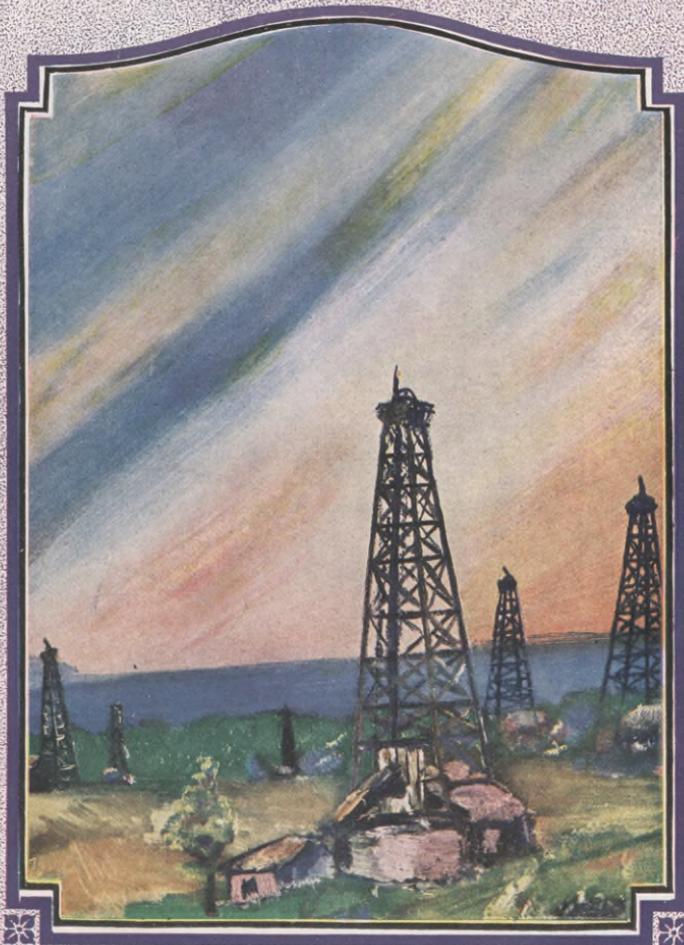




TEXACO STAR

FOR EMPLOYEES OF THE TEXAS COMPANY





Wonderful Stepping Stones

Will we get to our big Opportunity and be able to cash in on it when we catch up to it?

Yes, if we have enough cash—the best introduction to Opportunity.

Nothing is a bargain if we can't buy it.

W. S. S. and Thrift Stamps hold money ready for Opportunity and make that money grow while it is approaching.

Savings Division
War Loan Organization
Treasury Department.



FASHIONS

Fashion on fashion on fashion,
 (With only the truth growing old!)
And here's the new purple of passion,
 (And love waiting out in the cold)
 Who'll buy?

They are crying new lamps for Aladdin,
 New worlds for the old and the true;
And no one remembers the story—
 The magic was not in the new.

They are crying a new rose for Eden,
 A rose of green glass. I suppose
The only thing wrong with their rose is
 The fact that it isn't a rose.
 Who'll buy?

And here is a song without metre;
 And, here again, nothing is wrong
(For nothing on earth could be neater)
 Except that—it isn't a song.

Well. Walk on your hands. It's the latest;
 And feet are Victorian now,
And even our best and our greatest
 Before that dread epithet bow.
 Who'll buy?

The furniture goes for a song, now.
 The sixties had horrible taste.
But the trouble is this—they've included
 Some better things, too, in their haste.

Here's item, a ring (very plain, sirs!),
 And item, a God (but He's dead!);
They say we shall need Him again, sirs,
 So—item, a cross for His head.
 Who'll buy?

Yes, you'll need it again, though He's dead, sirs.
 It is only the fashions that fly.
So here are the thorns for His head, sirs.
 They'll keep till you need 'em. Who'll buy?

—*Alfred Noyes.*



THE TEXAS COMPANY'S CONTRIBUTION TO THE FOURTH OF JULY PARADE AT PORT ARTHUR, TEXAS

This float was a winning feature of the parade and made an imposing spectacle. It was handsomely decorated with flags and bunting. In the center was a large globe on which were painted the different countries of the world. Sitting on top of the globe was the Goddess of Liberty. The young men on the front seat represented the Spirit of 1776, immediately beneath them being written "The boys that made independence for U. S. in 1776." At the rear were soldiers and marines, under whom was the inscription, "The boys that made U. S. independent in 1919." The whole was a unique affair and all were justly proud to see the big float marked up for first prize. This picture was taken in front of the Texaco Filling Station in Port Arthur.

TEXACO STAR

VOL. VI

AUGUST 1919

No. 10

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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

A TIME of storm, or while the sea is running high after a storm had spent its fury, would be an ill-chosen time for painting the ship. Bereft of reason would be the ship's crew that clamored to alter structural elements or to change motive power at such a time. As perverse as the ringleaders of mutiny on a ship in a storm are the proponents of political and economic revolution at the present juncture of domestic and world affairs, and as silly as the mutineers are those who have been duped and excited by such agitators. Our ship of state is riding a tempest through which we have come with a minimum of damage. The waters are strewn with less fortunate derelicts. All may be well for us, if our navigating officers will keep their head and if the whole ship's company will work energetically each at the post in which he presently belongs. Those who are unwilling to work or too excited to be useful should, at all hazards, be restrained from running amuck.

The whole civilized world is in desperate need of production. Everyone should try to work more diligently than ever before. If very many attempt to work less than ever before, they will bring all to ruin.

★ ★

It will not be sufficient to be merely industrious. While the war was on, most of us worked hard enough; but during that very time a great many fell under the spell of excited or deceitful talkers—who are still talking. These must be recognized as false leaders, and men of sober words and clear knowledge must be heeded. No special education is required to discriminate the two sorts. Only calmness and common sense are required.

★ ★

Always mistrust the counsel of any man who continually protests that he is speak-

ing "frankly." Men who really speak frankly seldom have occasion to asseverate the fact.

Mistrust every man who frequently mentions his "heart" or his "conscience" in offering his advice. It is an advertisement that he has little of either.

Sentimentality and exaggerated expressions of feeling in discussing practical affairs always indicate either hypocrisy or maudlin excitement.

Equally plain to sober observation are exaggerated terms and comparisons. For instance, when the Mexican bandit leader Villa first gained some petty successes a Senator of the United States sent him a telegram hailing him as "the Washington of Mexico" and assuring him of the "sympathy" of the people and president of the United States. The official impropriety of that act was enormous, and the abominable comparison with Washington plainly exposed either folly or depravity. Did it discredit him, or diminish his influence? Apparently not, for he was an acknowledged and effective leader in the adoption of the "prohibition" and "suffrage" amendments to the Federal Constitution. What is the psychological condition of persons who either did not understand or could not remember that act of this ambitious politician?

★ ★

Kung-sun Ch'ow asked: "What do you mean by saying that you understand *whatever words you hear*?"

Mencius replied: "When words are one-sided, I know how the *mind of the speaker* is clouded over. When words are extravagant, I know how the *mind* is fallen and sunk. When words are all-depraved, I know how the *mind* has departed from principle. When words are evasive, I know how the *mind* is at its wits' end. *These evils* growing in the mind do injury to government, and, displayed in the government, are hurtful to the conduct of affairs."

—Chinese Classics.

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You ask me what I think is the business man's duty to his country at this hour. In my opinion, his duty can be summed up in two words: Go Ahead.—*Thos. A. Edison.*

★ ★

Our danger is that we shall substitute the consciences of others for our own. All virtue lies in individual action, in inward energy, in self-determination. There is no moral worth in being swept away by a crowd, even toward the best objects.

—*Channing.*

★ ★

Self-reliance has ever been the best substitute for friends, influence, capital, a pedigree, or assistance. It has mastered more obstacles, overcome more difficulties, carried through more enterprises, perfected more inventions, than any other human quality.—*Fidelity Journal.*

★ ★

One could almost imagine in this day that the nation believed in a free coinage of talk, with the ratio of ten parts of talk to one part of clear thinking. The only way out of the confusion existent today is clear thinking.—*Bishop Wm. F. McDowell.*

★ ★

Jazz.—The underlying theory of Jazz is to think the worst of the popular taste and then conform everything to that conception. It isn't confined to music.

We have Jazz Poetry, or free verse, and Jazz Dancing, which is the free verse of motion. A thousand pulpits resound with Jazz Theology. We pour out our millions to give our youth a Jazz Education, while reform wrecks itself far and wide in the production of Jazz Politics.—*R. B. in "Life"*

★ ★

On returning from a year's tour of Australia and New Zealand, Professor T. C. Trueblood of the University of Michigan speaking of the blight of paternalism in government, says:

I have traveled in nearly every civilized country except Russia, and nowhere do I find conditions so favorable to labor as those right here in the United States. . . .

I am not frightened by certain socialistic doctrines, but I am frightened by the universal state paternalism to be found in Australia. . . . In such a state there is little left for the individual to do except raise a family.

Labor is not welcome in Australia, where it is most needed. Capital is so greatly hedged about, and there is so little left to individual initiative, that investors are forced to find other fields for their activities.

The highest creative productions in science have to be left to individual highly gifted heads, and all that an organization can do here consists in placing the mechanical aids for such work at the disposal of those who are capable of carrying it out.

—*W. Ostwald.*

★ ★

"When men get into a flock their ears are liable to grow long," said Voltaire, regretting the excesses of the French revolution he helped to create. . . . Now we have a proposition that the government turn over the railroads of the country to the workers who now operate them—that if there are any profits earned the workers shall get them over and beyond their wages, and that if there are any deficits the people of the country shall pay them. No other workers shall share in this; only those directly employed. But all the other employees of the country shall pay the losses, if any occur. There is a smell of the long ears about this proposition that is sure to disturb the digestion of the American people, already up to their eyebrows under a flood of taxation and nauseated with selfish one class legislation.

In a dozen directions, there is apparent a disposition for similar "long ear" buttering of somebody's toast at the expense of other people, who are to have no part of the toast after it's buttered.

Machiavellism is the antithesis of Bolshevism. The pendulum has swung away from Machiavellism; our job is now to see that it does not swing to Bolshevism. Bolshevism is a class rule, as Machiavellism was class rule, with the added danger that it is moved by hate and passion and holds out to the industrious and the intelligent no reward for superior efficiency—it drags the worthy and most useful down to the level of the lowest, laziest, least useful, and most worthless of the human species—makes the skillful the servant of the unskillful, by obliging them to share the fruits of their labor with the unskillful who produce little or nothing.—*Jerry McQuade.*

★ ★

A railroad manager whose salary was reduced under Government regulations recently was compelled to advertise his expensive motor car for sale. The purchaser turned out to be a conductor on his road.—*Leslie's Weekly.*

★ ★

Degrees of Redness.—"He is what they call 'a parlor Socialist,' isn't he?"

"Yes."

"Not a regular 'red'?"

"No. He's what I should call a pale pink, and liable to fade at that."—*Washington Star.*

We've just about quit using a garbage can, but we can't recall the time when a waste basket was as necessary as it is today.—*Abe Martin.*

★ ★

The American Petroleum Institute has taken initial steps to make an exhaustive study of motor fuel problems in conjunction with the Society of Automotive Engineers and the National Automobile Chamber of Commerce.

—*The Oil Trade Journal.*

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INDEPENDENCE DAY

On the Fourth of July the anniversary of our declaration of national independence was handsomely celebrated by various parts of The Texas Company's organization. Some photographs and reports received too late for the July issue are shown this month: the Company's contribution to the parade at Port Arthur is shown as frontispiece and other pictures and reports are given in "Departmental News" from Refining and Producing Departments and the Oklahoma Sales District.

The celebration of the 143rd birthday anniversary of our Nation should have been especially beneficial at this time of disturbed popular equilibrium. *Independence, unity, and stability* are the things we most need to guard today; and sound political and economic principles alone can guide us past the dangers into which some foolish leaders and many excited agitators would plunge the nation.

Different conditions require more or less change in practical measures, but the principles of political and social security do not change. It was well to be reminded of statements made by the intelligent patriots who first established our liberty and independence. Such thoughts and sentiments are as necessary to preserve justice and freedom as to institute them.

George Washington, the "Father of His Country," speaks now to us, when he says:

Citizens by birth or choice of a common country, that country has a right to concentrate your affections. The name of American, which belongs to you, in your national capacity, must always exalt the just pride of patriotism.

Or Alexander Hamilton, in advocating the *Constitution*:

A nation without a national government is in my view an awful spectacle. The establishment of a Constitution in time of profound peace, by the voluntary action of all the people is a prodigy . . . it is impossible for the man of pious reflection not to perceive in it a finger of that Almighty hand which has been so frequently and signally extended to our relief.

Or Benjamin Franklin in his wise reminder:

The taxes are, indeed, very heavy; and if those laid on by the Government were the only ones we had to pay, we might the more easily discharge them; but we have many others, and much more grievous to some of us. We are taxed twice as much by our idleness, three times as much by our pride, and four times as much by our folly; and from these

(Continued on page six)

EPITAPHS

By Rudyard Kipling

THE WONDER

Body and Spirit I surrendered whole
To harsh Instructors—and received a soul.
If mortal man could change me through and through
From all I was—what may The God not do.

THE COWARD

I could not look on Death, which being known,
Men led me to him, blindfold and alone.

BATTERIES OUT OF AMMUNITION

If any mourn us in the workshop, say
We died because the shift kept holiday.

COMMON FORM

If any question why we died,
Tell them, because our fathers lied.

A DEAD STATESMAN

I could not dig: I dared not rob:
Therefore I lied to please the mob.
Now all my lies are proved untrue,
And I must face the men I slew.
What tale shall save me here among
Mine angry and defrauded young?

LIFE WISDOM

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

—Benjamin Disraeli.

Under all sorrow there is the force of virtue; over all ruin, the restoring charity of God.—*Ruskin*.

When Heaven sends down calamities, it is still possible to escape from them; when we occasion the calamities ourselves, it is not possible any longer to live.—*Mencius*.

Think of your forefathers! Think of your posterity!—*John Quincy Adams*.

Learning without thought is labor lost; thought without learning is perilous.

—*Confucius*.

I will not be afflicted at men's not knowing me; I will be afflicted that I do not know men.—*Confucius*.

To see what is right and not to do it is want of courage.—*Confucius*.

There's a great deal of good that can be done in the world if we are not too careful as to who gets the credit.

—*Talcott Williams*.

Thought means life, since those who do not think do not live in any high or real sense. Thinking makes the man.—*Alcott*.

Before employing a fine word, find a place for it.—*Joubert*.

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taxes the Commissioners cannot ease or deliver us by allowing an abatement.

Or Thomas Jefferson cautioning:

The minority possess their equal rights which equal law must protect and to violate which would be oppression.

Or Daniel Webster summoning to a world-wide obligation:

If in our case the representative system ultimately fail, popular governments must be pronounced impossible. . . . The last hopes of mankind, therefore, rest with us, and if it should be proclaimed that our example had become an argument against the experiment, the knell of popular liberty would be sounded throughout the earth.

Or Abraham Lincoln's words of wisdom:

Now, there is no such relation between capital and labor as is assumed, nor is there any such thing as a free man being fixed for life in the condition of a hired laborer. . . . The prudent, penniless beginner in the world labors for wages awhile, saves a surplus with which to buy tools or land for himself, then labors on his own account another while, and at length hires another new beginner to help him. This is the just and generous and prosperous system which opens the way to all, gives hope to all, and consequent energy and progress and improvement of condition to all.

Or Richard Olney speaking not long ago:

Washington clearly discriminates between alliances that would entangle and those that would not, and between alliances that were permanent and those that were temporary. Justly construed, Washington's utterances are as wise today as when they were made, and are no more applicable to the United States than any other nation. It should be the policy of every state to avoid alliances that entangle, while temporary and limited are better than general and permanent alliances because friends and partners should be chosen in view of actually existing exigencies rather than in reliance upon doubtful forecasts of the uncertain future.

Or Theodore Roosevelt, only yesterday:

Speaking broadly, prosperity must come to all of us or to none of us. I pity no man because he has to work. If he is worth his salt, he will work. I envy the man who has a work worth doing, and does it well. There never has been devised, and there never will be devised, any law which will enable a man to succeed save by the exercise of those qualities which have always been the pre-requisites of success—the qualities of hard work, of keen intelligence, of unflinching will.

★ ★

The grim words of John Hancock as he signed the Declaration of Independence, "If we do not hang together we shall assuredly all hang separately," are even more applicable to the dangers of internal disorder than they were to the threats of an external foe. The most serious danger that could threaten us is the danger of division, through the growth of class spirit. If we allow such a thing to run its course it would overwhelm not only those who caused it,

but the "innocent bystander" as well. Never before has this country stood to gain so much by political unity and sane social conduct. Every injustice and artificial inequality should be carefully removed and equal freedom to use opportunity according to the individual's powers and diligence should be established. But inequalities founded in nature can be obliterated only by the settling down of a night in which all cows are black. A society of similars, each as complete as any, would be like a heap of sand composed of particles which do not cohere, and any political house built upon it must fall. A society of dissimilars is necessary for civilization; it is like a rock composed of particles which complement and cleave to each other and a political house built upon it may stand. The ultimate clash out of which industrial and social peace may be established will not be between the natural allies, capital and labor; it will be between the upholders of *cooperative individualism* and the exploiters and parasites of *communistic collectivism*.

★ ★

Is All This To Be Changed?—"The American citizen has a passionate devotion for liberty, personal, religious, and political. He rejects government by a class, whether small or large, and governors by divine grace, and believes in government by the people. He desires justice in all relations of human society and neither asks nor grants privileges. He is tolerant of opinions unlike his own and submits in practice to the opinion or wish of the majority. He believes that the liberty of the individual should be exercised under the restraints of established law, the embodiment of common morality and common sense. He believes that the roots of the free state are in the family and in universal education. These are the American ideals. Immigrants are assimilated as fast and as far as they accept them."—*Charles W. Eliot*.

★ ★

Republicans and Democrats differ sharply as to public policy, but both accept the principles of the Constitution and endeavor to apply and improve them each in their own way. Neither Republicans nor Democrats would change the form of government under which we live. The Socialist party, on the other hand, openly declares its purpose to wreck the present form of government, to undo all the work that has been accomplished for a hundred and fifty years, and to bring to an end the greatest experiment in republicanism and the greatest achievement in social and political organization that the world has ever seen. Let there be no mistake about the definiteness of this issue. America's existence is challenged.—*Nicholas Murray Butler*.

American Reserve Power.—No attempt of crowd-sickened collectivism can undermine the priceless individualism of the American who truly keeps his feet on the earth.—*Remington U M C*.

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Adams Street, Montreal, Canada—Texaco Sheet Asphalt Pavement built in 1915—Concrete Base, 1" Binder, 2" Top

CEMENT-CONCRETE BASE PROPORTIONS FOR BITUMINOUS PAVEMENTS

W. L. HEMPELMANN
Engineer, Asphalt Sales Department

As the economic life of any permanent type of highway improvement is so dependent upon a satisfactory base, this important matter is engaging the thought of many engineers and highway officials concerned with new improvements for future traffic conditions.

Snap judgment would suggest one of three methods to provide for the future's increased highway traffic: (1) a richer concrete base; (2) a thicker concrete base; (3) a richer and thicker concrete base. No one would advocate a base likely to fail under traffic such pavement may be called upon to carry. On the other hand, funds must not be wasted in the construction of a base which is too thick and rich.

As a result of extended personal observation and experience, most engineers recognize that rich concrete foundations crack more easily than the leaner mixtures. Foundations under bituminous pavements ten years old and older, of 1:3:6 or leaner concrete, laid without the care of present day practice, in general have been found to be practically free from serious cracks such as so frequently have been revealed in removing the bituminous wearing surfaces from 1:2:4 concrete bases three or four years old. In spite of expansion joints, and with

every construction precaution to insure a dense uniform pavement, concrete pavements of 1:2:4 or richer concrete, over five years old, show a larger number of serious cracks than are to be found in the leaner mix and less carefully prepared concrete foundations under bituminous pavements.

The importance of proper subgrade preparation and drainage need not be discussed here. Good engineering, however, would seem to dictate a policy of thicker concrete where necessary, rather than increasing the richness of the concrete throughout. Improper subgrade conditions, resulting in lack of uniformity in the support of the concrete base, will become more and more evident under the future fast-moving heavy loads. Without proper support, any base—irrespective of mix and thickness—may and probably will fail.

With greater care in the preparation of the subgrade by thorough drainage and consolidation, there seems no reason for richer concrete base proportions; and conversely, unless these factors are recognized, anything but an unnecessary and wasteful thickness of the concrete foundation will be found inadequate and unsatisfactory.

With a view of determining the consensus of present opinion upon this important

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Laying Texaco Sheet Asphalt Pavement in Atlantic City, N. J.

highway problem, letters were sent to the state highway departments and to many of the larger cities in the United States, enquiring about their practice.

The following is a tabulation of the replies received over the signatures of the proper officials of the states and cities. Some states failed to reply and others advised that this type of construction had not been used generally because of lack of funds.

States.		Cities.	
Mix	No. Depts. Using	Mix	No. Cities Using
1:3:6	11	1:3:7	1
1:3	2	1:1:0	1
1:3:5	4	1:3:6	18
1:2½:5	8	1:3:5	3
1:2¼:4	1	1:2½:5	4
1:2:4	2	1:2:4	1

From this it is evident that the 1:3:6 concrete is the generally accepted standard, and that the use of rich concrete base proportions would be an expensive experiment not justified by experience.

—Reprinted from *The Canadian Engineer*.

SURFACE TREATMENT OF MACADAM HIGHWAYS

CHARLES E. MURPHY, Asphalt Sales Department

In carrying the stupendous burdens of war-traffic for four years the highways of France certainly demonstrated the intrinsic value of strongly-built hard-surfaced roads. But it was an unfortunate circumstance that the French roads could not receive surface-treatment before the immense auto-truck trains began to cause disintegration and general breakdown of the highways.

Most of the main highway routes in France leading from principal cities are of the old-fashioned macadam type. Early in the war the French realized that their railway system was not capable of solving the enormous transportation problems of war, and, in conjunction with other Allies, the French Government concentrated its efforts in forming large squadrons of auto-trucks for the transportation of troops and supplies.

This plan meant that the highways would receive a supreme test. The main routes from Paris, Toul, Tours, and other centres of supplies were subjected to severe strains; immense loads were passing over them day and night. During the first few months of the war the trench engineers found that the roads stood up fairly well, but soon the wear and tear began to show its effect.

It was at this time, when the roads showed the first signs of disintegration, that sur-

face-treatment would have saved the day. The application of heavy bituminous road oil or binder would have meant the saving of inestimable human labor, as men had to be put to work on the highways as soon as they started breaking up. If the roads had been treated even after the first surface of the macadam had been ground to dust, the preservative would have protected the larger stones which rapidly deteriorated under the heavy traffic.

As the French roads are not excelled anywhere in the world when it comes to proper drainage, the application of a proper bituminous road oil or a binder would have formed a protective mat which would have easily withstood the heavy rains and traffic pressure that the highways had to undergo. The French engineer officers are frank in their admission that the Americans have the right idea in surface-treating their roads before they begin to disintegrate.

Savings should still be made though the war is over. Some of the rules of War Industries Board about office stationery should be permanently observed; for instance:

Write single space, except between paragraphs.

Write on both sides of long letters.

Use the smallest size envelope required by the inclosure.

Use the back of letters being answered for carbon copy of answer.

Watch your wastebaskets and use spoiled sheets, etc., for scratch paper.

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THE TIE THAT BINDS

Mr. T. F. Mercer, Assistant Superintendent of Delaware River Terminal, writes: Upon the occasion of my last birthday, I received from my mother a copy of "The Tie That Binds," which it seemed she had treasured for some years. I am not usually sentimental about such things, but, upon reading it over and then reading it again, I thought that the idea expressed was very fine and that it had an appeal which I am sure would be appreciated by many who would read it. So I am forwarding it to you, having in mind that perhaps through the medium of the "Star" it could be utilized, as I surely think it is most worthy.

Is there anything stronger than a mother's love for her son? Her faith in him lasts while life lasts, usually. Few sons will be able to resist the appeal of these exquisite pages from a mother's diary. To the mothers who read them they will bring back the throbs of joy and pride in the sons who have grown up and left the home nest.

When you're a man, my little son, with these childhood days which are so wonderful to you and so beautiful for me lying well behind you, there are some pictures in the gallery of memories I am making for you towards which I shall want you to turn back with loving remembrance. I shall need to feel that here and there you step lingeringly, with a smile upon your lips meant just for me, and your voice soft as it falls on my name. And now and again I shall wait for the sudden clasp of your hand to draw me down the path of some yesterday which suddenly has whispered, and along which you can hear the sound of no other step than mine.

It seems a long long time ahead to be telling you this, with lullabies scarcely over and cradle songs unforgetten on my lips. But today, when I looked at you closely, I was puzzled to see how deep the dreams were growing in eyes that are only six years old. It was after you had startled me with that speech which seemed to spring so readily to your lips. "When I'm a man"—you began, and then paused, bewildered, while I, standing watching, wondered what tempest of vision, what breath of far adventure, had suddenly stirred your little soul. Your eyes could not follow the vista your words had opened, but mine looked down to the end. It was the first time I had journeyed from the threshold of your babyhood, and back.

And tonight as we sit in the firelight rocking, with the logs burning red on the andirons, and the day comes cosily to its end, some of the dream shapes I saw seem to be flickering round and about us. Now and again they come close enough to touch us where you lie curled on my knee, and I watch you—ah jealously!—to see if their vague beckoning has any power yet to draw you from my arms. But you lie so still that I am tempted to think you see only the dancing shafts of firelight, and the smoke, all in misty spirals, like a little girl's hair. Your eyes (in which I have learnt most that I know of life and love) have lost the strange flame of the morning, and in their delicate dreaming seem for once to scarcely companion my thoughts.

Somehow I had not stayed to think that after my journey of the morning the shapes would meet me on the hearthplace again tonight. I sat down as I have done hundreds of times before, holding my arms for you to lie down in their curved hollows, while for a few minutes

the world went still and held but you and me. And now, all gradually, I begin to see that we are no longer quite alone; round and about us there hover misty wavering forms who seem to have some right in the room, whose faces and mysterious beckoning figures I recognize from only a few hours before. It is you, my little son, whom they have come to see, and as I clasp you close, and closer, they smile a little as if they know how, in the end you would lean from my arms to watch them, and finally yearn to follow.

Deep down in my heart I have known, of course, that I could not always keep your hand in mine; that at last you must listen and hear the world go by. But the knowledge has been a sleeping thing, it has never obtruded itself upon our marvelous dual life, that yet has been one life, never raised a finger of warning at my overjoyed sense of possession in you, my laughter at life's completion. Nor has it stayed my footsteps when, in hours of night wakefulness, I have crept to the side of your cot and watched you, saying to myself softly, in ever increasing wonder, "My little boy!"

I shall never try to stay your feet in their widening way, for I know how wonderful is the manner of life's unfolding, how marvelous the pathways leading to the Way of Dreams. It is only a little while since my feet were on them, since I owned many and many a castle in Spain. But now I have come back from them all to rock a little boy in the firelight, to find the hearthplace where I hold him a shrine at which all heart-hungers are stilled. And the time we spend here together is time uncounted—hours of joy which will never quite strike their ending, but seem to go with us all the way.

I know you will remember this in the years that are coming, your heart will find itself, ever and anon, by the fireside which was my goal and your starting place. You will recall—ah, tenderly—moments when life meant to you just your mother, as it must ever more mean to me my son. The link which the world drags wide will shrink back sometimes to its old dimensions, I shall hold my arms and find you close within them, no gate of earth or heaven between my child and me.

It is this knowledge which makes me able to smile as I remember the things that were shown me a little while ago when I stood beyond the threshold of the present, when I saw how wonderful are the paths leading forward and outward at the dawn of life and how eager on them the feet of those who first adventure from the sheltered walks of home. I watch the stir of unclosing thought in your eyes and put my hand out with yours to touch the dream shapes as they pass to and fro. They are all born of your thought of the morning, and have come to stay with us for always now. By-and-by the room will be full and then the door will open.—By SHIRLEY CARSON.

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LETTERS OF A SELF-MADE FAILURE—No. 6

By MAURICE SWITZER

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

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

Oldburg, March 8, 1913.

Dear Bob: I'm beginning to see some hope for you in the disposition you show to listen. There's nothing for the development of an open mind like a couple of hard falls.

On this orb mighty few things worth having come easy. Providence doesn't confer her favors lightly. The fellow with staying qualities who can stand up under punishment and smile is the boy that grabs the prize in the end and hangs on to it.

I don't think you should hesitate to tackle the bigger job tendered you. A year ago the unbounded confidence of youth would have prompted you to wade in without the least doubt of your ability to boss the whole works. You now know that you have limitations, which proves to me that you are developing some judgment, and that quality is one of the most important factors of success.

You made the painful discovery that a certain large institution could dispense with your services and still remain in business without loss of trade or prestige, and that knowledge has humbled your pride.

That your chief has offered you a better post is evidence that he has confidence in your ability to fill it creditably, and when a big man selects a fellow for important work he does so with a reason.

Very few men ever get to the top in business except through the exercise of unusual ability, and ability is about ninety per cent judgment and the other ten per cent is hard work.

In doubting your own ability you show a certain modesty which I like to see, but too much modesty is akin to timidity, and there's as much difference between the two as there is 'twixt self-respect and conceit, or envy and ambition. Sometimes it takes a wise man to determine where strength ends and weakness begins. Don't be timid, but at the same time beware of over-confidence.

Some years ago when the concern I was with had its strongest competitor in the Featherwaite Company, the head of that institution decided to change his general manager, and in selecting the new man he took a chap by the name of Larry Cross from the local sales force.

Old Featherwaite had won his way in the world by hard work, thrift, and judgment, and he was one of those men who have a high regard for simple energy, directed or otherwise. He picked Cross principally because he seemed to be a hard worker, and in doing so he made the common error of mistaking industry for ability.

When Cross took hold of his new job he found himself sitting in judgment over many

men infinitely his superiors in both capacity and intelligence, so for awhile he was sensible enough to work hard and say little. By this modest attitude he gained the good will of the force under him, and in the beginning it looked as though he would win out, notwithstanding his lack of executive ability.

When he discovered, however, that the business continued to grow and that the prosperity was attributed to his management, he began to wonder, if, after all, he was not the real genius of the organization.

In other words, he took himself very seriously, gradually dropped his modest demeanor and commenced to swell up. He imitated his boss in pose and expression, adopted certain of his mannerisms, and tried to do the things Featherwaite had done but without having the same reasons.

Like all imitations he was merely the echo instead of the voice; the shadow instead of the substance, and it wasn't long before the sales force began to look on him as a joke.

Lacking the strength and ability to hold his organization together the concern began to disintegrate little by little, and a few years later Featherwaite died and our company bought the business from the executors for about a quarter of its book value. Some of the good men were retained, but as Larry failed to measure up to our standard he was among those let out.

About three months ago I ran across him in a Western town. He was wearing a blue uniform trimmed with gold braid and he was holding down the job of ticket chopper for a motion picture house. After many years of ease he had lost his cunning as a salesman and I suppose his nerve had gone with it. It was the old story of improvidence, over-confidence and conceit.

Take your work seriously, my boy, but not yourself; we are all of us jokes, more or less.

But responsibility is the great character-developer, and very few of us really know what we can do until we are put to the test. The market is long on men who can take orders but short on those who can intelligently issue them. Responsibility requires a certain amount of initiative: the willingness to act when occasion demands and the courage to fail under honest effort and take the consequences.

Of course you may fail; but you can't tell whether you will succeed unless you try; and having tried to the utmost of your ability and failed is better than never to have tried at all. Better because in every loss there is the compensation of experience, while mere inaction means mental and physical stagnation.

As to flatterers, you will find, my boy, that in

TEXACO STAR

most big organizations there are two classes of men: those who work for the boss and those who work the boss. Wealth, success, and power seem to engender a love for adulation. I've known some pretty big men who swallowed flattery like a hungry bass grabs a minnow. It's one of nature's little jokes to put a soft spot in the big fellows; even Achilles had a vulnerable heel. The fellow, though, who is willing to act as valet to another man's vanity only confesses himself one kind of a lackey.

Don't waste time harboring ill-will or suspicion. Hate and love are both emotional, and sentiment has no place in business. The man with a dogged determination to save some part of every dollar he earns, is the fellow who gets to be boss some day.

Never mind if people call you a cheap skate. In the first place you can never please everybody, and, secondly, if you'll keep your eyes open you'll discover what I found out, that it's the tight-wad who ten years later usually gives the loose-roll a job.

Your affectionate brother,

Jim.

The Salesman is a necessary factor in every successful business. Especially is this true of the salesman who goes out from his headquarters to call on the public. If you consider the salesman's place in our economy, it may give you another thought.

In large measure, the prosperity of the country depends upon the men who sell goods. The salesman is the pioneer in business, the missionary of trade, the advance agent of prosperity.

When he calls on you, give him a minute or two, that he may tell his story. What he has to say may prove to be of great value. You have all to gain and nothing to lose by listening to him for a moment.

The salesman's life is not an easy one. He is seeking to make his living. Wife and children are dependent upon him. He is engaged in an honest and honorable calling. Don't give him the cold shoulder. He is the door opener for trade. He can help you. Let him show you how. If he succeeds, you profit. If he fails, you lose nothing.

Many a man who began with selling has become the master of a big business. Selling taught him the gift of merchandising successfully. Welcome him who may teach you things you ought to know. It is a free education for you. He pays for it; not you.

—Leslie's Weekly.



Display of Texaco products in the Motor Accessories Store of John and Arthur, Boston, Mass.

It looks as if City Solicitor "Joe" McHugh of the Boston Station would make a valuable addition to the advertising staff. Joe has arranged with a number of houses in his territory to run a full window display of Texaco Products for a week at a time. The Motor Accessory Store of John and Arthur was the first to display our products as here shown. (From Boston District News)

TEXACO STAR



Home of The National Bank of Santo Domingo, oldest house in Santo Domingo, built in 1504. In a recent remodeling of this building some 6,400 square feet of Texaco Roofing was used.

The Export Department furnishes an interesting historical sketch, prepared by Professor Amiama Gomez, of the first stone houses erected in Santo Domingo. The account is extracted from the *General and Natural History of the Indies and Islands and Continents of the Sea* (Vol. I, pp. 81-84), written by Captain Gonzalez Fernandez de Oviedo y Valdez, the first historian of the New World:

The first 15 stone houses in the city of "Santo Domingo de Guzman" were erected by Commander Nicolas de Ovando, "Mayor de la Orden Militar y de Caballeria de Alcanter de Calatrava," in the year 1504, after the city had been removed to the western bank of the Ozama River. The historian Oviedo says that the Commander Don Nicolas de Ovando erected fifteen stone houses on the street on which was erected later the fort called "Homenaje." This street, then called "Las Damas," is now called "Colon." The houses were erected during the year 1504 on both sides of the street, under orders of Ovando, by the Illustrious Friar Alonso del Visa of the Royal Order of "Caballeria de Calatrava." The first of the houses was occupied by Don Francisco de Garay, the second by the said Friar Alonso del Visa, the third by the "Pilot" Roldan, the fourth by Don Juan Fernandez de las Varas, all being situated on the "Quatro Calles" (being thus written in ancient Castilian).

The edifice occupied today by The National Bank of Santo Domingo was the building first used by Francisco de Garay who served under the orders of Commander Ovando 415 years ago. The remodeled edifice forms one of the corners of the "Quatro Calles", being the intersection of the street formerly called "El Conde," now known as "Separacion," and the street of "Las Damas", now known as "Colon."

Everyone has admired the stone construction work in the buildings on Colon Street which extend from the present edifice of The National Bank of Santo Domingo to the ex-convent of the Jesuits afterwards known as the Contaduria General de Hacienda of the Dominican Republic. The balance of the fifteen edifices of which the historian Oviedo speaks are those that extend (on Colon Street) from the eastern corner of Separacion Street to the building that has always been called "The House of the Two Cannon." There are still two cannon preserved in the patio of the edifice, now the "Hotel America," which has recently been rebuilt.

This historical sketch is given as an act of courtesy to The National Bank of Santo Domingo, an institution which deserves the support of all Dominicans for having labored for the good of the country even during the political and economic difficulties which have disturbed the country for so long a time; and we offer it to the President of the Institution with our respects.

Thrift is wise spending, sane saving, and safe investment. Buy W. S. S.

TEXACO STAR

DEPARTMENTAL NEWS

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

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	D. P. Harrington, Port Worth
Fuel Oil Dept.	E. B. Joyner, Houston
Railway Sales Dept.	E. B. Joyner, Houston
Marine Dept.	(A. V. Corley, Port Arthur
Legal Dept.	T. H. Matters, Jr., New York
Treasury Dept.	H. Tomfóhrde, Houston
Comptroller's Dept.	Lee Dawson, Houston
Insurance Dept.	(B. E. Emerson, Houston
Sales Dept. S. Territory	P. A. Masterson, New York
Sales Dept. N. Territory	Roy B. Wright, New York
Asphalt Sales Dept.	R. C. Galbraith, Houston
Export Dept.	S. Slattery, New York
Purchasing Dept.	C. E. Murphy, New York
Railway Traffic Dept.	J. B. Nielsen, New York
Producing Dept.	(J. E. Byrne, New York
Pipe Lines	(J. T. Rankin, Houston
	J. W. Painter, Houston
	K. W. Plummer, Houston
	A. M. Donoghue, Houston

REFINING DEPT. The Welfare League has attained a membership of 1800, and is still growing. This is an arm of the organization we are pleased to take note of.

Dr. T. B. Sappington has taken up work in the Welfare Department, being the M.D. for the Port Arthur Refinery Terminal and the Port Neches Plant. His coming to us from Dallas will bring home one of Port

Arthur's girls, as it will be remembered Mrs. Sappington was Miss Helen Blackman, formerly of this place.

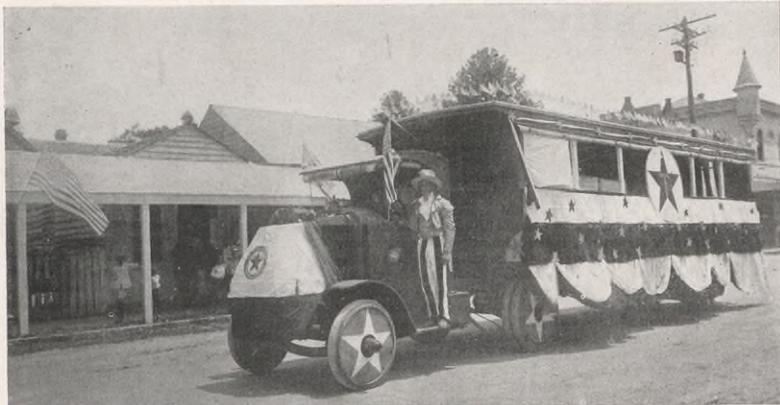
WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF JULY 1919

Refined—Coastwise.....	1,094,868 bbls.
Refined—Foreign.....	510,858 bbls.
	1,605,726 bbls.
Crude—Coastwise.....	32,464 bbls.
Crude—Foreign.....	16,442 bbls.
	48,906 bbls.



Junior Pugilists at Port Arthur on July 4th

Maxius, 4-year-old son of Mr. and Mrs. R. H. Hanna, and Wiley Hall, 7-year-old son of Mr. and Mrs. W. K. Steen, representing Dempsey and Willard, respectively, who, it will be remembered, appeared in the ring at Toledo on July 4th. In size these boys corresponded proportionally to the world champions, and the little fellows presented an attractive performance in the parade.



Morgan City Shook Mill passenger truck as it appeared in the 4th of July parade

This truck is used for carrying employes to and from our shook mill at Morgan City. It carried soldiers' mothers, wives and sisters in the parade. Two men with single-barrel shotguns stood inside of the trailer body and with these guns shot black powder shells loaded with confetti through the barrel of the dummy cannon. Uncle Sam is Hugh Lynch who has charge of the big truck.

TEXACO STAR



Texaco Picnic, July 19, 1919, held at Port Neches Grove by employes of T. T. Co., at Port Arthur and Port Neches

We are pleased to announce the marriage of Mr. Wallace Pollette and Miss Cora Abbey, both of Port Arthur Works Shipping department. We wish the young couple a long and happy married life.

We are glad to announce re-identification with The Texas Company of the following, who returned from the Army during June:

Boni, Frank
Branda, Carmel
Carter, D.
Castille, Julian
Chardin, J. P.
Craig, B. S.
Deason, H. K.
Dommert, A. F.
Eaton, H. H.
Fields, Frank
Gorin, J. B.
Herrington, S. R.
King, E. C.

LeBlanc, John
Ludwig, Rubin
McWhorter, R. M.
Mosley, Miss M. E.
Poole, J. H.
Rabirds, Fred A.
Rayborn, J. F.
Suttle, E. R.
Tanber, J. J.
Threadgill, S. J.
Toups, Percy
Van Breeman, J. H. W.
Wills, I. A.

The sympathy of the entire force of Portland Terminal is extended to Leonard A. Youland for the death of his wife at So. Portland, Me., May 30, 1919.



Barbecue stand at Port Neches Grove, Texaco Picnic, July 19, 1919



Von Benken Orchestra at Port Neches Grove, Texaco Picnic, July 19, 1919

RY. SALES AND FUEL OIL DEPTS. L. M. Jacobs, formerly Master Mechanic for Houston Belt and Terminal Co., has joined the Railway Sales Department as Lubricating Expert.

L. R. Dallam has returned to Houston with his bride, formerly Miss Ruby Cramer of Warren, Pa.

We are glad to have with us again Lieut. Wm. D. Biossat, who served in the 90th Division overseas.

At the combined meeting of Chief Accountants of Northern and Southern Territory, held in New York June 16-20, many subjects were discussed, including all matters of Sales Accounting that were being handled differently in Northern and Southern Territory Sales Department accounting offices. Minutes of the meeting were taken covering decisions arrived at on all subjects, and practically all methods of Sales Department accounting were laid down on a uniform basis. Those in regular attendance were:

TEXACO STAR



"Texaco Lubricants are doing the work"—The Norfolk and Western Railroad is 'some' railroad; they have 'some' engines; and they use Texaco Lubricants

Sales Dept. N. T.

W. R. Ellwood
H. D. Eccleston
R. L. Saunders
E. G. Hill
J. R. Haden
W. F. Murdy
L. Austin
J. Smyth

Asphalt Sales Dept.

P. A. Philibert

Treasury Dept.

D. B. Tobey
H. G. Symms

Sales Dept. S. T.

G. M. Worthington
J. Harrod
R. M. Ferguson
A. Brentano
G. W. Schwert
C. Worley
J. D. Walker
R. H. Collins, R. E. Fuller

Comptrollers' Dept.

Ira McFarland
P. A. Masterson
J. S. Moss
W. E. Green
A. R. Wilson
G. C. Elliott
H. T. Ellwood

SALES DEPT. ATTRACTIVE PACKAGES.—
S. TERRITORY A report from Engineer-Salesman Frank J. Davis of Atlanta District, under date July 11th, is significant of the value of clean and attractive packages. It gives us clear proof from the outside how customers and others estimate the excellent appearance of our barrels, cans, and cases:

While demonstrating our oils at the plant of the Merrill-Stevens Shipbuilding Corporation in South Jacksonville recently, an incident came up about packages, especially barrels, which seems such a good thing to my mind that I mention it in report.

There were six or seven barrels of our oil lying at one side of the engine-room, and the Power House Superintendent came over to me and said: "Davis, the barrels The Texas Company sends their oil out in are practical arguments enough to make me buy it. They are all painted so nicely, the brands are plain, and generally they are in fine shape. Now, I know that probably oil in a dirty rough looking barrel is as good as oil in a nice clean barrel, but isn't it reasonable to presume that a company that takes a pride in their packages will take the same pride in their products, therefore giving you a better product?"

This is sound common sense, and I mention it simply in order that the Company may know that some of their efforts along these lines are appreciated.

HOUSTON DISTRICT.—Agent E. L. Brann of Del Rio, Texas, received the following pleasing statement from Senor M. Diego, a distinguished Spaniard who has been visiting Mexico to look after his large interests there:

You ought to be proud of being the Agent for such an institution as The Texas Company. I have been to the plants where they put up Texaco Products, and it is wonderful how they work.

Some of the sessions of the meeting were also attended by Messrs. Woodbridge, Gatchell, Brown, Wright, and F. W. Freeman.

Many features of entertainment were provided during the evening throughout the period of the meeting, and all attending were entertained twice at luncheon at the Whitehall Club by Manager C. E. Woodbridge of the Sales Department, Northern Territory. At the last luncheon Department Agent Worthington of the Sales Department, Southern Territory, made a few very appropriate remarks and expressed thanks to Mr. Woodbridge on behalf of all Southern Territory visitors for his interest in the meetings and his kindness in assisting in the entertainment extended to them.

"What do you think about my engagement to Harold?" asked Gwendolyn.

"I think," replied her father, "that I am getting to be the senatorial branch of this family. My advice and consent are considered only when it's too late for them to make any difference."

—Washington Star.

"These tight skirts are fine for the shoe business."

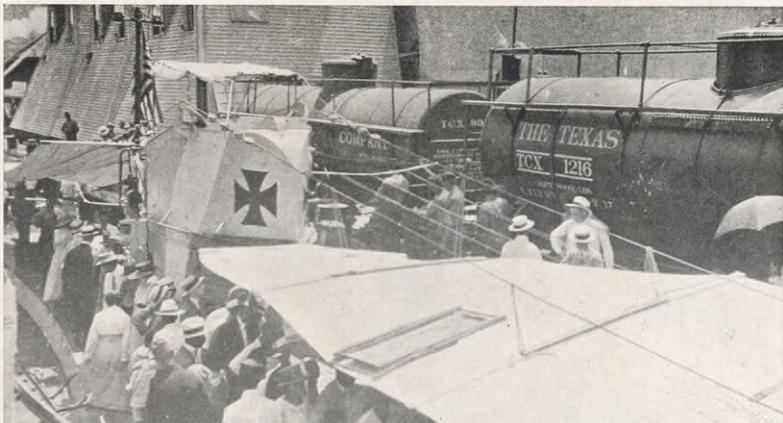
"What have skirts got to do with shoes?"

"Well, where a girl used to take a hundred steps to the block, she now takes 400."—Ex.

Out of our losses may come wisdom, but you can't sell wisdom when you are broke.

—Industrial Record.

TEXACO STAR



Ex-German Submarine U. B.-88, with 16 sinkings to her credit, now of U. S. Navy, fueling in Galveston, Texas, July 25, 1919. Note T. T. Co. tank cars at customary service to U. S. N. This boat was in Houston Harbor July 27-30

OKLAHOMA DISTRICT.—Oklahoma District has organized a "Carload Lube Club." While the Club is growing each month, the idea is to get every agent and salesman in the District in the Club. Membership can be obtained only by selling a carload of Lube. Oklahoma District sells 'quite a few' carloads every month and we are going to be mighty proud of this Club, and so is the management.

Hardy Nance of Kyle, Texas, recently joined

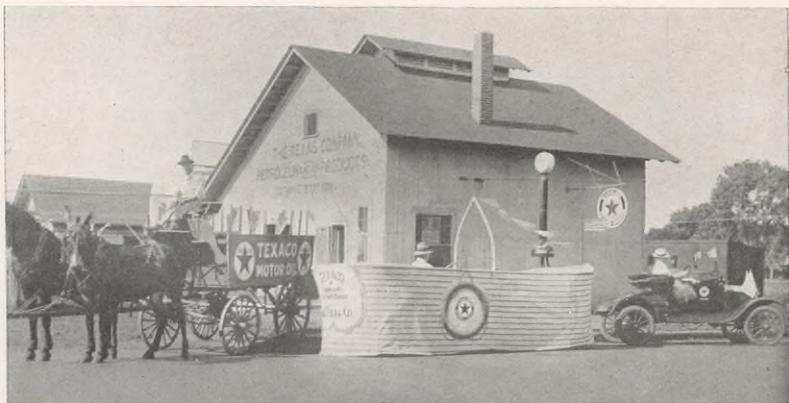


This is the "June Bug", which used Texaco Gasoline exclusively while in Hugo, Okla., on July 4th



"Texaco took the Tank" on July 4th at Hugo, Okla.—"Over the Top" with Texaco Gasoline Agent Wood is so proud that his "happiness" is getting contagious and the people of the whole town are boosters for Texaco.

TEXACO STAR



The "Texaco Boat" which served as our display booth at the races held in Guthrie, Okla., on July 4th

This "Boat" carried away the honors for attractiveness and attention, due to the efforts of Salesman Kinney and Agent O'Neil. Mr. Kinney advises that we would have carried away all the honors had not our car using Texaco Products broken an axle, making it necessary to withdraw from the race. Jack Wallace, however, using Texaco Products in the trial-for-time race, outclassed the Stutz and Hudson cars using competitive products.

the forces at Tulsa as City Salesman. He says: "The future looks as bright to me as the shining new Ford which is on its way to Tulsa to help me get the orders." Go get 'em Nance.

G. T. Love has been appointed traveling salesman in Ft. Smith, Ark., territory, and he and Agent Leavitt have promised us some great team work.

On July 18 R. A. Stacey was checked in as Agent

at Camden, Ark. *vice* J. W. Hinch, who will be checked in as Agent at Durant, Okla.

Kenneth Carroll of Miami, Okla., is the proud agent of a new drive-in filling station, and Carroll says: "There isn't a record that I can't beat; just give me enough coupon books to supply the town, I'll get the money." You can bet he's going to get the books.



Ft. Smith, Ark. Filling Station

TEXACO STAR

On a recent tour through Arkansas Sup't Dodge, Gen'l Ass't Halcomb, and Auditor Hester looked over the prospects and predict great things for the new stations at Little Rock and Hot Springs. From now on, "Watch Arkansas grow."



On an inspection tour through Arkansas—Sup't Dodge, Gen'l Ass't Halcomb, and Auditor Hester

The official correspondent of the Texaco Star for the Sales Department, Southern Territory, writes:

"The attached photograph of three of our Oklahoma District Officials is unusual, not to say unique, and on account of its extremely pleasing features, I would specially request that this picture be run in next issue of the 'Star.'

"While this photo may not faithfully represent the average run of business offices of this class prior to the first of July in Arkansas, it portrays in a most interesting manner scenes of the recent past which are very dear to memory.

"The pictures of all three representatives are unusually good, and as soon as this photo appears in the 'Star' I am satisfied that Superintendent Dodge will be inundated with applications for employment in Arkansas, where it is not altogether impossible there may be enterprises of this nature still in existence on the other side of the mountains."

It is reported that eight or ten of the Oklahoma City force went fishing last week, stayed out a day and a night, and came creeping home after dark, weighed down with the extremely heavy weight of six pounds of fish. This is not a fish story, this is the truth, and we don't hear any bragging these last few days.

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Oklahoma District Office — Fourth Floor of Mercantile Building, Oklahoma City

ATLANTA DISTRICT.—We were all pleased to have Messrs. C. P. Dodge, W. E. Bradford, J. C. McCullough, G. M. Worthington, and H. G. Symms visit us last month.

Chief Accountants Harrod and Collins also paid us a visit on their way home from New York and we were all glad to see them.

General Assistant E. A. Rulfs visited the Home Office in Houston during July.

H. S. Roper, Truck Driver at Bessemer, Ala. Station, died in June. Mr. Roper's friends and co-workers extend to his family their sincere sympathy.

H. F. Lancaster and Evert Youngs, who were with the 81st Division in France, have returned. We are glad to have them back.

Paul A. Jones, who has just returned from France and re-entered the Family, has become a member of the Matrimonial Brigade. You have our best wishes, Paul.

Speaking of the Matrimonial Brigade, two employes of the District Office have become members of this famous brigade. P. J. Lauman and C. W. Daney are the new recruits, and they have our very best wishes.

TEXACO STAR

SALES DEPT. NEW YORK DISTRICT.—It is only fair, when a special effort is made to break a record, to give public credit to the record breakers:

Deliveries on July 5, 1919, by Agent W. H. Lawrence, Kingston, N. Y., Auto Tank L-268, capacity 500 gallons:

GALLONS DELIVERED TO	DISTANCE FROM STATION	
30	Kingston	4 miles
500	Kingston	4 miles
500	Kingston	4 miles
410	Kingston	6 miles
140	Eddyville	12 miles
50	Kingston	Local
550	Kingston	4 miles
300	Lake Katrine	8 miles
550	Kingston	4 miles
500	Kingston	6 miles
500	Kingston	4 miles
500	Esopus	16 miles
4,530		72 miles

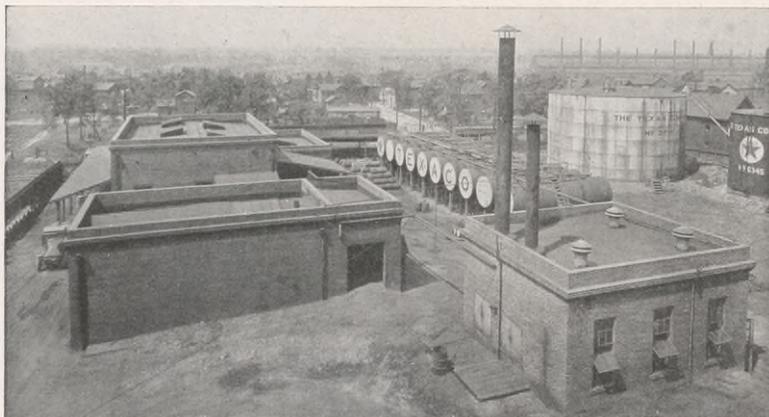
Deliveries on June 2, 1919, by Agent E. C. Haseman, Mineola, N. Y., Ford Light Delivery 3161, capacity 150 gallons:

GALLONS DELIVERED TO	DISTANCE FROM STATION	
120	Hicksville	5 miles
150	Smithville, South	3 miles
5	Mineola	Local
50	New Hyde Park	1½ miles
100	New Hyde Park	1½ miles
77	Mineola	Local
150	Hicksville	5 miles
745	Garden City	1 mile
150	East Hempstead	1 mile
135	Garden City	1 mile
5	Mineola	Local
150	Hicksville	5 miles
150	Garden City	1 mile
115	Hicksville	5 miles
35	Glen Head	3½ miles
120	Glen Head	3½ miles
250	Hicksville	5 miles
150	Mineola	Local
2,657		43 miles

Boston District may well congratulate itself on acquiring B. A. Sheridan, who we



Agent B. A. Sheridan standing at the right



Youngstown Ohio Station

TEXACO STAR

understand is to assume the position of Agent at New Haven. In the parlance of the day, we would say he is an "ace"—from the results he produced during his regime as Agent at Youngstown, Ohio. From the very outset it was noticed that reports coming from Youngstown showed a remarkable improvement, and the improvement was not of a spectacular nature but of the kind that continues, and today he has that station in a shape it never was in before.

COLLECTION EFFICIENCY, JUNE, 1919 HONOR MEN (55)

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

S. C. Eberhardt	Rep.	Buffalo	100%
H. Hamblen	Agt.	Alexandria Bay	100%
E. I. Kirkpatrick	Agt.	Herkimer	100%
F. J. Gohl	Agt.	Hudson	100%
W. H. Lawrence	Agt.	Kingston	100%
J. J. Cunningham	Agt.	Ogdensburg	100%
W. W. Bauer	Agt.	Port Jervis	100%
S. E. Montgomery	Agt.	Reservoir	100%
R. A. Huston	Agt.	Saratoga	100%
H. R. Russell	Agt.	Schenectady	100%
P. H. Noonan	Agt.	Watervliet	100%
J. P. Keenahan	S'n.	Albany	100%
L. E. Cleland	S'n.	Ogdensburg	100%
V. T. J. Knapp	S'n.	Middletown	100%
W. G. Marsden	S'n.	Newburgh	100%
G. R. Penchard	S'n.	Albany	100%
S. S. Smith	Agt.	Middletown	100%
H. P. Decker	Agt.	Newburgh	98%
A. E. Guffin	Agt.	Amsterdam	95%
J. H. Allen	S'n.	Albany	97%
T. J. May	S'n.	Albany	93%
F. C. Mott	Agt.	Sag Harbor	100%
A. J. B. Carver	Agt.	Huntington	100%
R. Laly, Jr.	Agt.	Patchogue	100%
F. J. Silkworth	Agt.	Port Jefferson	100%
G. A. Jackson	Agt.	Riverhead	100%
A. N. Doyle	Agt.	Brewster	100%
W. R. Walker	Agt.	Peekskill	100%
J. Nichols	Agt.	Mount Kisco	100%
H. W. Caney	Agt.	Norwalk	100%
R. B. Dingman	Agt.	Stamford	100%
J. H. Cosgrove	Agt.	White Plains	99%
M. M. Johnson	Agt.	New Rochelle	98%
H. L. Mott	Agt.	Greenport	97%
J. D. Brown	Agt.	Babylon	96%
E. C. Hasemann	Agt.	Mineola	94%
J. E. Marvin	Agt.	Bridgeport	94%
P. C. Murray	Agt.	Bayonne	100%
Wm. Segal	Agt.	Elizabeth	100%
F. E. Warren	Agt.	Passaic-Clifton	100%
E. I. Decker	S'n.	Newark	100%
H. B. Goul	S'n.	Newark	100%
C. F. Burney	Agt.	Bradley Beach	94%
B. Dimler	Agt.	Perth Amboy	93%
H. K. Berger	S'n.	Newark	97%
C. A. Woodruff	S'n.	Morristown	92%
G. E. Druceur	S'n.	Newark	91%
V. A. Conger	S'n.	Newark	90%
R. L. Jobson	S'n.	Youngstown	94%
F. C. Colby	S'n.	Youngstown	92%
C. E. Lanchantin	S'n.	New York City	97%
J. M. La France	S'n.	New York City	96%
Wm. Proehl	S'n.	New York City	95%
G. C. McKibbin	S'n.	New York City	95%
S. A. Alston	S'n.	New York City	92%

A. D. MacDougall, Creditman, was always known to have an intense desire to ascertain where a certain brand of smokers' sundries known as "Stogies" were raised. We understand he satisfied his desire on a trip he took a short while ago. He stated on his return that he came clean from the neighborhood of Pittsburgh. We don't like to question your varacity, "Mac," but we believe it is impossible.

The Texas Company is doing a big business in Newark, N. J., supplying Texaco Road Tar; the City is repairing Clinton Avenue for about one mile, and at least two hundred barrels of this product are stored on the side streets to be used in repairing the avenue.

Alexandria Bay Dock Station has opened for business with Agent Harold Hamblen in charge.



The Texas Company B. B. C., New York

Standing (left to right): Failes, If; Eberhardt, ss; Hahn, 1b; Plesa, c-rf; Gregory, 1b-cf; Brennan, 2b.
Sitting (left to right): Wynn, c-bf; Belford, p; Ferguson, mgr.; G. Eberhardt, 2b.

The sixth monthly meeting of Agents and Salesmen of the Albany Territory was held on June 27. It was planned to make this a combination meeting and field day, but "the best-laid schemes of mice and men gang aft a-gley." Old Jupiter Pluvius edged into the party and made a day fit only for fishes and ducks. We had the pleasure of having with us as visitors Superintendent Williar Thompson of Norfolk District, Wells and Deyo of the Deyo Oil Co., Binghamton, N. Y., J. P. Gruet, J. R. Haden, A. D. MacDougall, D. L. Keyes, C. M. Roe, E. Weise, Howard Galvin, and A. F. O'Malley of the New York District Office, and I. M. Williamson, Representative of New Jersey Territory. Notwithstanding the handicap of poor weather, after the inner man had been taken care of at the Abbey Hotel, Glenmont, N. Y., the gladiators from the New York Office lined up in a baseball game against the Braves from Albany Territory. The lineup was:

NEW YORK OFFICE	ALBANY TERRITORY
Wells, p.	Russell, c.
Galvin, c.	Gruet, p-1b.
Roe, 1b	Swennes, p-2b
Deyo, ss.	May, p-1b
Keyes, 3b.	Shock, 3b
Keenahan, If.	Penchard, ss.
Haden, 2b	Guffin, If.
Weise, cf	Knapp, rf
MacDougall, rf	Cochran, cf.

It was a hard-fought game and at the end of the seventh inning the score was a tie, seven to seven. New York had their eighth but Albany did not come up to bat, as it started to rain, so it remains a tie.

The Texas Company Baseball Club of New York is doing splendid work this season, having met and defeated some of the best commercial and semi-pro-

TEXACO STAR

professional baseball organizations in Greater New York and vicinity. The brilliant defensive playing of Eberhardt, Brennan, and G. Eberhardt, the hitting of Gregory and McDonald, and the excellent work of the batteries Whadock-Winn and Belford-Plesa are accountable for the record the boys have established. We would like to hear what the other Districts have to say in regard to a ball game. Ready to play anyone, any place, any time, if suitable inducements are given to travel. How about it? W. K. Gregory, of the Terminal Division, New York Office, will take care of all the booking.

BOSTON DISTRICT.—We welcome to our midst R. T. Benham, former Agent at the New Haven Station, now of the District Office. Mr. Benham is Supervisor of Equipment, and the best we can wish him is to continue success at New Haven.

The Commonwealth-Beacon Filling Station's employes didn't have a moment to themselves during the recent car strike. They were kept moving every moment and made a wonderful showing in handling the immense throng with such dispatch.

Salesman Kelly is sending a number of orders for Tractor Oils.

Norfolk is still leading in the Motor Oil Contest with two months to go. We don't care to make any great promises, but we are going to let Norfolk know that they have been in some contest before it closes.

We trust that New York District is not satisfied to let game "To B or Not to B, That is the Question" stand as per decision of June 30. We still see two men on and only two out; plenty of chance to score. How are you going to clear the bases of 3X and 2X?

Congratulations are in order for Joe Silva of the sheet reporting system, who has returned from what he called his vacation, but which we call his honeymoon. We all wish Mr. and Mrs. Silva good luck, but wonder how Joe will like getting home early every evening now.

We were glad to greet Charlie Coyne, Filling Station Inspector, who has just returned to work after a serious operation.

We all welcome Ovila Bonin back after his recent operation. Ovila looks in the pink of condition now.

Tom Kelly found it necessary to undergo an operation, which we all hope will be successful and allow him to take up his work in short time. We need "Babe," for he is one of the best baseball players we have.

(See page eleven.)

We note with much interest the expressed opinion that the Marine Department has the best baseball

team in the Company. They are not consistent in their claims, however, as their challenge is directed at other Departments in the New York Office, and not to Company teams. If they intend the challenge for Company teams they don't have to go any further than this District as we are willing to back our team against them any time.

"Demon Harvey," our hustling Operating Inspector, is some busy these days,—doesn't have time to talk when he comes into the District Office, just walks in and walks right out again.

Paul Kendrick, "Pete" McLaughlin, and Fred Powers have resumed work after a vacation. In Fred Powers' "flivver" they traveled by way of Portland to the White Mountains, camping out along the route. They are strong boosters for the outdoor life. They haven't yet explained how they kept the mattress dry.

TEXATIONS.—Some of the boys are wondering what kind of an apron you would call the one Miss Wilkinson wears.

The Stock Division reports that Jim Rattigan is visiting the beach quite frequently, and we venture to ask what's the attraction.

D. Joseph Keefe has returned after spending two weeks teaching a select few the fine points in the game of tennis at Mt. Washington, N. H. He wears the "Distinguished Service Cross" for entertaining the ladies. How did you get that button, Joe?

P. J. Leary of the Credit Division consulted the Almanac before asking for his vacation, as he wanted to make sure to have moonlight evenings. We wonder why he was so fussy about the moonlight.

McKeen may be able to catch flies in the outfield but we know he can't catch water bottles.

We are looking forward to the coming winter with much interest as we shall, no doubt, have at least two boys represent us in the boxing tournaments. Thus far Newcomb and DeFraytes are the leaders. Al Kadlec has agreed to second Newcomb in all his bouts, but we haven't heard who will second DeFraytes. Arguments remain unsettled as to whether they are Heavy or Light weights.

PHILADELPHIA DISTRICT.—The City of Philadelphia recently had its charter revised. One of the many changes is that our City Council shall consist of 21 men, each paid \$5,000 a year. W. J. Keyhan, our well known Traffic Expert, who rendered invaluable service to the Railroad Administration during the freight congestions, has put forth his candidacy. He has secured as his campaign manager Major Marshall, and Mr. Joseph as stump speaker. We all are sure of the outcome.

We extend heartfelt sympathy to Miss Gertrude Leon, District Office telephone operator, for the death of her mother.

We all extend sympathy to Ass't Agent Edgar Sutor, Trenton, N. J., for the death of his mother.

Our Williamsport, Pa. Lubricating Station has now passed its fourth month without a stock variation. Upon being checked up by the Auditor he could not find a single variation. Other stations please note.

TEXACO STAR



Philadelphia—Northeast Boulevard Filling Station
The Star Filling Station—with the largest output—of the Philadelphia District, Robert Tinsman, Agent.



Employees of Trenton, N. J. Refined Station on an outing, June 29, 1919

About twenty were present and the outing was a great success. Drivers Snyder and Brown took charge of the commissary, and it was "some" feed. A championship baseball game was played.

Pvt. Al. George, after 18 months service in France, has returned and assumed his old duties in the Lubricating Division.

Warehouseman Campbell, of Phila. Cheltenham Station, slipped off one of the trucks and broke an arm. We hope he will soon recover.

Joseph Tinney, of the District Office, has announced his engagement to Miss "Terry" Trainer. We understand the wedding will take place some time this fall. Good luck, Joe.

Why the smile on Halvey's face? Oh, yes; on July 11 the stork paid a visit, leaving a ten-pound boy. Congratulations.

Why does Mr. Bayer go down to Corson's Inlet every week-end? When can we expect it? It doesn't cost any more to keep a wife than a boat.

We wonder why Joe Daley rushes through his lunch every day to go over to Wanamaker's. Say Joe, aren't you afraid of getting indigestion?

The Texas Company was well represented at the annual Garage Men's Run, and the bright red color added a touch of gayety to the motor car runners. There is a high hill in Reading with a spiral road, and all the cars had to follow the leader and ascend the hill. All of the little red cars made it, but a number of our competitors' cars, which were filled with a certain gasoline guaranteed to put "pep" in motors, failed in the exploit. We wonder where the "pep" was on this occasion.

As usual, Sam Blansenstein, on arriving in Reading, got into a mix-up with the Chief of Police, and after a terrible battle was taken to the town jail. Sammy did not mind spending a night in jail but for the fact that all the plump chickens in the neighborhood had been cooked for the festival. Sam's physical proportions are in a measure due to his love for chickens. These same physical proportions were a great help to Sam at this trying time, as the door of the jail was not large enough to permit him to pass through. So the Chief of Police compromised by handing Sam a box of cigars and releasing him.



Philadelphia District Baseball Team

The Texaco A. A., representing this Office, has a well-balanced baseball team, which at the present time is leading the Petroleum A. A. League, composed of the various Oil Companies in Philadelphia. Only one game has been lost and that by a 2-2 score to the Atlantic Refining Company, while we have beaten every other opponent, and evened up the defeat Atlantic handed us by shutting them out 2-0. We have challenged our New York office to a game, and when we have finished with them, will play the Boston team a game, or series of games if they so desire. We merely want to state that this District does not fear the Boston team.

Mr. Hamsch and Mr. Wainwright, of the Fuel Oil Department, have donated a cup to be given the player having the highest batting average for the season. This enlivens things a great deal, and we thank them.

Games will be played every Saturday until the end of September, and, barring injuries, we should end the season as champions for the second consecutive time, thereby securing a firmer grip on the Championship Cup presented by the Petroleum A. A. League to the team winning the championship three times.

NORFOLK DISTRICT.—Extracts from a letter received from Agent E. L. Mapp of Danville, Va. Station:

I wish to advise that a Curtis Airplane from Langley Field stopped at Danville a few days ago. Upon alighting the first question asked by the aviator was: "Where is The Texas Company's Plant?" We furnished the necessary Gasoline and Motor Oil Extra Heavy and he flew away rejoicing.

It is with much regret that we report the death of the young son of G. M. Andes, Martinsville Station, who was drowned on July 5 while bathing in the river.

Henry A. Baker, Bookkeeper in District

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Office, and Miss Myrtle Williams were married on June 17. Upon his return from the bridal tour the Office employees presented Mr. Baker with a six-piece silver service. Best wishes of the Texaco Family are extended to Mr. and Mrs. Baker.

Miss Lucy Sykes, bookkeeping machine operator, and John Henry Stepp were married on July 19. They have all good wishes from the Texaco Crowd.

George D. Capps, formerly with the Norfolk Light Artillery Blues, is back on the job, having connected up with the fast flying stock department. George was in the stock division of the Army, but it was live stock; feeding horses, etc. He is now feeding the typewriter and likes it much better.

M. M. Simpson, formerly with the Coast Artillery Corps, A. E. F., is also one of the fast flying stock "birds." We hope that his promotion in this line will be as rapid as it was with Uncle Sam.

All welcome the return of L. C. Powers, formerly stenographer in the Sales division. Mr. Powers has been on the other side since July 31, 1918, and saw active service with Company F, 323rd Infantry, being promoted to Corporal while in France. The Credit department is glad to claim him as one of their band and believes the experience he gained in military service will be a big asset to him. He takes the place of T. W. Mould, who recently resigned to enter business for himself. We wish them both much success.

Miss Blanche Smith, stenographer, is spending a vacation at Asheville, N. C. There are rumors to the effect that Cupid had something to do with selecting the place for recuperation, but the Credit Dept. hope that there is no basis for any such suspicion, as they would dislike very much to lose one so valuable to them.

We hear that Jimmie Hunter, Voucher Clerk, is spending his vacation at some fashionable beach near Baltimore, and that he is having the time of his young life chasing the wild and beautiful "nymphs." Jimmie is still young and somewhat unsophisticated and we are hoping he will return without being captured.

Jack Walker, our genial General Clerk, has trouble with his shoes when he goes to Ocean View for a swim in the briny. What's the matter Jack? Can't you get 'em in the locker?

ALPHALT SALES After serving overseas with the Railroad Division, J. O. Beebe has returned to the Asphalt Sales Department.

DEPT. He is operating in the Western Division, covering the State of Nebraska.

E. T. Farley, formerly of the New Orleans Office, is now with the New York Office, after returning from military service. He left for Officers' Training School at Camp Stanley on August 26, 1917, and there received a first lieutenantcy. Later he was transferred to Kelly Field, Texas. After that he did duty at Washington, D. C., and later had charge of manufacturing

training plane motors at Elmira, N. Y. H. K. Cochran, formerly of the Buffalo Office, has returned from overseas and is now a salesman in the Philadelphia District. He was a sergeant in the Machine Gun Co. of 390th Infantry, 78th Division.

EXPORT H. E. Gilmore, Manager of The Texas Company in North China, sailed for Shanghai on July 17 per S. S. *Nanking* from San Francisco. He was accompanied by Messrs. C. Hanscomb, H. S. Babcock, Martvig J. Moll, and R. Deming, Jr. Mr. Moll has been assigned to The Texas Company, Japan, and the other three gentlemen to The Texas Company in North China.

We were glad to see Mr. W. Wilson, General Manager of Messrs. Tait & Company, our agents in Amoy, China, who stopped in New York for a brief visit during the later part of June. Mr. Wilson, accompanied by Mrs. Wilson, was en route to London.



Float, prepared by L. S. Lazarus of The Texas Company (South Africa) Ltd., for a Demonstration and Gymkhana held on March 29, 1919, in the interest of a War Charity Fund at Johannesburg, South Africa. This float won first prize and was the subject of complimentary remarks by the Mayor of Johannesburg and the public in general.

PRODUCING A fine spirit found expression in the big Fourth

DEPT. of July celebration at Parks Camp. It was a counterpart of the spirit of the Company for whom these men work, as all will agree who know what advantages and pleasures are theirs out at this camp twenty-seven miles north-east of Cisco, Texas:

Parks Camp is located in The Texas Company's J. W. Parks 6,000-acre lease on which are now being drilled nineteen wells. Within a ten-mile radius 205 wells are drilling, pumping, or flowing. Each well costs \$40,000 to \$50,000,—a lot of money to put in circulation within a ten-mile radius.

TEXACO STAR

In the middle of the 6,000 acres, 27 miles from the junction of the Texas and Pacific and the Katy railroads at Cisco, are 18 residences with four and five rooms each, 22 one-room bunk houses, and 45 additional residences under construction. The bunk houses and bedding are furnished by the Company free to bachelors, and families pay 1% per month of the cost of the house as rent. Light and water are furnished free, with a bath tub in each house, and gas at a nominal price. An Eating house is operated by Mrs. Hardy who serves meals for 50 cents.

The Company supplies light free to all from its own Electric Plant, and is now installing a modern water plant with individual machinery and fixtures for filtering the water and softening it. Sewerage system is being put in. A six-ton per day ice plant is being installed, which will furnish ice free to employees in the field and at cost to their families. A site for a Community House is being cleared, the building to be school-house, moving picture theater, recreation parlors, and church.

A Commissary is operated under the supervision of a committee of three appointed by the employees. The Texas Company furnishes the building, pays the Clerk's wages and transportation charges, and delivers goods to employees at invoice wholesale cost.

After an employee is with The Texas Company for two years he is allotted a certain amount of stock—according to salary received—at par of \$100 and given three years to pay for it by a small deduction from monthly salary. The present market value of this stock is upwards of \$260.

If an employee dies his beneficiary is paid four months' salary for the first twelve months in the Company's service, and one additional month's salary for each six months of service—up to \$5,000. The sick benefits are according to length of service and amount of salary.

The Texas Company celebrated the Fourth of July at Parks Field by giving a big barbecue to which the public were invited. The people of Stephens County and large numbers from surrounding counties attended. It was the biggest celebration and the biggest crowd ever assembled in Stephens County according to an old settler.

It must have been in the brain of Jerry Shea,

Field Superintendent, or Ed Barnes his First Lieutenant, that the celebration of the Fourth was born, but it had boosting from its inception and back of each man and woman in Camp and in District stood Gen'l Sup't H. M. Anderson and wife.

The celebration started at 10:30 a. m. by raising the National Flag while the seventeen-piece Katy Orchestra from Walnut Springs played the air all true Americans love. Shortly after this ceremony the great crowd of 3,000 people assembled on Gonzales Creek where a man from Albany, an expert in his line, was barbecuing 1,900 pounds of beef. When the crowd left there was not much remaining. If anyone wants meat well barbecued get the man from Albany to tell you how it is done. About 2 o'clock the crowd gathered at the Ball Grounds and watched a game between the Cisco and Parks Camp teams. About six hundred automobiles were parked around the field. Then came broncho busting, mule riding, and trap shooting. Dancing on a large platform continued through the evening.

C. O. Crouch, Foreman at Humble and PIPE LINES, has been appointed District Foreman, hqts. at Houston.

G. H. Speary made a business trip to Mexico during the month of July. On account of the marine strike he had some difficulty in making the return trip.

Emil Schiller, of the Houston Office, one of our oldest employes, and Miss Lucile Garnett were married at Houston on June 22, 1919. The Office force extend congratulations and best wishes.



John Bahr



E. D. West

Pumpers at Sour Lake, Texas,—for sixteen years loyal employes of The Texas Company.



Six mules and forty men pulling tar Kettle in bad weather on Humble and Dobbin No. 2, 8-inch Line



Humble and Dobbin No. 2, 8-inch Line Ditch flooded with water before we had opportunity to fill it

This illustrates conditions which extended over a period of four months.

SUGGESTIVE INDEX OF CURRENT ARTICLES

THE MAIN INTEREST IS INDICATED BY CLASSIFICATION OR BRIEF COMMENT

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

EXECUTIVE Interpretation of Engine Fuel Situation.—*Petroleum*, July 1919.

Dangers in Rating Employes, by Roy Willmarth Kelly.—*Industrial Management*, July 1919.

PRODUCING Latin American Fields Spur Development.—*Petroleum*, July 1919.

EXPORT Why Our Exports to West Indies Should Continue to Grow.—*Automotive Industries*, July 17, 1919.

Second Pan-American Commercial Conference.—*The Pan American Magazine*, July 1919.

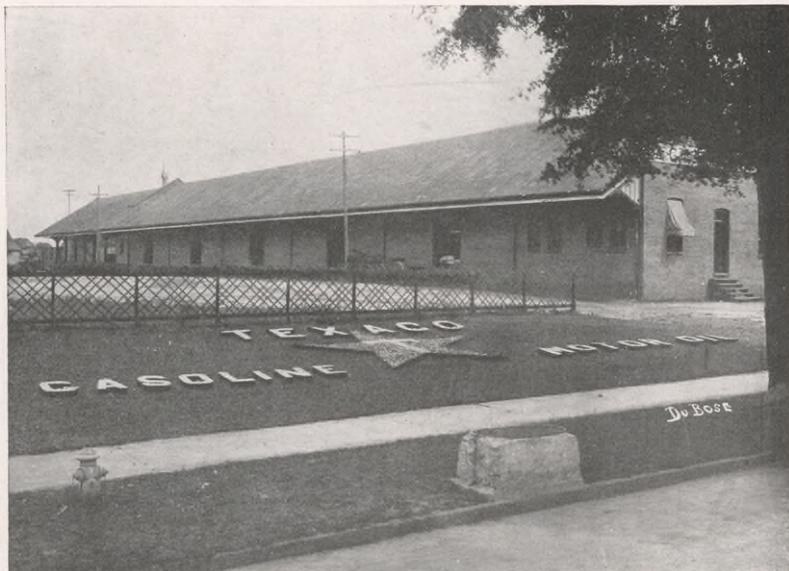
SALES What Makes a Good Letter Good? by E. H. Gardner.—*System*, July 1919.

LUBRICATION Mechanics of Lubrication.—*Petroleum*, July 1919.

GENERAL Protecting Storage Tanks, by Sir Oliver Lodge, F. R. S.—*Petroleum Age*, July 1919.

Save Oil and Tell the Public of Savings, by Sect'y of Int. F. K. Lane (Interview).—*The Oil Trade Journal*, July 1919.

How and Why the Radical Leader Gains His Power, by Harry Tipper.—*Automotive Industries*, July 3, 1919.



This picture shows a bit of unique advertising. The photograph was made for its own use by one of the largest concerns in the United States, and will appear in a monthly booklet issued by them showing unique methods of advertising that they run across. The scene is in Live Oak, Fla., where Agent C. E. Jones operates an up-to-date filling station right across the street from the Atlantic Coast Lines depot. When he put in this filling station, the scenery across the street was nothing to brag about, so he got permission from the Railroad to beautify their premises. The ground is graded and sodded with grass which is kept well trimmed. The letters are boxed off and filled with crushed rock. While the lettering is in white, the trade mark is in its proper colors, the crushed rock in the Star having been dipped in red paint and the rock in the T in green paint. In the background the trellis has been built and will soon be adorned by Florida roses, some exceptional specimens of which have been set out but have not yet had time to add their beauty to the arrangement. This location is on the main street of the town and on the Dixie Highway. Our filling station sign across the street tells tourists where to stop, and when they have stopped they cannot help glancing across the street and seeing this unique advertisement.

THE TEXAS COMPANY have received from the Navy Department the following awards covering supplies of petroleum products during the fiscal year ending June 30, 1920:

ATLANTIC PORTS

FUEL AND BUNKER OILS :: MOTOR AND
AVIATION GASOLINE :: LUBRICATING OILS

PACIFIC AND ORIENTAL PORTS

LUBRICATING OILS



TEXACO BUNKER OIL and TEXACO DIESEL ENGINE FUEL

are manufactured and are definitely guaranteed to contain no more than one per cent sediment and moisture. They are designed to provide very highest heating value with greatest ease of handling.

TEXACO MARINE LUBRICANTS

cover the complete range of Naval use for power units, auxiliaries, and machine shop.

Behind them is a record of Service, before and during the War, on Naval and Merchant Marine Vessels.

Our Engineers stand ready to confer and advise you on the proper oils for any purpose, methods of combustion, necessary equipment, selection of lubricants, etc. This is a free service which you may well take advantage of.

TEXACO Liquid Fuels can be procured at all the principal Atlantic and Gulf Ports.

TEXACO Marine Lubricants can be obtained practically anywhere.

Write for our pamphlet on Texaco Bunker Oils. It contains a map showing the location of our fuel and lubricating oil stations along with other valuable data. It is yours for the asking.

THE TEXAS COMPANY

New York Chicago Houston

Stations in Principal Ports



This advertisement is appearing in all the leading marine trade papers.

Advertising Division