

Shellegram

Deer Park Manufacturing Complex

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BILLIE FIFE NAMED MOST OUTSTANDING REGION 5 DIRECTOR

Pasadena Civil Defense director Billie Fife has been honored for being the most outstanding director of Region 5 by the director of the Defense Civil Preparedness Agency in the Pentagon, Gov. John E. Davis. She was named best director of five states at the recent annual conference in New Orleans for her unselfish devotion and outstanding efforts in making the greatest contribution to the cause of civil defense in her region.

"Civil defense," according to Billie, "is a civilian effort to be prepared in times of emergencies." Civil Defense strives for prevention of, response to, and relief and recovery from man-made or natural disasters.

Billie, wife of Robert L. Fife, operator No. 1 in EA department, is a 10-year veteran with the City of Pasadena working as its Civil Defense director and with community affairs.

It's a job she enjoys for its challenges and rewards.



Pasadena Civil Defense director Billie Fife stands with John E. Davis after he presented her with the most outstanding director of Region 5 award.

ROSS PHILLIPS WILL ALWAYS REMEMBER CHRISTMAS EVE 1976

Christmas Eve 1976 will remain imbedded in Ross Phillips' memory for a long, long time.

Ross, an inspection supervisor, Instruments, was helping his daughter move into her new home in Pasadena last Friday, when he decided to go outside and chat with the yardman, who was busy putting in grass. As Ross approached him, he frantically began pointing down the street where a man was screaming, "Call an ambulance! Call an ambulance!"

Ross ran to the scene, while someone else called an ambulance. There he found a small, six-year-old Eric Robinson lying on the ground unable to breathe, although his heart was still beating.

Thanks to Shell's CPR (cardio pulmonary resuscitation) program, Ross was able to perform mouth-to-mouth resuscitation until the ambulance arrived. The child was then taken to Hermann Hospital where he remained in intensive care until Monday evening.

Apparently he had been playing under a raised boat on a break-over trailer which fell trapping him scissor fashion between the metal parts of the trailer with the weight of the boat on top. His father found him and released him, but being unable to render first aid, he called for help. This is where Ross entered the scene. He arrived; he knew what to

do; and he did it.

"I saw that his heart was beating, so I didn't have to stimulate it. All I needed to do was the mouth-to-mouth resuscitation," said Ross simply.

"It wasn't a very pleasant sight finding that boy with his eyes wide open and dilated. I worked on him for about 15 minutes before he vomited. Everyone thought the red stuff was from internal bleeding, but I didn't let that stop me," said Ross as he related the events while waiting to check with Hermann Hospital for Eric's current status.

Thanks to Ross Phillips, little Eric lived to see another Christmas Day.

PROFITS AND JOBS

The relationship between profits and jobs makes them inseparable. Profits make jobs; jobs make profits. When profits grow, businesses expand, jobs grow. It's just that simple.

What does this mean for Shell employees? Employees help make profits for the company, and profit is the basis for current and future job opportunities. The profits also help provide the money needed for investment in new facilities and energy resources to keep the company growing.

As of late, the vital relationship between money taken in and profits seems to be widely misunderstood. What is "profit?"

For starters, there are many correct definitions. Here are only three of them:

The most common definition says simply that profit is what is left over after the products have been sold and the bills paid. That is a fair definition,

but vastly oversimplified and difficult to apply to a corporation such as Shell.

Another definition of profit is money paid to Shareholders who are the owners of a business. Here again, that is only part of it.

A third definition of profit the one most commonly seen in newspapers. This is the one accountants call "net income."

All of these definitions are valid as far as they go. But to understand them better, it will be necessary to look at how much money Shell takes in and how the company spends it.

During the third quarter of 1976, for example, Shell took in \$2.6 billion. It came from the sale of refined products, crude oil, natural gas, chemicals and other sources. This is called "total revenue."

Where does this money go?

First come the excise taxes Shell collected - mostly at

the gasoline pump - from people who bought Shell products. These are passed on to the state and federal governments which levied them. These taxes amounted to \$214 million.

That leaves \$2.4 billion, which is Shell's revenue. Here's where it goes:

The largest amount, 1.2 billion, goes to purchase raw materials such as crude oil and products mainly for processing at our refineries and chemical plants.

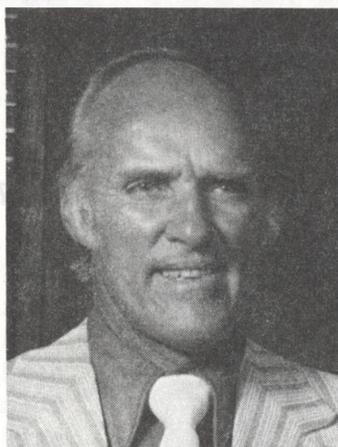
Next we pay \$393 million in costs and operating expenses; \$21 million in research expenses; and \$139 million in selling, general and administrative expenses.

We also have to pay taxes on our income, on the various properties we own or lease, and on the oil and gas we produced. These taxes total \$232 million.

Depreciation, depletion, amortization and debt retirements, including dry

(Continued on page 3)

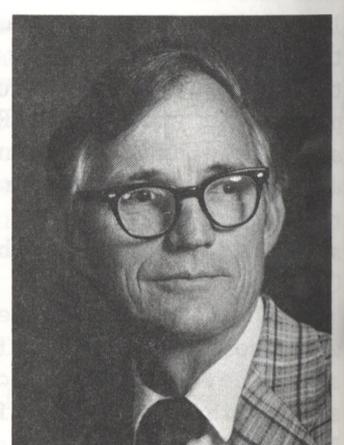
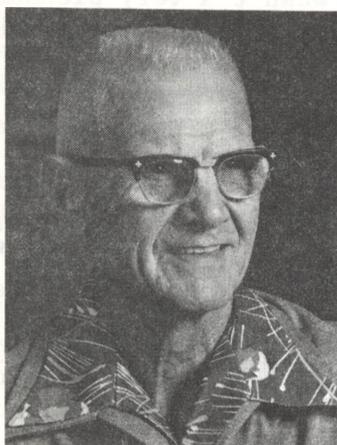
SERVICE ANNIVERSARIES



40 Years
C. L. Braddy
Eng. Field

35 Years
W. H. Telschow
Purchasing

35 Years
G. O. Williams
Lube B



30 Years
J. L. Bishop
Quality Control Lab

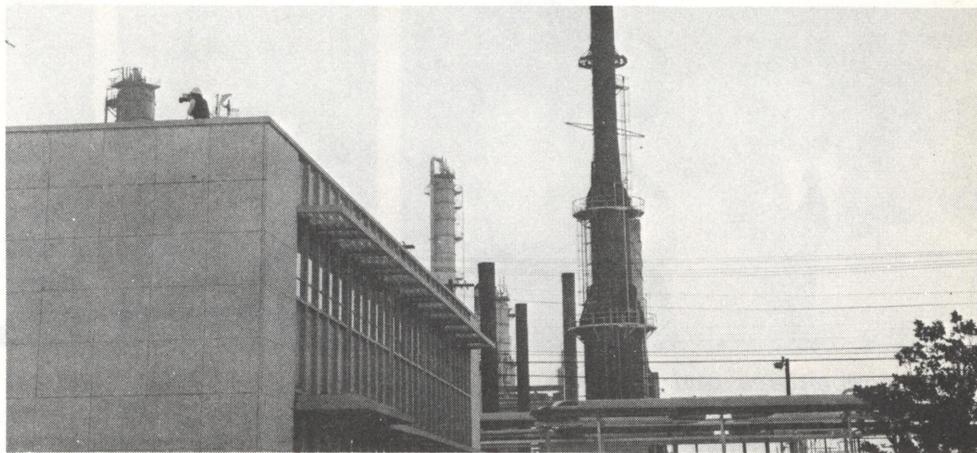
30 Years
E. C. Hartman
Purchasing

25 Years
B. S. Baldwin
Major Projects

25 Years
W. C. Dorflinger
Employee Relations

OLM CREW VIDEO TAPES COMPLEX

A Head Office camera man stands atop the refinery administration building filming panoramic view of the complex. Segments taken at the DPMC will be combined with those taken at other industries for a video tape on energy conservation. The video tape is expected to be available for viewing early next year.



Profits and jobs...

...les, take \$156 million, ...ile interest and discount ...ortization on indebtedness ...count for \$20 million. ...What's left is net income. ...the third quarter of 1976, ...amounted to \$198 million, ...increase of 24 percent ...er the third quarter of a ...ar ago. This is the fig- ...e called "profits" in the ...ily newspapers. ...These "profits" help pay ...vidends to shareholders ...d finance capital spending, ...area that is grabbing up ...rger and larger chunks of ...ney. ...As an example, for the ...rst nine months of 1976, ...ell earmarked \$1.0 billion ...r capital spending, much of ...ich involves searching for ...d producing new domestic ...l and natural gas ...sources.

For the entire year of 1976, these expenditures are expected to reach a new high of \$1.5 billion, about 10 percent more than last year's record level of \$1.1 billion. If so, profit alone will not provide adequate financing, and the difference will again have to be made up partially by money from outside sources.

including borrowings. So far as employees are concerned, perhaps the most significant thing about profit is that it is as important as pay. Profit is needed to keep the business growing and competitive, making it able to maintain good jobs and pay good wages. When the profit margin gets too thin, the money for reinvestment is no longer available. Competitive ability declines and so does job security. Consequently, the challenge is clear: keep costs in line while improving revenues. That thin slice of profit has a big job to do for everyone.

OPERATORS COMPLETING PHASE IV TRAINING PROGRAM HONORED

Phase IV graduates were recently feted at a dinner in their honor at the Landmark Restaurant. Operators completing the Phase IV training program are: D. E. Moody, J. L. Weatherford, J. L. Hernandez and D. Wright of Pyrolysis; J. D. Hearn and T. Herrera of Specialties; E. F. Smaistrila, C. H. Jefferson, W. R. Hicks, J. L. Brelsford, H. S. Brauchle, N. W. Grau and T. C. Prince of BA/EA; B. W. Holland, T. C. Hornsby and B. P. Sanchez of CA; G. R. Campbell and D. O. Pollard of VCM.

Others completing the program included: C. R. Hervey, Alkylation; E. M. Hinojosa, Gas Recovery; L. A. Hilton, "A" Depart-

HAPPY HOLIDAY RECIPE

Take some vintage oldsters and marinate with unseasoned youngsters.

Sprinkle with give and take.

Add equal parts of hugs and kisses, some sparkling conversation,

2 or 3 spicy stories,

a few well-browned compliments, and

a pinch of fun.

Cover with the milk of human kindness and understanding.

Sweeten with feminine charm.

Serve warm and often.



Craig Hervey (r) holds his Phase IV completion certificate close as he shakes hands with superintendent Operations-East R. G. "Dick" Stelman.

ment; S. Curlee, EP/SR; R. H. Jolly, Jr., Distilling; and P. A. Murphy, Thermal Cracking.



Would you please help me off my horse?"

CARPENTERS, WELDERS AND PIPEFITTERS HOLD SAFETY PARTIES



The carpenters and welders got together to celebrate their achieving a year without a lost-time accident. (l-r) Polly and J. E. "Rip" Collins, George and Linda Frazier, Tom and Beverly Stricker, Cecil Robertson and guest Donna Barfield, Bob and Judy Myers.



It was a first for 83 pipefitters and the celebration was a happy and befitting one as they and their guests gathered for an evening of prime rib and fellowship. Those present included: Joe Lummus, C. J. "Ski" Gibowski, James Fulton, Marvin Ford, Gene Janquart, Joan and Norman Hartman, Otto B. Korge, Esther and Buster Kern, Roger and Nancy Burwell.

CLASSIFIEDS

FOR SALE

1956 Chevy 2-door sedan, new paint, runs good. \$700. 455-6178

1969 VW hood and trunk lid, not perfect, but good. \$20 for both. CB Cobra 29 still in box. \$130. 921-0943 after 5 pm

1972 GMC 1/2-ton pickup, new tires, fully equipped. \$2,195. 991-5803

Matching vinyl couch and chair, good condition. \$50. 641-1870

1976 Ford Ranger XLT Flare-side, fully loaded, AM-FM stereo, 9,000 miles, like new. \$5,400. 479-1338

Manual mimeograph machine, works good, needs ink pad. \$50. 921-0943 after 5 pm

Heavy duty 12 hp tractor engine, inc. starter, generator, voltage regulator. \$75. 471-2961

Hand made quilt, fan pattern, king size. \$135. 479-2459

1971 Moto Guzzi 750, excellent condition, bags, box, windshield. \$950 or trade for 6 cylinder, standard pickup of equal value. 471-0868

FOUND

Gold metal men's glasses with one earpiece missing. Claim at *Shellegram* office.

PERSONALS

We wish to thank all of our friends and co-workers for their assistance and thoughtfulness.
- Vijay Roopnarine and family

We would like to take this opportunity to say "thank you" for your consideration of the recent circulated bulletin affecting Vijay Roopnarine. Your participation was another demonstration of concern for your co-workers. Thank you again.
- Aromatics-East Personnel

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Dotti West, Editor