

SHELL OIL'S CONSOLIDATED EARNINGS SET RECORD - SHARES EARNED 9% MORE THAN IN 1965

Shell Oil Company's consolidated net income in 1966 reached a new high for the fifth consecutive year, R. C. McCurdy, President, said. The preliminary estimate of earnings for this year is \$255.2 million, equivalent to \$4.19 a share, an increase of 9 per cent over the \$234 million, \$3.85 a share, earned in 1965.

Fourth quarter 1966 net income was estimated at \$66.6 million, a gain of \$4.4 million over the same period of 1965.

Mr. McCurdy cited several new record highs which contributed to the rise in earnings. Total revenues in 1966 were \$3.4 billion, up 8 per cent, as a result of record sales volumes of refined products, natural gas and chemicals, accompanied by slightly improved price levels
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TRAVEL TIPS--Shell's Women Travel Director, Carol Lane, at far left, showed a group of Shell ladies how to pack more and faster during a recently held speaking engagement before the National Secretaries Association, Houston Chapter. Observing Carol are, from left to right, Sandra Turner, Shell Building; Doris Winner, Chemical Plant; Lillian Long, Houston Refinery; Hilda Chevalier, Houston Refinery; and Dorothy Symmonds, Shell Building. Carol travels about 60,000 miles a year and lectures to approximately 25,000 club women.

CHANGE IN CREDIT UNION PERSONNEL
WELCH NAMED ACTING TREASURER

C. H. Welch, employee of the Refinery Laboratory, has resigned as President of the Shell Refinery Employees Federal Credit Union to accept the appointment as Acting Treasurer, replacing G. F. Breckenridge, who, after 10 years of service, has elected to resign to devote full time to his outside interests.

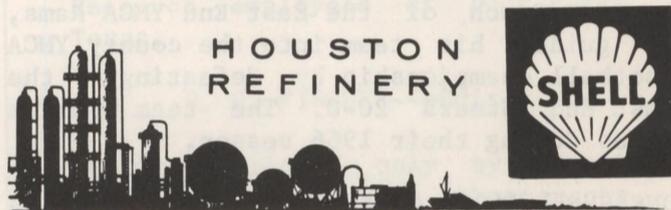


"Breck" made a fine contribution to the Credit Union during his tenure as Treasurer, and all those who worked with him wish him success in his new venture.

REGISTER TO VOTE NOW!

Deadline for Voter Registration is January 31, 1967. If you wish to vote during the year, you must have registered by that date. Forms may be obtained from the Receptionist in the Administration Building lobby, the main gate, or from the cafeteria. The completed forms should then be forwarded to the County Tax Assessor - Collector's office of the county in which you live. Remember-to vote, register by January 31.

SHELLEGRAPH



No. 221

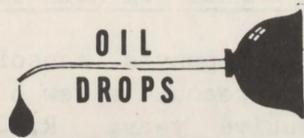
Friday, January 27, 1967

MARKETING PERSONNEL PEOPLE VISIT REFINERY -
WANTED TO FIND OUT WHERE PRODUCTS ARE MADE

A group of Shell Marketing people from the various Marketing regions visited the Refinery on Tuesday, and had the opportunity to see where some of the products they sell are made. Back row, from left to right, are Rod Slade, Eastern Region; Frank Woodward, Central Region; Ed Furber, Sewaren; Bill Roberts, NY; Larry Semelink, Central, Jack Donovan, Southern Region;
(Continued on Page 2 - See MARKETING)



SHELL MARKETING VISITORS TO REFINERY



FIRE, SAFETY, and FOOTBALL--are WALT CANNON'S interests. Refiners know Walt for the work he does in the first two categories but now he's proven that he is equally capable in the third field--football. As Head Coach of the East End YMCA Rams, he guided his team into the county YMCA football championship by defeating the East End Steers 20-0. The team won ten games during their 1966 season.

ONE SHELL PLAZA GOES NATIONWIDE----If you see a picture of the new Shell Building, One Shell Plaza, to be constructed in downtown Houston beginning this year, in the January 13 issue of TIME, February 6 copy of U S NEWS & WORLD REPORT, and in the March 6 edition of NEWSWEEK don't be surprised. Those three national magazines are carrying an advertisement from one of the contractors who will be doing work on the building. So, if you have friends somewhere in the country who see the ad and call or write you about it, you can be ready for their questions.

PERSONNEL CHANGES

- F. P. Modisette - From Pumper-Gauger to Operator No. 2, Lube C
- M. A. Tiller - From Chemist, Refinery Laboratory to Engineer, Technological
- R. J. St. Pierre - From Engineer, Technological to Engineer, Dispatching
- W. L. Edwards, Jr. - From General Helper, Engineering Field to Pumper-Gauger, Thermal Cracking
- D. C. Hon - From Operator No. 2, Lube Oils to Operator No. 1, CC Gas

MEASLES PROTECTION NOW AVAILABLE

Measles has long been considered a "harmless" childhood disease. In reality it is the most deadly child killer of all infectious diseases. It is also completely preventable. Today, there is a vaccine available that will protect children against measles and the complications it can cause. Since measles vaccine was first introduced in 1963, some 12 million children have been immunized. Another 12 million are still threatened by the disease. Present studies show that only one injection of measles vaccine is needed for lifetime immunity. The immunization gives protection against red or 10-day measles, which is not the same as German or 3-day measles. There are several types of measles vaccine available. It is generally recommended that every child between one and seven years of age, who has never had measles, receive the immunization. Parents are urged to take their children to their doctor as soon as possible and have them protected against measles.

MARKETING - Continued from Page 1

Bob Jones, Western Region, and R. D. Bettman, Eastern Region. Front row, left to right, Bob Wilson, Western Region; Tom Burch, Eastern Region; Neil Bock, Central Region; Jack Van Kirk, Western Region; and Win Fisher, Southern Region.



TWO CHAMPIONS - Dave Marr, 1965 PGA champion, left, and Peter Thomson, five times winner of the British Open, play an outstanding match on "Shell's Wonderful World of Golf" at the Golf Club "de Pan," Utrecht, Holland. Their match (telecast in color on Sunday, January 29, from 2 to 3 p.m., KPRC-TV, Channel 2) is one of 11 matches featuring top golfers playing world-famous courses now being shown each Sunday afternoon.

REFINERY PEOPLE IN ACTION



CHECKING PROGRESS ON DISTILLING EXPANSION
--Two Refinery employees, B. D. Simpson, Area Inspector, Engineering Services, at left, and D. A. Wiegand, Engineer, Technological, look over blueprints for the Distilling No. 1 expansion currently under way. A story about the expansion appeared in the SHELLEGRAPH December 9, 1966, issue.

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for petroleum products.
Refined product sales volume gained 5 per cent with automotive gasoline sales volume up almost 8 per cent compared with the domestic industry's estimated rise of 5 per cent in automotive gasoline sales. Shell also experienced substantial increases in jet fuel and distillates sales volumes.

Shell Chemical Company had revenues of \$400.7 million, including sales of the Petrochemical Division, which completed its first full year of operations as a division of Shell Chemical Company.

Other records set in 1966 included net production of liquid hydrocarbons, which increased 10 per cent over the previous year to an average of 474,000 barrels a day - net natural gas production averaging 1.83 billion cubic feet a day, up 13 per cent - and refinery runs which averaged 733,000 barrels a day, 33,000 barrels a day more than in 1965.

Copies of the Quarterly Report will be available to Shell Stock Fund members in Room 139, Main Office Building soon.

NOT ONLY DRIVE SAFELY BUT WALK SAFELY

Refiners have been often cautioned to drive safely and have been given numerous facts and figures regarding automobile courtesy. However, in recent years the number of "walkers", pedestrians, that is, who have been killed in accidents has greatly increased. For example, in 1965, according to the National Safety Council, 8,800 out of 49,000 traffic fatalities were pedestrians. When the statistics for 1966 have been compiled this ratio is expected to be even greater. So, whether you drive or walk, watch out for the other guy--he may not be watching for you.

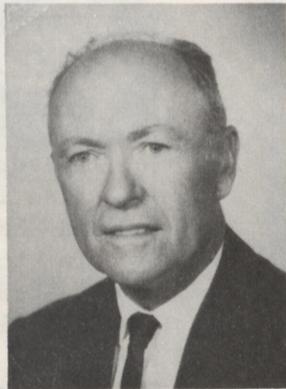
SHELLEGRAPH

Published by Shell Oil Company for its Houston Refinery and Houston Research employees at Deer Park, Texas.

P. H. FISCHER---Editor

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SERVICE ANNIVERSARIES



C. E. CASSIDY
Refinery Lab
35-Years



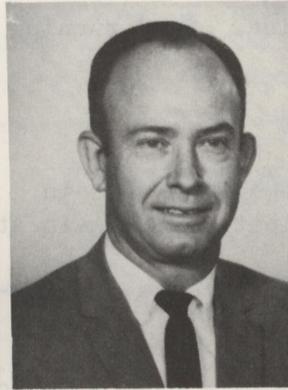
V. T. ELLIS, JR.
Treasury
30-Years



L. HAVARD
Aromatics
30-Years



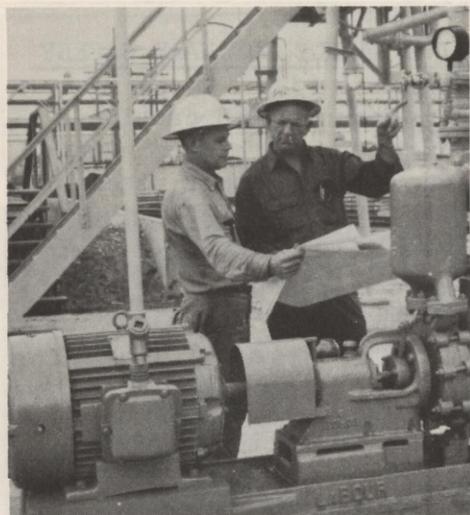
E. L. FORD
Lube Oils
25-Years



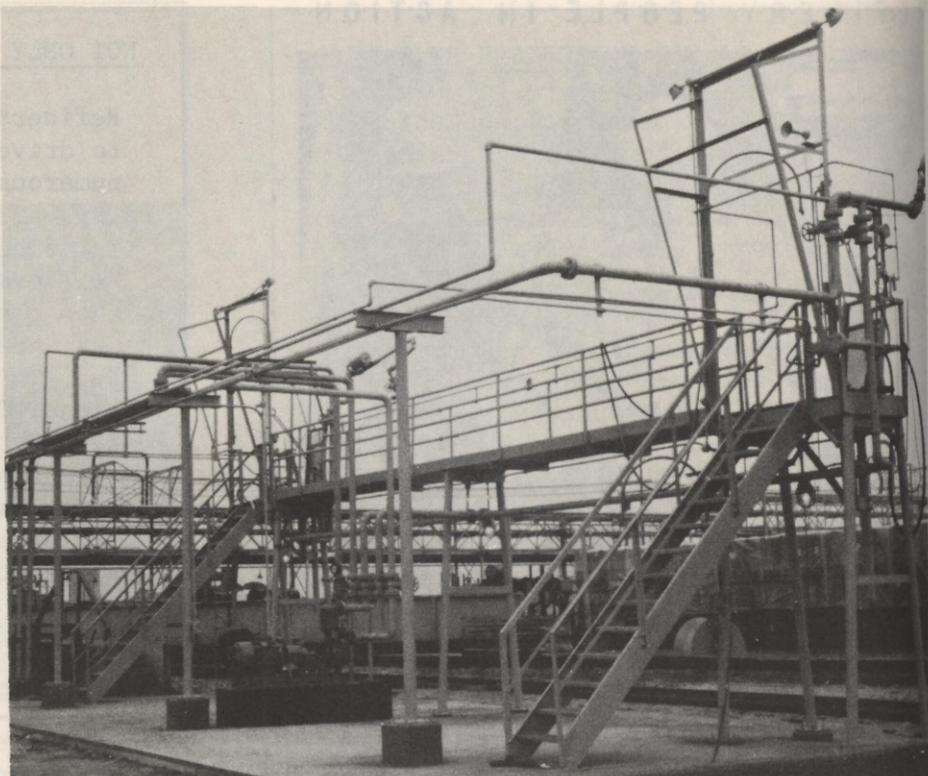
C. B. KINCANNON
Utilities
25-Years



D. URBANEK, JR.
Technological
25-Years



NEW PUMP FOR NEW FACILITY-- N. J. Ellis, Operator No. 1 at left, and B. J. Faulkner, Engineering Supervisor, discuss start-up of new acid loading facility (in picture at right) recently completed.



ACID LOADING FACILITY NOW IN OPERATION--IS ABLE TO HANDLE TWO TANK CARS

The acid loading and unloading facility in the treating area of the Distilling Department is now in operation. Members of the Refinery construction group completed the project recently and installed the two-car rack across the street from its previous location.

As the need dictates, railroad tank cars with about 9,500 gallons capacity supply the Refinery's Alky Plant with 98% black acid (Sulfuric) via the completed facility. The rack is able to take care of two tank cars at the same time--one loading and one unloading. It takes less than two hours to unload a car.

After the Alky Plant has used the acid, it is allowed to settle and is then pumped back to the storage tanks at the rack site. If the acid is found suitable, it is used for solvent treating.

The acid facility also receives 93% white acid for use in the treatment of water at the boiler house and Cyclo Sol 43. When the acids have been used in the various processes, they are returned to the storage tank and then back to the supplier where they are rejuvenated or reactivated.

CLASSIFIEDS

FOR SALE

12' Ward Refrigerator. Good condition.
\$25.00
Telephone - GR-1-4574

Puppies - AKC Collie mother; German Shepherd father.
Telephone - HU-6-1258

Kenmore Washing Machine. Good running condition.
\$25.00
Telephone - MI-3-1140

MW Straight Stitch Sewing Machine in beautiful walnut cabinet. A bargain at \$40.00
Telephone - HU-6-4457 for more information.

4-burner Apartment Range - \$35; 9 Cubic Ft. Refrigerator - \$20; Drop-leaf table and 4 chairs - \$12; 2-piece Living Room suite - \$15.
Telephone - GR-3-6503

A REMINDER TO EMPLOYEES
ELIGIBLE FOR THE SHELL HSM PROGRAM

Tuesday, January 31st is the deadline for the return of your revised HSM card to the P&IR Department. In the event the card which was mailed to your home last Friday has been lost or misplaced, you may obtain an additional card by calling 536 or 533.

TRADE FAIR

Houston Refinery's Junior Achievement Company, SHELL-A-GO, will be represented when the Houston Area Junior Achievement companies hold their annual Trade Fair on Saturday, February 4, and Monday, February 6. The Trade Fair will be held on the Northline Shopping City mall. The hours will be from 9 a.m. to 5 p.m., Saturday, and from 4:30 p.m. to 9 p.m., Monday. Orders for TUFF PUFF and SMUDGE BUDGE, the Refinery's JA Company products, are being taken at the reception desk in the Administration Building lobby.