horne, Chief Engineer; R. B. Allen, in Charge of Marine Sales; R. G. Searing, Traffic Clerk.

THE NORFOLK SALES DISTRICT

J. W. THOMPSON, Assistant Superintendent Norfolk District

The Texas Company first invaded the territory now known as the Norfolk District, Northern Territory, in the fall of 1910. Field headquarters offices were established at Charlotte, N. C., and Norfolk, Va., in charge of F. D. Gatchell and Williar Thompson respectively, under the jurisdiction of the Philadelphia District. The organization at that time consisted of a mere handful: it is particularly remembered that at Charlotte the office force was F. D. Gatchell, J. H. Morrison, W. B. Cope; at Norfolk, Williar Thompson, W. J. Barton, C. E. Nash. At the present time, after a lapse of twelve years, these six gentlemen are still with the company: Mr. Gatchell as Assistant Manager, Sales Department, Northern Territory; Mr. Morrison as Assistant Superintendent of Boston District; Mr. Cope as Agent at Charleston, W. Va.; Mr. Thompson as Superintendent of Norfolk District; Mr. Nash as Agent at Asheville, N. C.; Mr. Barton recently joined in organizing the Capitol Oil Company with several plants in Virginia distributing Texaco products exclusively.

The business in the new territory grew so enormously that on January 1, 1912, it was

organized into a separate sales district covering the States of Virginia and North Carolina, and seven Counties of West Virginia bordering on Virginia and North Carolina—Greenbrier, McDowell, Mercer, Mingo, Monroe, Summers, Wyoming. In West Virginia Norfolk District has two distributing stations, located at Bluefield and Princeton, from which they are supplying a large coal territory.

With the formation of the Norfolk District F. D. Gatchell was appointed Superintendent; Williar Thompson, General Assistant; D. Lascallett, Chief Accountant. At that time the organization had grown to an office force of nineteen and six traveling salesmen. By January 1915 this had increased to an office force of thirty-six and twelve traveling salesmen; Texaco Products had become popular throughout the territory and sales had made wonderful strides.

On March 1, 1912, J. H. Morrison was appointed to take charge of stations; on August 1, 1912, J. R. Haden was appointed Chief Accountant *vice* D. Lascallett who was appointed Station Auditor; on October 1, 1912, G. L. Clifton, formerly Salesman and

The TEXACO STAR



Sales Office—Norfolk District Office

Engineer, was appointed Lubricating Assistant. In the latter part of 1914 Mr. Gatchell was transferred to New York as Assistant Manager of Sales Department, Northern Territory, and William Thompson to Superintendent of Norfolk District.

At the beginning of 1915 Norfolk District had 22 salaried refined stations, and new stations were being rapidly added to take care of the demand for The Texas Company's products.

The first delivery unit of The Texas Company in Norfolk started operation April 1,

1912—a horse-drawn wagon which had an output for its first month of 3,300 gallons. Now Norfolk Station has trucks which put out each from 60,000 to 100,000 gallons a month. Today the company operates in the city of Norfolk ten tank trucks with carrying capacity of 8,800 gallons, and three 2-ton stake trucks. All horse-drawn vehicles have been withdrawn. Besides the main station in Norfolk, there is a sub-station in South Norfolk, and harbor trade is served by the Barges *Houston* and *Anna*.

It is recalled that when the Norfolk Station was first opened the delivery wagons received their supplies in 10-gallon milk cans brought up Elizabeth River in a launch from the Norfolk Terminal each morning, and at night it was necessary to draw off the contents left in the wagons to be held in the boat over-night.



District Office Building

Our new District Office Building was opened for business April 1, 1918. It is at the corner of Olney Road and Granby Street, principal thoroughfares in the uptown business section. The building has foundations for two more stories, which will be needed before a great while. On the ground floor, operated by J. R. Callum & Co., is a filling station and accessory store, the station being exclusively Texaco, and the stationery room of the District Office. The second floor is devoted to the Sales Office, the third floor to the Accounting Office.



Filling Station in D. O. Building

The TEXACO STAR



Accounting Office — Norfolk District Office — Skipper L. Austin, presiding

Norfolk District has 67 salaried refined stations, and 56 distributors who operate refined stations on a commission basis. This District is probably unique in the relations existing with its distributors. We consider our distributors as much a part of the Texaco Family and units in the Company organization as our salaried stations, the only difference being the manner in which they receive remuneration. Our distributors are loyal and enthusiastic; practically without exception they are among the most prominent and popular business men of their towns, and they have been of inestimable help in putting our Texaco prestige on the high pedestal it occupies. This branch of the business is under the general jurisdiction of W. S. Davis, formerly Salesman.

The position occupied by The Texas Company in Norfolk District may be comprehended when it is stated that in 1921 our company sold approximately 40% of the gasoline consumed in North Carolina; records are not available for Virginia, but the proportion was approximately the same. Principal competitors are Standard Oil Company of New Jersey who have operated in this territory for several decades, Gulf Refining Company, Indian Refining Company, Red C Oil Mfg. Co., Sinclair Refining Company, Vacuum Oil Company, Galena-Signal Oil Co., Atlantic Refining Company, and innumerable independent companies who purchase in tank car lots from Western Refiners. The efforts of the

entire District are directed principally in three directions—*Quality, Service,* and, last but by no means least, *Harmony in the Organization and with the Public.* How well success has attended these efforts the record of the District announces without further ringing of bells.

Besides our refined stations served by railroad, we operate a complete line of distributing stations along Chesapeake Bay, Albemarle Sound, Currituck Sound, Pamlico Sound, and



Duck hunting in Albemarle Sound

Indicating that in Norfolk District there is recreation as well as work.

Standing (left to right): F. D. Gatchell, New York; Charles Murray, Bangor, Me.; J. P. Roney, New York; W. N. Holt, Smithfield, N. C.; William Thompson, Norfolk, Va.; Thomas Wall, Norfolk, Va.; J. P. Flannigan, Statesville, N. C. Sitting: J. H. Godwin, Norfolk, Va.

F. D. Gatchell is an old visitor to the duck and goose waters of North Carolina and never fails to bag a good number; having been Norfolk District's first Superintendent, we feel that he is one of our own.

The TEXACO STAR



Launch "Texaco 80"
Used in soliciting marine business in Hampton Roads.

tributary waters. These stations are served by bulk and package boats.

One of the leading factors in the success the company has had in working up an excellent business along the waters named is the loyalty and hard work of the men of the sales department marine fleet, who not only deliver the products but solicit the business and collect the accounts. This work requires men of energy and unusual ability.

The marine fleet suffered a sad misfortune in March 1918 when the P. B. *Goat* was sunk by an explosion, resulting in the deaths of Captain C. C. Clark (father of M. L. Clark our Agent at Elizabeth City, N. C.) and Engineer Dave Williams. This was a blow from which the District was slow in recovering. Captain Clark numbered friends by the hundreds and was one of the most respected members of the District organization.

The Marine Sales Department began operation at the beginning of 1919, when our sales to the marine trade amounted to practically nothing. Under the supervision of R. B. Allen, assisted in the office by E. J. Bray and in the field by Marine Salesman J. H. Godwin and W. W. Robertson and Captain R. S. Leffers of the launch *Texaco 80*, this branch of



P. B. "Seacoast"
Now known as P. B. 144. Operated by the Sales Department out of Norfolk Terminal.

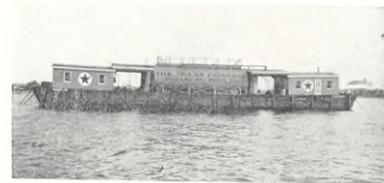


P. B. 124
Operated by Sales Department of Norfolk Terminal

our operations has grown to such an extent that it is now operating a package boat and two large bulk barges. This package boat has a capacity of approximately 125 barrels in addition to a stock of case goods; its duties are in the nature of what might be termed a floating station handling oils required for the marine trade. The launch *Texaco 80* is used by Marine Salesman Godwin in the solicitation of business of vessels in Hampton Roads both American and foreign. At the present time the foreign business has diminished from its volume during the World War, but through our Marine Sales department at Hampton Roads word of the superiority of Texaco products is being spread to shipping through-



Barge "Anna"
Supplies harbor trade in upper Norfolk Harbor—Captain Jens Peterson.



Barge "Houston"
Stationed in Elizabeth River to supply harbor trade—Capt. R. H. Royster.

The TEXACO STAR



P. B. "Waterlily"

Bulk and package delivery boat in front of Elizabeth City, N. C. Station.

Elizabeth City Station presents the activity of a small terminal. When opened 12 years ago its equipment consisted of a few barrels and a tin hand-pump; the territory at that time was 100% S. O. Company of N. J. Today the Station has bulk storage of 1,000,000 gallons and the territory is 80% Texaco. Four tank trucks and two large tankboats are operated. Every mill in and around Elizabeth City is under contract with The Texas Company; every boat coming to Elizabeth City, from the largest steamer to the smallest motor boat, is supplied with Texaco products.



Three of the four tank trucks

Operated out of Elizabeth City, N. C. Station, with their chauffeurs (left to right) Zad Curles, J. L. Walker, J. E. Palmer.

out the Seven Seas, and with the return of normal conditions in marine operations we anticipate a healthy increase in our marine business at Hampton Roads.

We are operating under this department at Hampton Roads two steel barges, capacity of 5,000 barrels each, used in making deliveries of fuel oil to oil burning ships calling in the port for supplies. These barges are equipped so that they can deliver at the rate of 1,000 barrels an hour through their pumps if the ships are able to receive oil in this quantity. The department also secured business through local ship chandlers, ship agents, and operators, marine railways, and ship yards, which at Hampton Roads amounts to considerable gallonage both of lubricating oils and fuel oil.

In addition to the strictly marine business the Marine Sales department handles all sales to Government vessels, Portsmouth Navy



P. B. "Carolina"

Bulk and package boat distributing from Elizabeth City.

Yard, and Hampton Roads Naval Operating Base, and takes care of all Government proposals from the various branches of the Service. It also handles the sale of commercial fuel oil and gas oil to all points in North Carolina and Virginia.

While lacking the density of population in the Eastern and Northern States, the Norfolk District embraces some of the finest natural territory in the United States, a great portion of which is still undeveloped. The principal lines of business are:

The Coal Mining of West Virginia.—This essential industry is of immense proportions, and the West Virginia fields, being almost entirely non-unionized, can be depended on for steady production. At the present time when other fields are torn with strife and strikes the fields of West Virginia are keeping the industries of the country running. The Texas Company not only enjoys a fine business with the mines where Texaco products lubricate much of the machinery both under and above ground, for they lubricate also the trains that haul the coal away and the im-



Eleven-foot seam of coal

No. 3 seam at Pocahontas Fuel Company's mine, Pocahontas, Va. The gentleman shown is Mr. John Boray, purchasing agent for the company. We have had this company's business for several years, covering 22 mines.

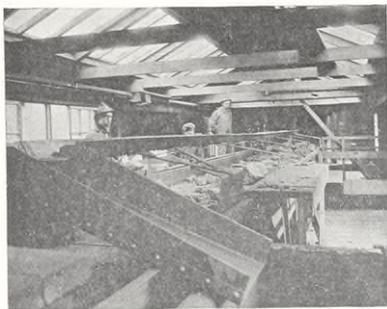
The TEXACO STAR



Leaving drift mouth
Motor coming out of the mouth of the drift with loaded mine cars on the way to the tippie.



Tippie
Pulaski Iron Company, Eckman, W. Va.—100% Texaco



Interior of Tippie—Grading the coal

mense coal terminals at Norfolk where the coal is exported.

The Iron Industry of Virginia.—This great



N. & W. electric motors
They haul the coal over the heavy grades from the coal fields to Bluefield.

and growing industry is treated in a separate article by Lubricating Engineer Wm. H. Goebel.

Tobacco.—Virginia and North Carolina are among the leading states in the production of leaf tobacco.

Cotton.—Virginia is not an extensively cotton growing state, but North Carolina ranks third in the production of this staple. Owing to the ravages of the boll weevil, however, the farmers of North Carolina are turning to diversification of their crops and to raising live stock.



Elba Manufacturing Company, Maxton, N. C.
Oil Mill with daily capacity of 140 tons of cotton seed, using Texaco products exclusively.

Textile Industry.—North Carolina has more spindles in operation than any other state in the Union excepting Massachusetts. Conditions in North Carolina are unusually advantageous for the future expansion of this industry. Immense water power is available, much as yet undeveloped; the State is networked by one of the greatest hydro-electric companies in the South or East, the Southern Power Company, with its affiliated companies; there is practically no trouble with labor such as is encountered in the New England States; and there is a great advantage in the freight rates on raw cotton.

Regarding the growth of the cotton mill industry in North Carolina, the group of mills known as the "Cone Mills," comprising the Proximity Cotton Mills, Proximity Print Works, Revolution Cotton Mills, White Oak

The TEXACO STAR



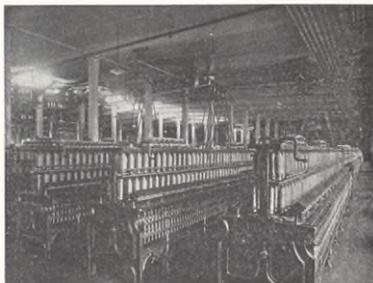
Proximity Manufacturing Company



White Oak Cotton Mills

These cotton mills in Greensboro, N. C., are 50% Texaco. Nabob and Aleph are used as general lubricants, Amber Loom for lubricating their looms; some 578 Red Oil is used in the Proximity Mill; Comb Box Lubricant is being tested. These mills being driven almost entirely by electric motors, there is little demand for cylinder or engine oils. They operate many trucks using Texaco high grade motor products.

Cotton Mills, and Mineola Manufacturing Company, may be taken as a representative group of Southern Mills, although in some ways they are above the average. When first founded in 1895-96 by Messrs. Moses Cone and Caesar Cone the Proximity Manufacturing Company had just 240 looms; in less than thirty years the single plant has been enlarged and other units added until now they are running approximately 8,000 looms and 200,000 spindles. The total output of these mills is about 600,000 yards of cloth a day. From their beginning this group of mills has had a tremendous influence upon the growth and prosperity of their section of the state—particularly upon the city of Greensboro. When The Texas Company opened a station in Greensboro these mills, perhaps the largest single user of lubricants in that section, had been using competitive products for a number of years. After earnest work by our representatives and by the Norfolk office, our products were introduced. We have renewed



Revolution Cotton Mills, Greensboro, N. C.
Spinning Room. Manufactures Cotton flannel, capacity 125,000 yards a day.



Loom Room



Testing and Folder Room

We lubricate the Revolution Mills entirely excepting their spindles, also our gasoline and kerosene are used exclusively by the mills and by their commissary stores.

their contracts from year to year, and the percentage of business we are getting has steadily increased.

The TEXACO STAR



Clinchfield Mill No. 2, Marion, N. C.

Texaco products used throughout—Steam and electric power—In Mills No. 1 and No. 2 together 66,000 spindles and 1600 looms make print cloth.



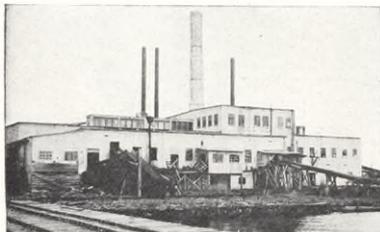
Marion Manufacturing Co., Marion, N. C.

Texaco products used throughout—steam power—35,840 spindles, 840 looms—make wide print cloth.



Elizabeth City Hosiery Co.—90% Texaco

Lumbering.—Some of the largest sawmills in the Eastern section of the country are located between Norfolk and Wilmington, where there is standing timber sufficient for



Dare Lumber Co., Elizabeth City, N. C.—100% Texaco



Champion Fibre Co., Canton, N. C.

These good customers of The Texas Company own about 100,000 acres of timber land in North Carolina and the Black Diamond Collieries coal mine at Coal Creek, Tenn. The consumption of coal by their plant at Canton is 400 tons a day; the production of their coal mine is 500 tons a day. The paper pulp mill produces, besides other products 20 tons of book paper per day. They employ 1,200 men at the plant in Canton, and 500 men getting out lumber and pulp wood. The personnel of the organization is of the highest type. They have never had a strike.

many years to come. Texaco lubricants play a prominent part in the lubrication of the mills, lumbering railroads, etc.

The Norfolk District is looking forward to making 1922 the greatest year of its existence. In April we put out the largest gallonage in the history of the district, having a 22% greater total gallonage than in March and a 37% greater gallonage than in April 1921. We confidently anticipate that our business will steadily increase throughout the balance of the year.

In reviewing the results obtained by the Norfolk Sales District it is necessary to mention the splendid cooperation accorded us by the Norfolk Terminal, of which Thomas Wall is superintendent. The terminal at all times hold themselves ready to assist us in every possible way, the two departments endeavoring to work as one, each realizing the incompleteness of one without the other.

Probably the greatest single factor in the success of the District is the harmony and teamwork of the organization. The department heads have the confidence and personal friendship of those under them, and the organization as a whole know that their work is appreciated and that the officers of the District understand their difficulties and bear with them in overcoming them. The organization of the Norfolk District is truly like a great family without the turmoil which frequently occurs in families.

THE IRON INDUSTRY OF VIRGINIA

WM. H. GOEBEL, Lubricating Engineer

Just west of the great "Valley of Virginia" lies a mountainous section of country, traversed its whole length by the Appalachian Mountains, containing an untold wealth of minerals and coal. In this section are located the great blast furnaces which make the iron industry one of the foremost industries of the State.

All of Virginia's mountain ranges are found to be rich in veins of pyrites containing copper and lead ore, brown hematite and limanite iron ores, red iron ore, magnetic iron, iron carbonate, manganese ore, limestone, and the world's greatest deposits of bituminous and semi-anthracite coal. These mines and furnaces are all served by the main and branch lines of the Norfolk & Western Railway, Virginian Railway, and Chesapeake & Ohio Railway, three of the great trunk lines of the country, enabling the manufacturers to ship their furnace products to all the large manufacturing centers of the United States and to Tidewater, Va., for export, unusually favorable freight rates prevailing due to the proximity of the furnaces to the ports and domestic points of consumption.

The first iron ore mined in America of which there is any known record was mined in Virginia in 1609 by Virginia colonists. This ore was located along the James River and was shipped to England, where it produced 16 tons of metal superior to any that was ever before produced in England. This led to the formation of a company, known as the London Company, and in the year 1619 the first production of iron in North America was begun by this company at Falling Creek, Virginia, near Jamestown, on the James River. Three

years later this colony was massacred by Indians.

The first Virginia furnaces were little more than holes in the ground, about two feet square and two feet deep, into which ore and charcoal were put; the product was no more than a lump of pastry iron that was pulled out of the hole and worked into desired shapes by hand under a hammer. The draft required to furnish the heat necessary to melt the ore was obtained by building the furnaces on top of a hill or in a valley through which strong air currents passed. Charcoal was made from the trees of the surrounding forests by the slow burning of the wood stacked in piles and covered with dirt and leaves so as to exclude the air as much as possible.



Cut for the "Old Charcoal Furnace"

Cut through sheet of Clinton ore covering an area of 35 acres averaging ten feet thick. This ore was mined and mixed with Oriskany ore from a tunnel near the furnace for use in the "Old Charcoal Furnace."



The First Iron Furnace in America — 1622
At Falling Creek, Chesterfield County, Va.



Ruins of Old Roaring Run Charcoal Furnace

The TEXACO STAR



Buena Vista Furnace of Allegheny Ore & Iron Co.,
Buena Vista, Va.

Texaco products used exclusively at this operation and
at their Iron Gate, Va., operation.

Virginia's first stack furnace was built in 1714, known as the Cumberland Furnace located near Cloverdale, Va., a coal blast charcoal furnace with a yield of 25 tons of iron a week. In this same year Governor Spotswood established the first successful furnace in the South, in Spottsylvania County near the Rappahannock River. These early furnaces were of simple construction, made of stone and built in the shape of a truncated pyramid around a hollow chamber lined with semi-soapstone, ranging from 30 to 40 feet in height and about 20 feet square at the base. They were built adjacent to a stream of water, which supplied the power for blowing them; also they were situated on the side of a hill so that raw materials could easily be placed on top of the furnace from storage bins built on the hillside back of the furnace. The blast



Pulaski Furnace of the Pulaski Iron Co., Pulaski, Va.

Using Texaco products exclusively at this operation. Also Texaco products are in use at the various ore and coal mines of the Pulaski Coal Co., Eckman, W. Va.

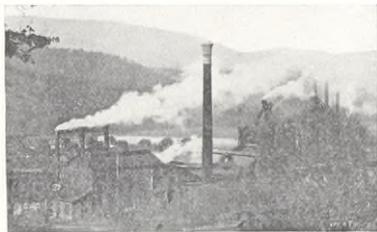
for the furnace was introduced usually through one open tuyere and air was compressed with a large double bellows, power being transmitted to operate the bellows from a 24-ft. overshot water wheel. A later method of supplying the blast was to make cylinders of wood which were set vertically, side by side, with square wooden pistons which alternately received and compressed the air, while a weighted third cylinder acted as a receiver and supplied uniform pressure, the pressure ranging around one pound per square inch.

All ore mining was by means of pick and shovel, ore being taken from the outcrops of the neighboring hills. The ore was then conveyed from the mines to the furnaces in carts. The ore was prepared by shoveling it up a trough through which water ran continuously, allowing the ore to wash back, the cleaned ore being shoveled into the storage bins. The iron produced by these furnaces was almost pure and was found to be very low in silicon and sulphur.

During these early days there were also to be found the old forge and nail works, consisting mostly of at least three heaters, four trains of rolls, five nail machines, and one hammer. Nails and finished products from these works were traded off to the farmers for tobacco, furs, and farm products.

Coke was first used in the Virginia furnaces for fuel in the latter part of the year 1836, and in the year 1839 the steam blowing engine for supplying blast was first introduced.

At the present time there still remain in Virginia two cold blast charcoal furnaces: Foster Falls Furnace at Foster Falls, Va., with a daily yield of 50 tons, and the Reed Island



Lowmoor Iron Company of Virginia

Their Lowmoor furnaces at Lowmoor, Va. This firm uses Texaco products exclusively here and at their Covington, Va., furnace. Our products are also used at their various ore mines and limestone quarries and at their coal mines at Kay Moor, W. Va.

The TEXACO STAR



Crozer Furnace of Virginia Iron Coal & Coke Co. at Roanoke, Va.



Toms Creek Coke Ovens, Virginia Iron Coal & Coke Co.
Using Texaco products exclusively.

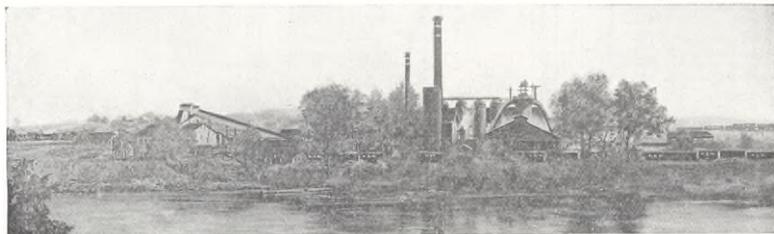


Toms Creek Coal Mines, Virginia Iron Coal & Coke Co.
Using Texaco products exclusively at all operations.

Furnace at Reed Island, Va., with a yield of 15 tons a day. Both of these are operated by the Virginia Iron Coal & Coke Company and use Virginia native ore exclusively. All the other cold blast charcoal furnaces which once flourished throughout Virginia have gone out of blast years ago, and traces of them are

almost gone; they gave way under the advancing tide of modern methods in all branches of manufacture, with the introduction of the hot blast steel shell furnaces which we see in operation today.

About the year 1882 began the building of Virginia's first hot blast steel shell furnaces of the present day, with daily yields of 100 to 300 tons of iron. In Southwest Virginia are located sixteen modern furnaces, with a poten-



Radford Furnace of Virginia Iron Coal & Coke Co. at Radford, Va.

The Dora Furnace of the Virginia Iron Coal & Coke Co., at Pulaski, Va., is shown on the inside page of the back cover in a color picture of a night cast. This great company uses Texaco products exclusively in all of their operations.

The TEXACO STAR



Allegheny Ore & Iron Co.

Main office in the plant of this company at Buena Vista, Va. In this office for several years contracts covering Texaco lubricants for blast furnace operations at Buena Vista and at Iron Gate, Va., have been closed.

tial yield of 725,000 tons of iron a year, and with an actual production of 622,000 tons.

Along with the advances made in the iron industry, the coal and ore mining have been greatly improved over the pick and shovel

methods. All kinds of mining machinery designed for saving labor costs and increasing production are now employed.

Manufacturers have located their furnaces in Southwest Virginia because the State's inexhaustible supply of native ore, coal, and fluxes center in that part of the State, and because excellent labor conditions and railroad facilities have enabled them to make iron at very low costs.

Since the organization of the Norfolk District of The Texas Company, Texaco products have come to play an important part in the lubrication of the equipment at the furnaces and in the mining operations of the various companies. Today Texaco lubricants are in exclusive use at every Virginia furnace operation with exception of one. The brands most generally used are: Summit Valve Oil, Leader Cylinder Oil, Nabob Oil, Aleph Oil, Cetus Oil, Canopus Oil, Pinnacle Cylinder Oil, Crater Compound.

VIRGINIA BLAST FURNACES—CAPACITY AND DAILY PRODUCTION

NAME OF FIRM AND LOCATION	PRODUCTS	CAPACITY	FUEL-DAILY	ORE USED DAILY
*Ivanhoe Furnace Co., Ivanhoe, Va.	Foundry and pig	100 tons	100 tons coke	200 tons brown hematite and limanite
Allegheny Ore & Iron Co., Buena Vista, Va.	Basic, foundry, pig	150 tons	200 tons coke	300 tons brown hematite
Allegheny Ore & Iron Co., Iron Gate, Va.	Basic, foundry, pig	80 tons	100 tons coke	160 tons brown hematite
Pulaski Iron Co., Pulaski, Va.	Pig iron	275 tons	300 tons coke	500 tons brown hematite and limanite
*West End Furnace Co., Roanoke, Va.	Foundry iron	175 tons	250 tons coke	350 tons native ore
Lynchburg Furnace Co., Lynchburg	Foundry iron	160 tons	150 tons coke	300 tons Virginia ore
Virginia Iron Coal & Coke Co.:				
Crozer Furnace, Roanoke, Va.	Foundry, forge, pig	175 tons	Coke	400 tons Virginia ore
Dora Furnace, Pulaski, Va.	Foundry and forge	200 tons	Coke	500 tons Virginia ore
Radford Furnace, Radford, Va.	Foundry and forge	200 tons	Coke	500 tons Virginia ore
Max Meadows Furnace, Max Meadows, Va.	Foundry and forge	175 tons	Coke	400 tons Virginia ore
*Graham Furnace Co., Graham, Va.	Foundry and forge	150 tons	Coke	350 tons Virginia ore
Lowmoor Iron Co. of Virginia:				
Lowmoor No. 1 Furnace, Lowmoor	Foundry and forge	250 tons	Coke	Lake and Virginia ores
Lowmoor No. 2 Furnace, Lowmoor	Foundry and forge	250 tons	Coke	Lake and Virginia ores
Covington Furnace, Covington, Va.	Foundry and forge	175 tons	Coke	Lake and Virginia ores
Princess Iron Co., Glenn Wilton, Va.		200 tons	Coke	
*Goshen Furnace Co., Goshen, Va.	Foundry iron	200 tons	Coke	400 tons Virginia ore
Virginia Iron Coal & Coke Co.:				
Foster Falls, Va.	Cold Blast Furnace	50 tons	Charcoal	125 tons Virginia ore
Reed Island, Va.	Cold Blast Furnace	15 tons	Charcoal	125 tons Virginia ore

* Has not been operated since the World War.

Making the best of what you have is the first rule for getting ahead.

—Through the Meshes.

Strength comes from vanquished difficulties.

In the world there are only two ways of raising one's self, either by one's own industry or by the weakness of others.—La Bruere

A swelled head leads to missteps.—Forbes.

The TEXACO STAR

STREET RAILWAY LUBRICATION IN NORFOLK DISTRICT

C. L. HORNE, Chief Engineer

It was in the Norfolk District, at Richmond, Va., May 4, 1888, that the modern overhead trolley was first employed in the operation of street railway cars, resulting in the revolution of the street railway industry. Cities everywhere rushed the installation of overhead trolley systems to displace the mules previously employed for power with very unsatisfactory results. The system installed at Richmond at first operated only thirty cars. The road was not ballasted.

It is significant that the entry of The Texas Company into the realm of street railway lubrication was also effected in the Norfolk District, a contract being closed with the Mill-Power Supply Company, of Charlotte, N. C., on April 1, 1917, for the lubrication of the properties of the Southern Public Utilities Company in Charlotte.

The following graphic representation shows very strikingly the success with which Norfolk District has gone after street railway business.

IN VIRGINIA

Total Electric Cars and Locomotives—951

Lubricated by The Texas Company—722

IN NORTH CAROLINA

Total Electric Cars and Locomotives—372

Lubricated by The Texas Company—238

IN VIRGINIA

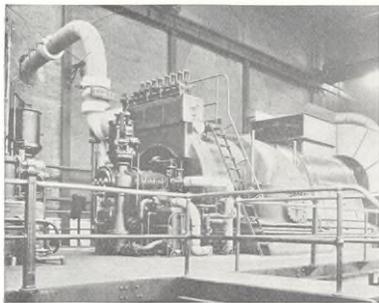
Total Central Power Stations delivering power to Street Railways—15

Lubricated by The Texas Company—15

IN NORTH CAROLINA

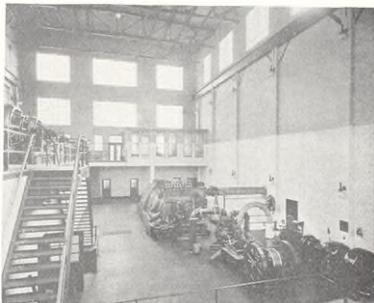
Total Central Power Stations delivering power to Street Railways—15

Lubricated by The Texas Company—11



Reeves Avenue Power Station, Norfolk, Va.

This 12,500 k. w. General-Electric turbo-generator is one of three similar units operating at this station of the Virginia Railway & Power Co. Texaco exclusively.



Twelfth Street Power Station, Richmond, Va.

This station of the Virginia Railway & Power Company generates 80,000 k. w. exclusively on Texaco products.

The TEXACO STAR

NORFOLK AND HAMPTON ROADS

W. H. JENKINS, Jr., Publicity Secretary of Norfolk Chamber of Commerce

(Superintendent William Thompson is President of the Hampton Roads Maritime Exchange and enthusiastic on Hampton Roads.)

The site of the original town of Norfolk was 50 acres purchased by the General Assembly of the Virginia Colony in 1682 for 10,000 pounds of tobacco, and the town was incorporated that it might be one of the stations where the weed could be received and stored and sold. Tobacco was then the medium of exchange for the colony. In contrast to this purchase price, the tobacco passing through Norfolk's municipal terminal in 1920 amounted to 189,743,172 pounds.

Rubbing elbows in Norfolk are historic associations and the most modern exemplifications of commerce. At Cape Henry, where Captain John Smith and his intrepid band of colonists first touched American soil, is a tablet commemorating the event, and a stone's throw away steam shovels are scooping up fine yellow sand for glass plants. Or one may stand beneath century old trees at the foot of Freemason Street, shading houses that are splendid examples of Georgian architecture, and hear a mate swearing at a crew lading cargo from great concrete warehouses. So it is with the whole city.

At Old Point Comfort, so named by Captain John Smith, is Fort Monroe, where Jefferson Davis was confined for a time after the Civil War. And just off the fort is the place where those first ironclads, the *Monitor* and the *Merrimac* revolutionized naval warfare in their bitter duel. In Norfolk's inner harbor is Old Fort Norfolk of the War of 1812, and within the city itself, as well as in Portsmouth, Newport News, and Hampton—the other Hampton Roads towns—are many buildings, monuments, and associations that link yesterdays with today. There is no city in the United States holding such wealth of historic interest as does Norfolk, but it is not possible in such a little sketch to give even the high lights.

Captain John Smith, writing after the settlement of Jamestown, described the region around Norfolk in the following terms.

"There is but one entrance into this country, and that is at the mouth of a goodly bay 18 or 20 miles broad. Within is a country that may have the prerogatives over the most pleasant places known, for earth and heaven

never agreed better to frame a place for man's habitation. The mildness of the air, the fertility of the soil, and the situation of the rivers are so propitious to the use of man, as no place is more convenient for pleasure, profit, and man's sustenance under any latitude or climate. So then, here is a place, a nurse for soldiers, a practice for mariners, a trade for merchants, a reward for the good."

John Smith's party, it should be mentioned was not the first to visit Norfolk; the first white men to visit the spot were a small exploring party sent out from Sir Walter Raleigh's ill fated Roanoke Island settlement in 1586.

Hampton Roads has been aptly called America's greatest gateway to the Seven Seas. Norfolk is midway on the coast between Boston and Jacksonville, 18 miles from the Virginia Capes. To European, Asiatic, Oriental, South American, and West Coast ports it is generally 300 miles closer than New York and 180 miles closer than Baltimore. Eight trunk line railroads connect the port with all great sections of the United States.

Hampton Roads has been the rendezvous for the American Navy ever since there was one. Early in 1917 when the newspapers were referring to the American fleet as "swallowed up somewhere in the mists of the Atlantic," the fleet had merely slipped out of



Fuel Oil Station of U. S. Shipping Board
Craney Island, Hampton Roads, Virginia.

Craney Island lies near the western bank of Elizabeth River opposite the Lamberts Point coal piers of the Norfolk & Western Railway.

The TEXACO STAR



Old St. Paul's Church

This is Norfolk's most conspicuous historical land mark, noticed by every stranger who enters the gates of the City; thousands of Americans and foreigners bear in mind pleasing memories of its ancient architecture, its ivy-clad walls, its restful grounds. The photograph is by H. C. Mann, noted photographer of Norfolk, Va., and we are indebted to Rev. H. H. Covington, Rector of St. Paul's, for a copy of the following inscription on the tower of the church:

"St. Paul's Church, Elizabeth River Parish was established by the Colonial government before 1637. The first parish church was at Mr. Sewell's Point. The first church erected on the site of Norfolk was in 1641 as a Chapel at Ease. Norfolk became a borough on Sept. 15, 1736, and the present church known as the Borough Church was built in 1739. The initials S. B. on the south wing stand for Col. Samuel Boush who gave the land. In 1761 the parish was divided into Elizabeth River, Portsmouth, and St. Bride's parishes. The church was struck and partially burned by the British on Jan. 1, 1776, when the borough was bombarded and destroyed. The church established by law in Virginia was dis-established by the result of the Revolutionary War, and its glebe lands were confiscated by the State. The Episcopal Church in Virginia was reorganized after that war. This building, in 1832, after a period of disuse, was repaired and consecrated with the name of St. Paul's. During the Civil War the church was occupied and much injured by the Federal forces from 1862 to 1865. After the war it was returned to the congregation and again repaired. The interior was restored in 1892 and the tower erected in 1901."

The cannon ball which struck the church in the bombardment mentioned by this inscription, fell to the ground after striking the wall and remained buried in the earth till 1848. The *Daily Southern Argus*, a newspaper published in Norfolk, gave in its issue of May 13, 1848, an account of "the recent finding" of the ball about two feet in the earth directly below the indentation it had made in the wall. The ball was replaced in the indentation and there cemented. Its location, on the south side of the church at the corner near Church Street, is marked by a plate bearing the inscription: "Fired by Lord Dunmore, Jan. 1, 1776." The ball which struck the church is reputed to have been fired by the warship *Liverpool*.

Hampton Roads and was resting off Yorktown, a few miles up the Chesapeake Bay, awaiting orders. Through Hampton Roads during the World War hundreds of thousands of men, countless shiploads of horses, food, and munitions, and fleets of swift destroyers passed out to the aid of the allies.

In the early part of the 19th century when Yankee clippers sailed the Seven Seas and won for America the maritime supremacy of the world, Norfolk, Virginia, was one of the best known ports of the globe. Hordes of white-winged ships carried cotton and tobacco from the port and brought back the products of every clime. "The river could not be seen so thick was the shipping between the Norfolk and Portsmouth shores," writes a chronicler of that period.

Then came the gradual disappearance of the Stars and Stripes from the ocean, and with this a decline of Norfolk's port activities. But the conditions that had brought the clipper ships to Norfolk remained unchanged, and when the World War came with its demand upon the United States for food, clothing, munitions, horses, machinery, and the thousands of things necessary in the prosecution of the war, Hampton Roads became the greatest gateway for the movement. And the war movement demonstrated that traffic can be handled through this port more cheaply than anywhere else on the Atlantic seaboard. Unlimited fuel, miles of anchorage, well-equipped piers, physical connections between all railroads entering the port, shipside delivery of cargo and elimination of barging are among

The TEXACO STAR

the things that cut down the port costs. Ships get dispatch, and it is dispatch that counts more than any other factor in reducing ocean transportation costs.

Even as Jersey and Hoboken can not be separated from the Port of New York, so are Norfolk, Portsmouth, and Newport News, all using a common harbor, inseparable as the Port of Hampton Roads.

Claims of port supremacy must be backed up by figures. The reports of the Department of Commerce for the fiscal year ending June 30, 1921, give the information that in volume of export tonnage for the year Hampton Roads exceeded the port of New York: the export tonnage of Hampton Roads was 12,232,458 tons, while that of New York was 11,542,143 tons. This is the first time that any Government report has not given New York first place in volume of export tonnage.

The import tonnage of New York greatly exceeded that of Norfolk. The total of imports and exports through New York during the year aggregated 21,140,122 tons; whereas the total tonnage of foreign trade through Hampton Roads was 12,508,360 tons, of which 8,024,271 tons passed through Norfolk and 4,484,089 tons were handled at Newport News. This big difference is due to the small import movement—only 275,902 tons—through Hampton Roads. There is a vigorous endeavor on foot to develop import tonnage through Hampton Roads and results are already seen.

That the port of Hampton Roads is in the infancy of its development is recognized by all port development experts. A recent circular issued by the National Rivers and Harbors Congress, entitled "A World Port in the Making," outlines the unlimited possibilities of Hampton Roads.



In the
Land of the Sky
Manager C. E.
Woodbridge and
Agent T. L. Camp-
bell, of Canton, N.
C. Station, on the
warpath.



Assistant Superintendent J. W. Thompson

On the occasion of his first aeroplane flight, "J. W." is now an experienced airman, the ace of the District Office, and has participated with his good friend, Lieut. E. A. Letzkus, U. S. Navy Air Service, in most of the fancy dives and turns of the bird-man.

LAW CURRENT

Edited by Rob't A. John

Deposits in Guaranty Fund Banks.—

The Attorney-General of Texas in an opinion held that the guaranty fund created by contributions from State Banks to guarantee depositors as against insolvency, inured only to the protection of general depositors, and did not protect outstanding cashier's checks of a failing bank. The Supreme Court of Texas has decided otherwise, where the cashier's check is issued against a general deposit, the Court holding that a depositor giving his check against a general deposit in exchange for a cashier's check, did not lose his status as a general depositor until the cashier's check was paid. The court, however, expressly refused to decide

whether a cashier's check obtained otherwise than in exchange for such a check, was so protected, such as a cashier's check issued against a time deposit, drawing interest, or a deposit secured otherwise than by the general credit of the bank. The opinion is in the case of *J. S. Middlekauff, Relator v. The State Banking Board et al., Respondents*, No. 3577, Supreme Court, Opin. by Justice Greenwood.

Conveyance by Married Women.—

The broadening of the right of married women to control their separate estates, as reflected by recent legislation in Texas, has been construed recently by the Court of Civil Appeals at El Paso, Texas. The ancient rule was that the wife could convey her separate property without being joined by the husband where the husband had permanently abandoned and

The TEXACO STAR

separated himself from her. The legislation was that under such circumstances she could convey by making an application to the District Court and obtaining judicial authority to do so. The question arose as to whether this last statute was intended as the sole method. The court held that the statute was not inclusive, but was in the nature of an enlargement of rights already existing, and held that when so abandoned by the husband the wife could make a conveyance and pass title to her separate estate without joinder of her husband and without applying to District Court. *Moss v. Ingram et al.*, 239 S. W., 1029.

Inspection Fees: Interstate Commerce.

—The general rule is that a State can not, either directly or indirectly, tax interstate commerce. The rule has been in a sense modified by the Supreme Court of the United States holding that it is within the power of the State to inspect, and to exact, in payment of the cost of such inspection, fees on commodities, such as oil, and especially kerosene and gasoline. These commodities being inflammable and therefore dangerous in their character, that such inspection and the exacting of such fees are properly within the police powers of a State into or through which such commodities are being transported. But the court further holds that if the fees so exacted are in excess of the cost of inspection, that to the extent of such excess they would be placing an unauthorized burden on interstate commerce and that such excess fees are void. *The Texas Co. v. Brown*, Advance Opinions, Supreme Court of U. S., No. 14, page 428.

Income Tax.—Upon the increase of the stock of a corporation, a stockholder has the prior right to subscribe and pay for and own his proportional part of said increase of capitalization. These rights frequently are sold. The Supreme Court of the United States in a recent opinion by Justice Pitney holds that the consideration received by a stockholder for the sale of his rights is not necessarily subject to the payment of an income tax, on the theory that such consideration constitutes profits, but should be treated rather as a stock dividend, and unless an actual profit is realized, as against the value of the old stock when compared to the value of the new stock, the same is not subject to payment of income tax. The rule as to whether there is an actual profit so subject to income tax, can be ascertained as follows. Assuming that the old stock is worth \$200 a share, and the amount to be paid by the stockholder subscribing to the new stock

is \$100 a share, these two sums should be added together, making \$300. This amount divided by two, representing one share of the old issue and one share of the new issue, would make each share worth \$150. Should the rights to the share of stock be sold for say the sum of \$75, this sum should be added to the sum to be paid by the purchaser for the new share, aggregating the sum of \$175, making the difference between the two sums \$25, and that last the actual profit and the only sum subject to the payment of income tax. The opinion is in the case of *Joshua W. Miles, Collector, v. The Safe Deposit and Trust Company of Baltimore*, Advance Opinions, U. S. Supreme Court, No. 16, p. 570.

Suits Against Governmental Agencies.

—The United States Government succeeded to the ancient privilege of the sovereign who could not be sued by a subject in a royal court. The sequence was that the United States, being a sovereign, could not be sued in any federal or state court. This rule, however, has been modified as to governmental agencies. It has been held by the Supreme Court of the United States that although the latter is the sole stockholder of the Emergency Fleet Corporation, yet nevertheless the status is that of a stockholder, and the corporation itself can be sued in any court having proper jurisdiction, State or Federal, the same as any other corporate or natural citizen. Opinion by Justice Holmes. Dissenting opinion by Chief Justice Taft. *Styled Sloan Shipyards Corporation v. U. S. Shipping Board, Emergency Fleet Corporation*, Advance Opinions, Supreme Court, U. S., No. 14, page 456.

CRUDE OIL PRICES AT WELLS

July 1, 1922

Pennsylvania	.....\$3.50	Bull Bayou	.....\$1.90
Corning, O.	.....2.15	Crichton	.....1.75
Cabell, W. Va.	.....2.30	Caddo Light	.....2.00
North Lima	.....2.48	Caddo Heavy	.....1.25
South Lima	.....2.48	Vinton	.....1.25
Indiana	.....2.28	Jennings	.....1.25
Princeton, Ill.	.....2.27	Orange	.....1.25
Illinois	.....2.27	Spindletop	.....1.25
Canada	.....2.88	Sour Lake	.....1.25
Somerset, Ky.	.....2.15	Batson	.....1.25
Ragland, Ky.	.....1.25	Saratoga	.....1.25
California Light.	.....2.45	Humble	.....1.25
California Heavy.	.....1.10	Goose Creek	.....1.25
Wyoming	.....1.40	Markham	.....1.25
Kansas and Okla.	.....2.00	West Columbia	.....1.25
Eldorado	.....1.75	Corsicana Light.	.....1.30
Cushing	.....2.00	Corsicana Heavy	......75
Hewitt	.....2.00	Mexia	.....1.50
Healdton	.....1.00	Electra, Petrolia	.....2.25
Homer	.....2.00	Ranger	.....2.25
De Soto	.....2.00	Burkburnett	.....2.25

DEPARTMENTAL NEWS

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

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	W. H. McMorris, Jr., Fort Worth
Ry. Traffic & Sales Dept.	J. A. Brownell, New York
Marine Dept.	(J. Nicholle, Port Arthur
Legal Dept.	(H. Norris, New York
Treasury Dept.	(H. Tomfohrde, Houston
Comptroller's Dept.	(H. G. Symms, Houston
Insurance Dept.	(R. Fisher, New York
Sales Dept. S. Territory	(B. E. Emerson, Houston
Sales Dept. N. Territory	(P. A. Masterson, New York
Asphalt Sales Dept.	R. C. M. Hayward, New York
Export Dept.	(C. M. Galbraith, Houston
Purchasing Dept.	(Personnel Committee, N. Y.
Producing Dept.	(J. J. Smith, New York
Pipe Lines	(J. B. Nielsen, New York
T. T. Co. of Mexico, S. A.	(J. A. Wall, New York
	(J. T. Rankin, Houston
	(Oto Hartung, Houston
	(Fred Carroll, Houston
	(C. W. Pardo, Tampico

REFINING DEPARTMENT

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF JUNE 1922

Refined—Coastwise	978,493 bbls.
Refined—Foreign	606,083 bbls.
	1,584,576 bbls.
Crude—Foreign	16,445 bbls.
Total	1,601,021 bbls.

N. Terminals Office.—In anticipation of the tennis tournaments to be conducted by the Texaco Association of New York, B. Johnston, Conahey, B. Tilden, and Tallman, with the able assistance of Harry Wake, and Pyle, also "Fergy," with the view of having entrants in both the ladies' and gentlemen's tournaments who will give good account of themselves. Baseball has taken the New York Office by storm. The Inter-Department League has awakened the "Old Call" and instilled in many has-beens the idea that they are still good. We hate to count our chickens before they are hatched, but we honestly believe that the Refining Department is going to "cop the bunting" when the season is over. The first game was played June 14, Refining vs. Advertising and Stationery combined, 10 to 2 in favor of Refining. We have a real team and everybody should come out and support them.

Bayonne Terminal.—We are glad to welcome back to service former employes James Riccardi, Walter Stifans, Arthur Magee,

Edward Miller, Edward Ort, Joseph A. Yurko, Joseph Stonek, J. E. Sweeney, Liberato Cuoco.

We were sorry to say good-bye to Billie Piercey, who left the fold to become one of the rah-rah boys at Princeton. Billie was with us almost five years, having begun as messenger. He has our best wishes.

The termination of the Industrial League finds our bowling team in second place, nosed out by the Standard Oil Refinery Department team. The race was very interesting and the Bayonne team, nicknamed the "Texas Tommies" by the press, fought hard all the way through. They were the only team to win three consecutive games from the strong Standard Refinery team. At a dinner soon to be held members of the team will receive their individual prizes.

RAILWAY, TRAFFIC AND SALES DEPT.

J. J. Hennessy has been appointed Assistant Superintendent of the Lubricating Division for Eastern Territory; and Hugh Bonham, Assistant Superintendent, same Division, Western Territory.

We are sorry to announce the resignation of A. D. Prendergast from our Lub. Div. Southeast. Albert, as he is best known to a legion of friends, went to the Central of Georgia Railway as General Mechanic Inspector, specializing on lubrication and air brakes. Everyone regrets his departure; by his untiring efforts he made an enviable record, and our best wishes go to him.

The stork has again arrived, this time at the homes of Arthur Otten and J. P. Wadsworth, depositing a boy at the Otten home on June 16 and a girl at the Wadsworth home on June 17. Congratulations.



At the Atlantic City Convention
Front four, left to right: Signore Campanini Riani; C. E. Chambers, Supt. Motive Power and Equipment, Central of Georgia R. R.; W. E. Greenwood, our Asst. Manager; J. E. Symons, Supt. Lub. Div.

The TEXACO STAR

COMPTROLLER'S DEPARTMENT

T. J. Hester

Station Auditor T. J. Hester has received many requests for a picture that would show his famous "Texaco Grip." He has kindly complied, adding the information: "This grip was made in Deming, N. M., the leather was tanned there, and Texaco Compound Harness Oil was used in finishing it. I think it is the best advertising scheme I've done, anyway it attracts lots of attention." Mr. Hester in many ways helps to put Texaco on the map wherever he happens to be.



GREET THE LADIES OF THE HALLS



Front row (left to right): Mrs. Holman, Mrs. Bennett, Mrs. Sawyers, Mrs. LeCand, Mrs. O'Neil, Mrs. Trotter. Back row: Mrs. Welch, Mrs. Warner, Mrs. Alyea, Mrs. Hull, Mrs. O'Shaughnessy, Mrs. Kehoe.

The Ladies of the Halls in the Home Office of The Texas Company in the City of Houston, Texas, are the first persons you meet on leaving the elevators. To a stranger they may appear a little inquisitive, although they are only trying to assist the stranger in getting to the right office or room as quickly as possible.

But it is among the employees that these Ladies of the Halls have done and are doing their greatest and best work. They are creating a wonderful spirit of cheer, cooperation, and friendship in The Texas Company's big family.

They are the first to greet you in the morning

with a million dollar smile. They are ready to help you in every possible way. They are always patient and attentive to anything you have to ask or to tell, and are ready to offer any suggestion that might be of assistance to you.

At 5 o'clock in the afternoon, when the day's work is done and most of the employees are leaving the building, these same Ladies of the Halls linger to bid you a happy good night.

Three cheers to 'The Ladies of the Halls'!

SALES DEPT. **Houston District**—Our sympathy is extended to **S. TERRITORY** Agent T. B. Coker, Pearsall, Texas, in his hour of sorrow for the death of his father.

Hearken Ye to the Glad Tidings: In the Year of our Lord 1922 on the 8th day of June comes one C. D. Sharbeart, Invoice Verifying Clerk in the Houston D. O., and swears that he is now of age and has taken unto himself a wife, formerly known as Miss Evelyn Artz, P. B. X. operator; recorded in the hall of Prosperity, Book of Health and Happiness, Page of Contentment. Congratulations.

T. W. Roberts has been appointed Assistant Agent at Austin, Texas. Agent O'Reilly and Mr. Roberts should roll up a wonderful gallonage.

Agent J. A. McCrorey has been promoted to Traveling Salesman in Corpus Christi territory. E. W. Wilson has shown so much pep that he naturally fell in line for the Agency.

L. P. Daab has been appointed City Salesman in Houston vice C. A. Hortman resigned. Mr. Daab, although young, is very energetic and is working the trade with excellent results.

Claude Baker, Clerk at Houston Station, has been appointed Filling Station Supervisor. His motto "Please the Public" is being passed on to filling station employees.



Ford Agency at Uvalde, Texas

Agent Horner of Uvalde Station, who is making an admirable record for himself, handles also the local Ford Agency where he convinces prospects and buyers that a Ford will last a lifetime if it is lubricated with Texaco Products.

The TEXACO STAR

Agent Adou, Calvert, Texas, is taking every advantage of the Advertising Campaign. His display room and the advertising material he is sending out have attracted much attention. He received a most complimentary write-up in a local paper.

The Territorial Office beat the District Office in a game of baseball, 12 to 4, on June 15. This is the first game the D. O. has lost out of eight games.

Dallas District.—City Salesman B. C. McDaniel of Waco and Miss Lillian McLendon were united in marriage June 3, 1922. We wish for Mr. and Mrs. McDaniel long life and prosperity, and hope they will pay D. O. a visit.

Announcement has been received of the marriage of Agent J. W. Elliott, of Mexia, and Miss Manie Brown Mayfield, at Marshall, Texas, May 28, 1922. Congratulations and best wishes.

L. A. Oliver and B. F. Chamberlin of D. O. have returned from attending the Shrine Imperial Council at San Francisco, having made the trip on special trains of Hella Temple. They report a most enjoyable trip.

A. E. Denney, Agent Waco A. F. S. No. 2, is recovering from an operation for appendicitis. We will be glad to see "little Denney" back on the job.

Denver District.—We extend our sympathy to Fred Jolly, D. O. employe, whose father passed away on June 13.

Two new contestants for future honors in Texaco beauty contestants, Marjorie Lee Garrett and Fredricka Ellen Roberson weighed in at 8 pounds, according to their managers, Jack Garrett and Tom Roberson.



A Threefold Window Display

Arranged by Agent Jack, Lusk, Wyoming, and one of his good customers. The Display is in three sections: the left devoted to Texaco Specialties, the center to products of interest to farm trade, the right to motorists' needs. It has attracted much attention in Lusk.

B. E. Donaldson, General Salesman in the State of Nebraska, and Miss Gertrude Irene Brown were quietly married in Trinity Church on Saturday morning, June 17. It was a

rather severe blow to our "girls," but they all join the rest of us in wishing Mr. and Mrs. Donaldson a long and happy and prosperous married life.

New Orleans District.—The wedding of Miss Ruth Eldredge and Mr. John Andrew Morson was celebrated at 11 a. m. on June 12 in the St. Charles Avenue Christian Church in the presence of relatives and a few friends. The bride was given away by her father, Captain M. Eldredge, and the bridegroom had as his best man Mr. Mack Archer Dyer. After the ceremony Mr. and Mrs. Morson left for Chicago and other points to be gone about a fortnight. Upon their return they will be at home in the Bordeaux Apartments in Bordeaux Street near St. Charles Avenue.

AN APPRECIATION

To the employes of The Texas Oil Company in the New Orleans District.

New Orleans, La., June 12, 1922.

Dear Friends:

Among the many evidences of esteem and affection with which we were favored on the occasion of our marriage today, none was more highly appreciated than the beautiful silver service which came in your names, freighted with your congratulations and good wishes.

It is gratifying in the extreme to have this tangible and lovely testimonial of the thoughtful remembrance and good-will of our immediate associates and co-workers of the great Company in whose welfare and success its loyal employes have a deep and absorbing interest, and we desire to extend to each and every one of you the assurance that we heartily reciprocate the sentiments conveyed by your valued gift.

That your future lives may be filled with the blessings of prosperity, contentment, and happiness is the heartfelt wish of

Your sincere friends,

John Andrew Morson

Ruth Eldredge Morson.

Dan Cupid got in his work good and strong during the month of June. He has claimed, thus far, three victims in N. O. District, to-



Knights Templar Parade

Passing our New Orleans Lee Circle Filling Station. This greatest pageant in the history of New Orleans parades took two and a half hours to pass a given point.

The TEXACO STAR

wit: John A. Morson was married on the 12th instant to Miss Ruth Eldredge; on the 14th George D. Klarr, Price Clerk in D. O. and Miss Pearl Meyers were joined in wedlock; on June 1st R. J. Henry, of our Vicksburg, Miss. Station, was married to Miss Minnie Waller, also of Vicksburg. Best wishes to all.

One of our marine friends recently handed us a photograph showing the S. S. *West Saginaw* discharging a cargo of Texaco oil in cases at Conakry, Senegambia, West Africa. Even the Senegambians know good stuff. (The little snapshot was too black and blurred to have an engraving made from it.—Ed.)



New Filling Station at Vivian, La.

Owned by Horney & Dickson—exclusively Texaco. They handle Liquid Wax Dressing as a particular specialty.



They're married

Wanted a title for this picture of Mr. and Mrs. E. H. Cannon of Memphis, Tenn. Mr. Cannon is proprietor of the Purity Oil Co., the biggest and best buyer of Texaco products in the City of Memphis. Please send us a title which takes into comparative consideration the good qualities of the Texaco Motor Oil shown in the foreground and of the osculatory indulgences of the happy couple.

Atlanta District—Executive Assistant W. E. Bradford is visiting our District. At present he is down in Florida with Superintendent Jones.

In *Trollicar Topics* (June 10), a little publication issued by the Jacksonville Traction Company, we read the following about a good friend and strong believer in the excellence of Texaco products, and we wish to join in the sentiments expressed toward both Mr. Wilkerson and his successor Mr. Hirsch:

Dick Wilkerson, our handsome Acting Chief Engineer, who was recently married, has been transferred to Key West. We are sorry to lose Dick, but we welcome his successor, Mr. Leo L. Hirsch, from Pensacola.



Vidalia, Ga. Station

All things increase proportionately. Agent E. F. Thompson increased his gallonage about 400%. According to the enclosed photograph, he has a pretty large family as his inspiration. His heart is with both his family and The Texas Company.

SALES DEPT. N. TERRITORY

John R. Bolt, Supervisor of Lubricating Sales, resigned May 31 to go into business for himself in Michigan. His many friends in The Texas Company will miss him, but we all wish him great success.

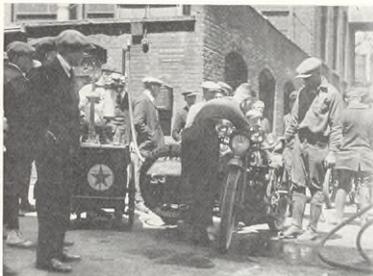
Boston District.—In the "Why Our Gasoline is So Good" contest the prizes in this District were awarded: 1st Prize to D. C. Clark, 2nd to A. F. Ward, 3rd to J. K. Skillings.

In the recent audit Hyde Park Station was the first to go over the top on verification of accounts. Agent A. P. Johnson is congratulated.

The engagement is announced of Miss Anna Cohen and Mr. Harry Jacobson. Mr. Jacobson is in the credit force of the D. O. Congratulations, Harry.

The TEXACO STAR

A whist party and dance was given by the Texaco Athletic Association at the Brighthelmstone Club House in Brighton on May 17. The first whist prize went to Mrs. "Dan" Lynch, and Ray Crowley won the "booby." To the committee of arrangements we extend a vote of thanks.



Endurance Test

The Annual Motor Cycle Endurance Test was run on May 14, leaving New York Saturday at midnight and finishing at New York Sunday midnight, covering about 480 miles. The route was from New York to New Haven to Providence to Worcester to Springfield to Pittsfield and thence along the Hudson to New York. At Springfield the riders made headquarters at the plant of the Hendee Manufacturing Company, where this snapshot was taken. Through the courtesy of the Hendee Company the privilege of furnishing all lubrication for the contestants at Springfield was extended to The Texas Company.

Philadelphia District.—This District has a system of maps all its own. It has proved indispensable from both sales and operating standpoints. Various colored pins are used to designate the activities in a refined station territory. The Supervisors of Expense, Northern Territory, and R. B. Bushby, at the suggestion of Manager C. E. Woodbridge, recently inspected this scheme of maps, and the Boston District is now considering the operation of a similar set.

Superintendent C. R. McCarthy thoroughly explained the exact operation of the maps:

There is a map about four feet by four feet for each station territory. Each map is an enlargement of a United States topographical map and indicates not only towns and villages, but important topographical features such as highways, etc. The maps are built up so that the station lies near the center of each map. Each map is covered by a thin coating of very flexible varnish which allows the use of a china pencil, permits the use of pins without cracking, and can always be kept clean.

The District Office has virtually perfected its set of maps and they are hanging in a swinging frame, available for all who want to "get a line" on the distribution of Texaco products and the operation of equipment in any refined station territory. The maps can be

lifted out of the frame and carried to various offices for consultation with agents, salesmen, and others. Each refined station will be furnished with one of these maps covering its territory and those in charge will always be able to have a bird's-eye view of the distribution of Texaco products and the operation of teams and trucks in the station territory.

Those who supervise sales and expense from the District Office can go into any station territory for a meeting or conference and explain readily where distribution is lacking, where we have equipment that is not paying, where trucks and wagons are improperly routed from an expense standpoint, etc. This system of maps has proved invaluable for building up distribution of products and the proper routing of trucks.

In the Philadelphia District the main object of the map system adopted is that the District Office may be able to see each station territory as readily as the Agent sees it locally. Often when agents or salesmen are brought to the District Office for a conference, on taking up questions of additional sales, new accounts, cost or truck operation, etc., after being confronted with the maps, they have been surprised to see that the entire business of the station lies in not only one or two directions, or that they are routing trucks through large towns where we do not have proper distribution to reach some town, overlooking the necessity of intensifying solicitation within a sufficient delivery radius to get the maximum gallonage out of a piece of delivery equipment with a minimum haul.

On the spot where John Fenwick, founder of Salem, N. J. landed is located a station of The Texas Company—the Salem Station of which J. L. Scott is Agent. The place was called Ivy Hill, and the first house of Salem was built on ground which is part of The Texas Company's property today. Before the hill was levelled some of the old bricks used by Fenwick in constructing the building could be seen. Fenwick was one of the group of Friends who owned West Jersey at the time when the present State of New Jersey was divided into East and West Jersey. Salem is several years older than Philadelphia and at one time was the port of entry for Southern New Jersey.

William B. Lowe, whose Alma Mater is Lehigh University, is the new agent at Salisbury, Md. Station. Mr. Lowe's family have long been residents in Salisbury and we understand they hold title to land granted years ago by the King of England which has never been sold.

Milton N. Walls, chauffeur at Baltimore, Md. Station was seriously injured on the afternoon of Saturday, June 10, while watching automobile races at the Gentlemen's Driving Park near Baltimore. One of the roaring racers swerved from the track, plunged over a six-foot embankment, and crashed into the crowd, injuring a score. Fractures of the nose

The TEXACO-STAR

and jawbone and many bruises and cuts were suffered by Mr. Walls.

One of the five honor students of the Frankford Grammer School graduating class was J. A. Raynor, Jr., son of J. A. Raynor of the Automobile Division. He was awarded a gold medal.

Clement Reeves Wainwright, son of "Cliff" Wainwright, Supervisor of Sales, won the American Legion medal in Overbrook, Pa., for courage, honor, service, leadership, and scholarship.

Raymond A. Elliott of the Sales Division was married on June 3 at West Chester, Pa., to Miss Ethel L. Rettew. They are making their home at West Chester.

Perry Faust "took unto himself a wife" on June 10. Mrs. Faust was Miss Elsie G. Gindale.

"The C. R. McCarthy Inter-Departmental Trophy", in glistening graceful letters of the engraver, is the inscription on a loving cup which is being contested for by the baseball teams of Sales and Accounting. First blood was drawn when the Sales team won the first game at Fairmount Park on June 15.

Pittsburgh District.—Mr. Van Santvoord of the New York Office has been spending several days with each of our salesmen throughout the District assisting them in soliciting business. On June 17 he gave a very interesting talk in the District Office to the salesmen working in and around Pittsburgh on the value of the present advertising campaign and the proper use which should be made of it.

H. A. Hurt, re-sale salesman in Pittsburgh, has been transferred to Cincinnati to handle re-sale business in that territory.

J. A. Johnson has been employed to replace



One of our most loyal

Park Gasoline Service Station, Warren, Ohio. Their sales of Texaco products for the first five months of this year were: Gasoline 37,900 gallons; Motor Oil 1,317 gallons; Greases 417 pounds.

Mr. Hurt as re-sale salesman in Pittsburgh. We are glad to have Mr. Johnson in the Texaco family and we take this opportunity to extend congratulations on the arrival of a new member of his family.

W. W. Hoopes of the Export Department has been transferred to the Pittsburgh District and made Agent of our new Cincinnati Station, to be opened July 1. We welcome Mr. Hoopes into the Pittsburgh organization.

We extend our sympathy to M. F. Joyce at our Youngstown Station for the recent death of his wife.

Chicago District.—E. T. Farley has been transferred from the Asphalt Sales Department to this District as Ass't Creditman.

The congratulations and best wishes of the accounting office are extended to John Thomas, Price Clerk, and Jos. J. DiVittorio, General Order Clerk, who joined the Benedicts in the month of June. As pals they were inseparable; troubles they had none. As a sign of sympathy both young men were presented with gifts of table silver.

Norfolk District.—R. B. Allen, of Marine Sales, and cohorts, have had to buy extra size hats. We must admit the cause makes the swelling excusable; the gas oil contract of the City Gas Company of Norfolk having been closed. The contract calls for several million gallons of this product during the coming year.

Miles Clark, of Elizabeth City, is wearing a broad smile due to completion of the large storage which has been in course of construction for several months. Miles is now "father" of one of the largest oil stations in Eastern North Carolina, having not only a fleet of motor trucks operating inland, but a fleet of tank and package boats covering the Sounds along the North Carolina coast. It is a pleasure to watch the growth of Elizabeth City Station, for which the agent and the entire organization at that point deserve much credit.



Tank Storage for Elizabeth City, N. C. Station
1,000,000 gallons

The TEXACO STAR



Elizabeth City Iron Works—100% Texaco

A number from the D. O. managed to get in a trip to Richmond during the Virginia Pageant held in that city during the week of May 22-28, among whom were Misses Walter, Dudley, Bunting, and McMillian who reported a wonderful time and difficulty in getting their minds back on their work after the trip. Isn't life a grand institution?

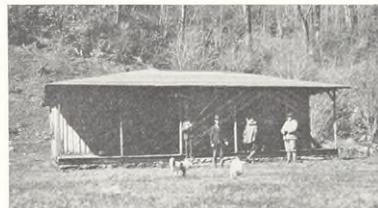
J. T. Thomas, Solicitor Bulk Delivery Service, Norfolk Station, announces the arrival



Concrete Oil Tanker

The Newport Shipbuilding Company, Wilmington, N. C., built under the able management of Kirby Smith, four 6,000-ton concrete Diesel motor driven tankers and six 4,000-ton river boats. World records were made in the construction of some of these ships, mostly built during peace times. The picture, received from Agent E. Y. Wooten of Wilmington, N. C. Station, shows the launching of Tanker No. 2 on Jan. 20, 1922. Being concrete construction these boats had to be launched sideways.

The Texas Company furnished all form oils for concrete work and practically all the lubricating and burning oils used in the plant and on the boats from the time operations began until the last ship left port in May of this year. Never was there a complaint or change of any oil used.



Waynesville Rod and Gun Club

Out from Waynesville, N. C. Maintained by officials of the Champion Fibre Co., Canton, N. C., and their friends. Jno. S. Watters, our Salesman at Asheville, is a member.

in his home of a little daughter, born June 2.

Walter T. Bruce, of the D. O., is wearing one of those grins that made the Cheshire Cat of *Alice in Wonderland* famous,—son, born June 15. Congratulations, W. T., and may he live to be President of The Texas Company.

Floyd D. Swartz, Accounting office, couldn't resist the call of springtime. He fell a victim to Cupid's accuracy on May 28, when he and Miss Annie Lewis Thompson, of Portsmouth, were joined in wedlock. So Benedict Swartz is wearing a smile nowadays second only to Father Bruce's.

ASPHALT SALES DEPT.

J. O. Beebe, Representative in Nebraska, has sold enough Texaco Asphalt to the city of Ravenna to pave 107 of that city's streets. To give an idea of what a big job this is, the finished pavements will represent an investment of \$360,000.

Talking about large yardages of Texaco, look at Polk County, Fla. This county is the proud possessor of one and a half million square yards of Texaco asphalt highways. The roads of the county are known as "The Velvet Highways of Polk County,"—smooth, resilient, easy-riding, that's why.

We regret to announce the resignation of C. G. Baldwin, stenographer in our Memphis office. Mr. Baldwin has been with this Department six years, and prior to entering the Navy during the war was in our office at New Orleans. We wish him success in whatever line he casts his lot.

Our diminutive friend Cupid has been accomplishing results entirely out of proportion to his size during recent weeks in this Department. Miss A. E. Dickman of the Chicago office has consented to change her name and take over a few household duties; Chief Accountant H. E. Morgan expects to don double harness some time in July; and, following the good example of his chief, L. W. Moody, assistant to Mr. Morgan, plans shortly to form a life partnership. All have our best wishes.

EXPORT DEPT.

Max Everaert of Antwerp, Manager of the Continental Petroleum Company, subsidiary of The Texas Company, is now in the United States on a business trip.

W. G. Moore has returned to New York after an extended trip to Europe.

C. Roesholm, District Manager at Mukden, Manchuria, was married in Japan in June.

The TEXACO STAR



For transportation between villages



Typical native hotel



Ancient Spanish Gateway, Santa Rosa

The photographs from the Philippines shown on this page were kindly contributed by C. S. Dennison.



Mr. and Mrs. F. M. Hunt

Whose marriage was recently announced. Mr. Hunt is attached to our Rome Office in Italy.

On Feb. 12, 1922, F. van Otterdijk, cashier at Rotterdam, Holland, passed away. Mr Van Otterdijk entered the employ of the Continental Petroleum Company Nov. 1, 1912, as cashier at Rotterdam, the position which he filled creditably until his death. He was a widower, and influenza was the cause of his death. He was a faithful and loyal employe and is missed by all who were associated with him in the Texaco family at Rotterdam.



F. van Otterdijk



Texaco Agent, Luzon, Philippines



Typical Texaco dealer shop in the Philippines

The TEXACO STAR.



Manila, P. I.

The new Jones Bridge, one of the busiest thoroughfares of Manila. Note the conspicuous Texaco sign, one of the largest in the city.

U. S. NEAR EAST CORPORATION DISTRIBUTORS FOR SYRIA AND PALESTINE OF THE TEXAS COMPANY

Jaffa, April 5, 1922.

Editor *Texaco Star*: Three months ago the writer, together with the Superintendent of the Palestine Silicate Brick Factory went through the factory in order to discover their "lubricating needs." Amongst other oils they were using for their gears greases of local and German manufacture. Their consumption was 6 kilograms per day of these greases. They would therefore require 12 barrels during the year and we ordered for them accordingly.

Yesterday we sent them a sample of the Crater Compound No. 1 which arrived a few days ago for them to experiment with it. When the writer arrived to find out the result of the tryout, to his surprise he was told that they would have to curtail the order from 12 barrels to only 2, and for no other than the following reason.

In experimenting with Crater Compound No. 1 they found that 1 kilogram of C. C. No. 1 gave the same amount of service as 6 kilograms of the greases they were then using. They therefore needed only one sixth of their original order of 12 barrels, which is unfortunately only two.

Very truly yours,
Frank Cohen.

From a report from A. S. Collocott of The Texas Company (So. Africa) Ltd.:

I mention difficulties in paying this call. The plant is on the Free State side of the Orange River in line with Mr. Silcock's Farm on the Venterstadt side. While visiting Mr. Silcock's plant I mentioned to the Engineer, Mr. Pellam, that I was keen on visiting the plant on the opposite bank. Mr. Pellam said that he

had been in these parts only a fortnight and was not wise about the surroundings, but he was fairly certain that the river could be crossed lower down where a reef of rocks ran across. He said he would accompany me and we followed the river about half a mile down, when we started to cross by jumping from one rock to another. It was soon necessary to take off shoes and roll up trousers. After going quarter of the way we found that further discarding of our clothes was necessary, which we did and continued with our clothes on our heads. The deepest part was about 5 feet 3 inches. With the exception of the coldness of the water there was nothing much to make one feel sorry. After dressing I had a two mile walk to the Homestead, spent three quarters of an hour with Mr. Van Blerk, booked his order. He then drove me to a spot further down the river where the crossing was not so difficult.

PRODUCING DEPT.

The death of William H. Canty of the Land and Lease department at Wichita Falls,

Texas, has brought sadness to all of his associates. On June 18, after a brief illness of but three days, the Grim Reaper saw fit to take him from our midst. His death was due to acute Bright's disease. Several weeks ago he had been operated upon for appendicitis and had returned from a visit to his home in Pascagoula, Mississippi, feeling in the best of condition. He had been in the office for a while, when he was taken suddenly ill and passed away in a short time. Mr. Canty was possessed of those fine qualities that bespeak a wonderful personality, the power of making friends. His sincerity endeared him to all.

The TEXACO STAR



William H. Canty

William H. Canty was born in Pascagoula, Mississippi, July 11, 1889, received his early schooling there, and in 1910 engaged in his first work in the Land Department of the Coast Realty & Colony Co. In 1915 he was appointed Commissioner by the State of Mississippi to represent that State at the San Francisco Fair. In April 1916 he entered the employ of The Texas Company at Wichita Falls, remaining with them until September 1917, when he entered the employ of the Southwestern Petroleum Co. In February 1918 he was employed in war work with the Dierks Blodgett Shipbuilding Company at Pascagoula. He returned to Wichita Falls that year and was married to Miss Lillian Weave of Wichita Falls. In April 1919 he entered the employ of the Atlantic Oil Company, Dallas, Texas. In October of that year he re-entered the employ of The Texas Company here and was in active Land and Lease work until his death.

A courteous, quiet, unassuming man and a valuable asset has been taken from us. His final resting place is in Greenwood Cemetery, Pascagoula, Miss., in the shadow of his child-

hood home, protected by the mourning pines and stately oaks, near those who knew him best and loved him most.

He was a devoted father, husband, brother, friend, and Christian man. His married life was blessed by two charming children. His wife and children have gone to Pascagoula to make a home there. He was a devoted member of the Catholic Church, a member of the Protective Order of Elks, Knights of Columbus, and the S. A. E. College Fraternity.

The memory of this splendid fellow will be everlasting for those who knew him and were closely associated with him in business and in his home.

PIPE LINES

Miss Anna Conrey, of the Pipe Line Office at Tulsa, was married on June 1st to Mr. William McGuff, a former employe. Some of the old-timers will remember Mr. McGuff in the Pipe Line Office at Houston during the early days.

A card has been received announcing the wedding of Mr. John William Morrow and Miss Etta Spessard on June 17 at Taft, Texas. Mr. Morrow will be remembered as Chief Clerk to Superintendent Colligan at Dallas, having gone there from the Houston General Office. For several years he has been connected with another firm. We extend best wishes.

Mr. J. C. Powell and Miss Myrtle Harper were quietly married at the First Christian Church, Houston, Texas, on June 28. After a visit to Galveston, the happy couple are now at home in Houston, Mr. Powell having been recently transferred from the Ranger Office to the Houston Office.



Surveying party, Cushing Field, February 1915

The figure in cap with ear flaps standing next to the instrument is W. C. Mundt.

The TEXACO STAR

THE TEXAS CO. OF MEXICO, S. A.

In furtherance of the plan to enter the Mexican market with its manufactured products, inaugurated some months ago, The Texas Company of Mexico has perfected the organization of a Sales Department and will push the sale of its products in competition with other companies which have been established in this market for some time. There is already a large and increasing demand for Texaco roofing and some of the Texaco lubricants; and the management here feels that with proper advertising and personal effort a profitable business in many other Texaco products will be created, as economic conditions in Mexico improve and the many industries which have laid dormant during the years of revolution again become active. An agency has been established in Mexico City and one in Vera Cruz and other agencies will be located in the more important cities of the Republic as the business may demand.



In Mexico City

At automobile show during the week beginning April 15, 1922.

Wilson Fisher has been appointed Manager of the Sales Department, with headquarters in Tampico, his appointment taking effect June 1. Mr. Fisher is not a stranger either to The Texas Company or to Mexico. For several years he was in the service of the Pierce Oil Corporation, which was the first company to offer manufactured oil products to the trade in the Mexican Republic. He entered the service of The Texas Company as assistant to E. R. Phillips, Representative of the Export Department in Havana, Cuba. Upon the transfer of Mr. Phillips to New York, Mr.



Wilson Fisher

Manager of the Sales Department of The Texas Company of Mexico, S. A.

Fisher succeeded him as Representative in Cuba. Upon the organization of The Texas Company (South America) Limited, he was appointed manager; and when The Texas Company (West Indies) Limited was organized he was made General Manager of that subsidiary. Mr. Fisher enters upon his new position as Manager of the Sales Department of The Texas Company of Mexico with a knowledge of the policies and needs of the Company gained through years of experience, and with the added accomplishment of a thorough practical knowledge of the Spanish language as *hablado* in Mexico and a familiarity with the habits and customs of the people learned from several years residence and business experience in Mexico.

Notwithstanding the discouraging prospects in the Mexican fields since the first of the year on account of the intrusion of salt water, the movement of crude oil from Mexico has kept a pretty even pace during the first five months of the year, as shown by the following figures:

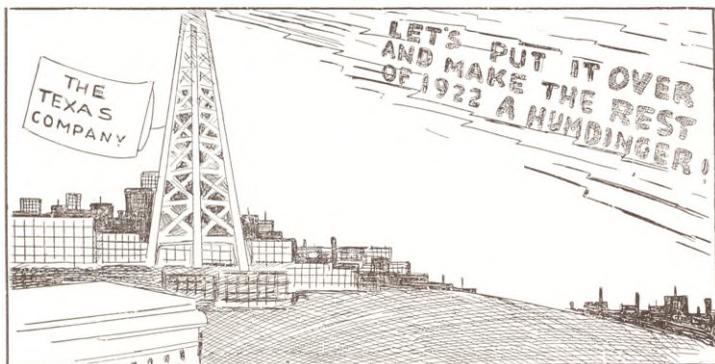
TOTAL EXPORTS OF CRUDE OIL

January.....	17,042,346	bbls.
February.....	16,548,290	bbls.
March.....	16,029,717	bbls.
April.....	17,881,702	bbls.
May.....	18,032,056	bbls.

EXPORTS BY THE TEXAS COMPANY

January.....	877,622	bbls.
February.....	116,790	bbls.
March.....	731,149	bbls.
April.....	566,165	bbls.
May.....	931,945	bbls.

A prize has been offered for a slogan that will stimulate travel. In the meantime the Eighteenth Amendment seems to be doing pretty well.—*Life*.



A RADIO MESSAGE TO ALL



NIGHT CAST

The Dora Furnace of Virginia Iron Coal & Coke Company at Pulaski, Va.
See article on "The Iron Industry of Virginia."

