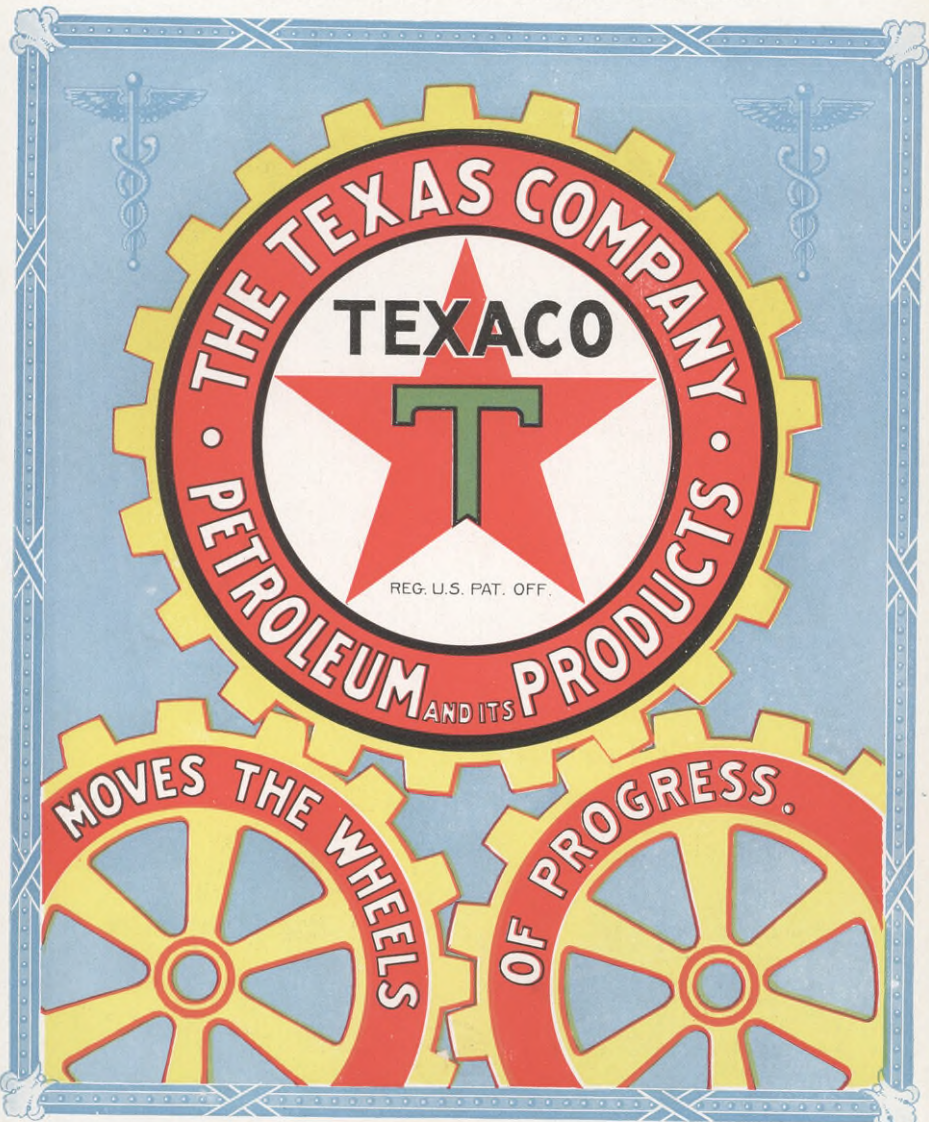


TEXACO STAR

FOR EMPLOYEES OF THE TEXAS COMPANY





Our New Window Display

Here is the "Goldberg window display" set up in a store window. We want to pass this on to the field forces.

We urge all our salesmen to keep this copy and use it as a guide.

The arrangement shown has several distinct advantages.

In the first place, it does not require the skill of a Belasco to set the stage.

Second, it takes very little stock and time—the dealer will not be afraid to tackle it.

It is carefully thought out from the optical standpoint. The cans themselves guide the eye to the display, and because of the simplicity of the arrangement there is no confusion.

Third, it is a "square deal" display. It does not hog all the space. The dealer can readily show spark plugs and similar accessories in other parts of the window and may, if he wants to, set a tire on either side of the background.

And, speaking about the background (the large card), these are

in the hands of district offices.

The Goldberg cartoon, which appears on the upper part of the card, is shown on the back cover.

The card itself is bright colored, neatly finished—easy to set up—just tie two strings and it will stand like a rock. The design has tremendous carrying power.

"The Ad with the Smile Wins;" a laugh often turns the balance and sells the goods. Therefore, gentlemen, persuade your dealers to set up this display and then call 'round later for the consequent repeat orders.

Note.—The only cans needed are eight Easy Pours, eight one-pound grease, two five-pound Thuban.

It is recommended that the card be set on a couple of small boxes, such as those in which tire tubes or similar articles are packed, and the Easy Pour Can nearest the display be set at the same height, and the one next to it be set on a one-pound grease can to give it a little additional height. This serves the purpose of completing the pyramid and leads the eye to the important message on the display: "Buy Texaco Motor Oil in This Can and Have Good Oil When You Need It Most!"

ADVERTISING



DIVISION

PRINCIPLES PROVED BY EXPERIENCE

The reasons why you have something better to sell than the next man will not have a continuous effect unless your product is not only distinctive in quality but also has a trade-mark which stands for that distinction.

No matter how good the product or how good the reason, the public will not quickly recognize either. A solid business is slowly built.

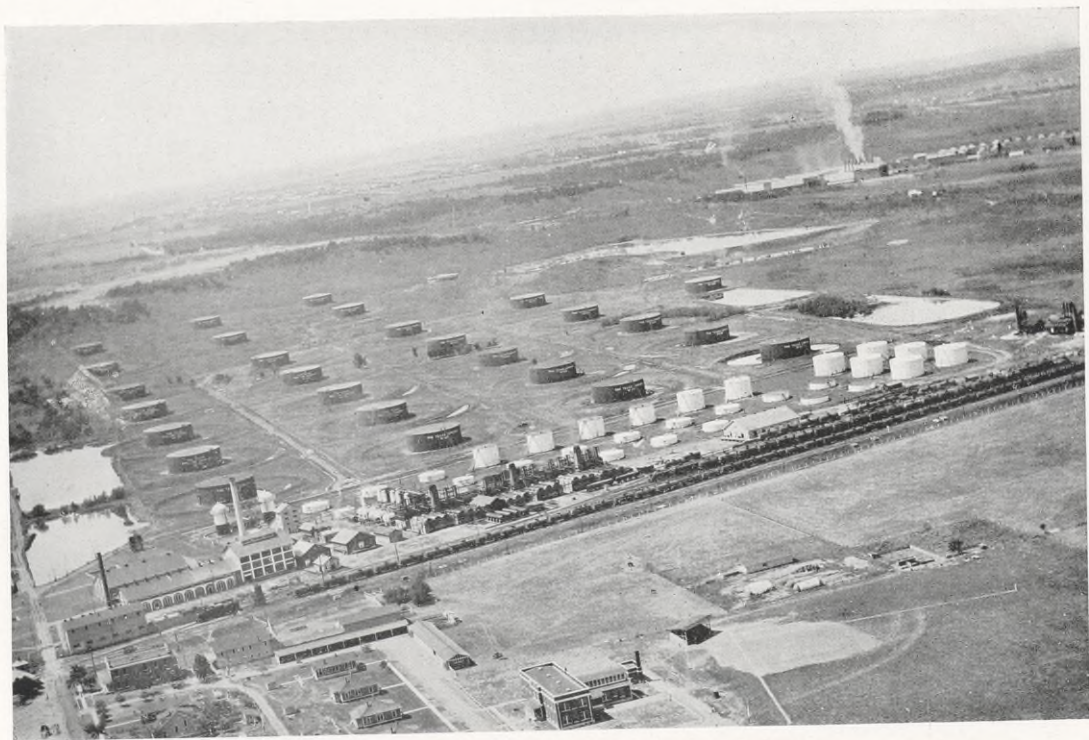
The business building is never finished; one has to keep his product constantly — even doggedly — before the public, especially during periods when the public is not buying. The memory of the buying public is short.

Trade-mark value is hard to establish and easy to lose. Once lost it will scarcely be reestablished. Established, it is more valuable than any material asset. It is the biggest thing in business.

SEVEN SELLING PRINCIPLES

1. The business that merely offers its product for sale will never get anywhere. Everything has to be positively sold.
2. Energy devoted to fighting a competitor is apt to be a wasted energy. A more satisfactory return will be had by forcing one's own affairs forward.
3. One of the easiest ways to draw attention to the fact that one's product is best, is to charge a higher price than competitors charge.
4. It is not possible to let up on the advertising pressure. That must be continuous.
5. No one will buy from you simply because you want to sell. People will buy from you only because you have something that will do them good in proportion to the price you charge.
6. It is extremely difficult, as a business grows, to avoid a public expression of satisfaction in the growth—and to remember the public is interested only in superiority of service.
7. The value to my mind of the various trade-marks that we have established and the reputation of the company itself, which has been trade-marked by a distinctive signature, is greater in actual business value than all the material assets we carry on our books.

—William Hamlin Childs in "System".



WEST DALLAS WORKS AND TANK FARM—VIEW FROM AIRPLANE LOOKING SOUTHWEST

See page nine for view extending foreground of this picture to the employees' cottages which here begin at the left foreground.

TEXACO STAR

VOL. VIII

JULY 1921

No. 7

PRINTED MONTHLY FOR DISTRIBUTION TO EMPLOYEES OF
THE TEXAS COMPANY

"ALL FOR EACH—EACH FOR ALL"

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Address: Texaco Star, 320 The Texas Company Building Annex, Houston, Texas

IF YOU did not read the leading article in last month's issue, please do it at once. In that article Mr. E. B. Parker, General Counsel of The Texas Company, submitted a proposal and plan in which every real "Texaco" man, woman, and child is concerned. Especially he invoked the kindly consideration of the principal stockholders and officers and leading employees of the Company. Do not allow other matters to crowd this one aside. We need to know what cooperation may be expected. As Mr. Parker says: "Are you in?"

* *

The June issue of *The Look Box*, monthly journal of the Refining Department, showed pictures of 255 little children of employes in that Department, and its admirable editorial on that occasion deserves reproduction in the Company's general magazine:

In an address delivered in Houston, Sir Auckland Geddes, British Ambassador to the United States, describing the changing economic conditions that were remaking Europe from agricultural nations into industrial nations, said, as he was listing the evils that accompanied the change, that men were without "that safest and best of all anchors, the hands of little children tugging at their knees."

Of all the truths uttered by the great British statesman, none was more profound. The hands of little children have been, since time began, holding men and women closer to the pathways of duty, of love, of happiness, and of God, and we do not feel that we are going amiss when we turn over the greater part of this issue of *The Look Box*, which has striven always to open paths toward a deep and lasting joy in living, to the children.

Most of the messages in this June issue are for them. And yet, so little does time and experience do for any of us, there is not a one who cannot profit by what has been written for the children. And so we commend it to you, whether or not you are fortunate enough to have an entry.

* *

For the cover design of this issue we are indebted to a stockholder, Mr. William Harvey of New York City.

Public opinion is the greatest and last recourse for the determination of some issues, but that is no reason for turning over to popular judgment any matter which is a question for judicial ascertainment under the law and the facts. When Charles Evans Hughes was Governor of New York he vetoed a referendum by the legislature to let a popular vote fix the passenger mileage rate to be charged by railroads in the State of New York. It was not, he said, a subject that could properly be voted upon. The voters lacking exact information might prefer a rate that would be unjust if not confiscatory. The only method by which such a charge could be properly fixed by law would be to ascertain by responsible unprejudiced investigation a rate that would leave a fair return for the capital invested after efficient maintenance and necessary renewals.

That veto message by Governor Hughes was the last great state paper in this country to come under my observation. I see nothing great in skillfully insinuating appeals, or in outbursts from alleged "hearts aflame;" the commonwealth needs calmness and firmness and justice in political and judicial action.

If the balance of accounts under lawful contract between a corporation and the government is to be settled, it is a very dangerous thing to try to affect the settlement through popular "propaganda." The people, occupied with their private affairs, can not or will not learn the facts on which the case ought to rest; decent men shrink from appeals to prejudice; and the propaganda is generally monopolized by those who have no moral restraints.

The present condition of the railways is a case in point. The government owes them a debt, prompt payment of which is necessary to avoid most serious consequences. But here come in the demagogues and de-

TEXACO STAR

based journalism. Labor union leaders (notably W. Jett Lauck) raised the cry that the troubles of the roads were caused by mismanagement, and that their financial embarrassment was due to excessive dividends paid on the capital investment. Accommodating newspapers gave this vicious assertion the utmost prominence; it was seen by everybody and believed by millions. The simple facts proving the falsity of the assertion were promptly submitted to the Senate Committee, but, if given at all, they were reported by most papers without headlines. Financial journals and technical journals presented the facts, but their readers are not numerous. It should be serviceable, therefore, to give the truth of the matter as stated in *Railway Age* for June 17, 1921:

Since labor leaders charge that railway troubles are due to the fact that railway capital has been getting too much of the earnings and that railway labor has not been getting too much, it is pertinent to compare the amounts that they actually have been getting.

Every dollar that is paid to railway capital is paid in the form of interest and dividends. In the year 1912 the total interest and dividends paid was \$716,600,000. The average paid annually 1913 to 1919 was \$720,300,000. The amount of interest and dividends paid in 1920 probably was less and certainly was not more than in 1919, when it was \$725,300,000.

In 1912 the railroads had 1,642,119 employes to whom they paid \$1,210,000,000 in wages. In 1920 they had 2,031,927 employes to whom they paid \$3,700,000,000 in wages, an increase in wages of about \$2,500,000,000. This is 285 times as great as the increase in interest and dividends paid.

The amount of public service rendered by the railroads in 1920 in carrying freight was 55% more than in 1912, and in carrying passengers 45% more. For its part in rendering this increased service railway capital received 1½% more than in 1912, while railway labor received 200% more.

The interest and dividends paid by the railroads include everything they paid to the security owners, whether derived from earnings or government guarantees.

★ ★

On July 7 Vice President Coolidge delivered an address at the University of Pennsylvania to The American Classical League. The papers the next day gave enough space for a fair report, but according to prevailing custom the editors, instead of turning in as much of the copy of the address as they could spare space for proceeded to give a running account of it with many alleged paraphrases and few direct quotations. I have had too many addresses of my own thus paraphrased, from full copy duly supplied, to imagine that I got much of Mr. Coolidge's speech from such reports of it. I gather,

however, from two direct quotations and one indirect, that he urged the need in this country of a due appreciation and pursuit of classical studies. The quotations are:

"The most pressing requirement of the present hour is not how we are to solve our economic problems, but where are we to find the sustaining influences for the realities of life?"

"Unless Americans shall continue to live in something more than the present, to be moved by something more than material gains, they will go down, as other peoples have gone down, before some nation possessed of a greater moral force. The will to endure is not the creation of a moment, it is the result of long training."

And the report tells that he declared:

The present era gives no new answers to our problems. . . . It is the ancient classics that inspire the ideals toward which men and nations are striving today.

Room is lacking to discuss the value of classical studies; but we may be sure that if a goodly number of our young men profited by them, the commonwealth would be greatly profited. Nothing is more blind than to suppose that only those who attain liberal education are benefited by it. It is of incalculable worth to society at large in countless ways that will suggest themselves to anyone who will take the trouble to think on the subject.

It is neither possible nor desirable that all who seek higher education should study "the classics," but at least it can be said that no one of suitable capacity who ever really studied them ever regretted it. True teachers of the liberal arts and sciences, however unpopular their subjects, know that it is they, and they only, who will be remembered throughout life with a high gratitude by some of their students.

Let me give an instance. I knew for half a lifetime a professor of Latin and Greek, a man of noble talents and culture, who during the last decade of his life was profoundly discouraged by the deterioration of the university he served and loved. Upon his death, a year ago, a former student, then resident in Washington, sent a tribute to his memory in a poem which I know voiced the hearts of all his best students. When you have read the poem, let me ask: Can you imagine such a sense of debt and gratitude to any teacher of the "practical" courses which clutter the soil like weeds in most of our colleges and universities?

TO A BELOVED MASTER—EDWIN W. FAY

Master, you have taught us well

In our golden eager year—

Lessons we may not forget;

If our voices reach your ears,

Know we lay this asphodel

At your feet, and own the debt.

Master, we have loved you well

Though we voiced it not before,

Youth is shy, rebuff it fears;

Now we open wide the door

Of our hearts, and fain would tell

That we loved you through the years.

Master, you have taught us well,

Patient seeker after truth,

Clear of vision, wise and just;

Thanks, that to our eager youth

Once a seer and scholar fell,

—Master, we will keep the trust!

Loy Perfect Soule.

Washington, D. C., June, 1920

TEXACO STAR

TRUTH LIVES.

Though many shout a falsehood—'tis not so.
And when with eloquence beyond belief
Some leader shows relief from all our woe
And offers lasting surcease from our grief,
Believe him not; since that were to believe
Manhood and manhood's God had ceased to be;

For with this passing life we do receive
Both good and ill, as Nature's just decree.
Not all the flowered phrasing of learn'd fools
Can change the simple laws of Nature's schools.

Are her laws complex? Why, they may be so,—

To live our lives as sanely as we can,
Harming no man as through this world we go;
Working to help work out the mighty plan;
Holding before us simple dignity,
Respect for age and law; to strongly fight
For what we feel is just, for liberty,
And to uphold the Truth with all our might.
These complex laws will bring us safe through all;

Desert them and we hasten to our fall.

I am a laborer. My years of toil,
From cold Alaskan creeks to Mexico,
Amid the waves and rocks and woods and soil,
Have brought me little gear, but much of woe,—

And I have faith that man will leave the sod
To struggle upward to a high estate.

But by no man-made rule can he reach God,
Nor by a lie can he escape his fate.
No man-made law can change the law God gives;

So follow Truth—for Truth forever lives!

Houston, June, 1921.

—J. C. Tolman.

God takes His own part in the world,
but man's intelligence can not comprehend the action of God, nor fit the movement of God into human formulas. We conceive the mode of God's Being to be perfection, holiness; but man's mind is incapable of understanding this, he so believes through faith—through faith in the sanity of his own Reason.

God seems to act in the phenomenal world in strict accordance with the laws of nature; if He acts specially it must be upon the individual spirit or mind. It is natural that the spiritual and religious minded men should believe He so acts; and it is wholesome and elevating to so believe.—W. H. Wilson.

Denial of the mystery of evil will only intensify the inalienable tragedy of existence. But the human spirit is endowed with a native dignity which enables it to discover indestructible joy in the heart of irremediable pain.—Kevork Costikyan.

DAUNTLESS.

Then welcome each rebuff
That turns earth's smoothness rough,
Each sting that bids nor sit nor stand, but go!
Be our joys three parts pain!
Strive; and hold cheap the strain;
Learn, nor account the pang; dare, never grudge
the throe!

—Robert Browning.

LIFE WISDOM

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

—Benjamin Disraeli.

Except to profoundly ungoverned souls,
the discipline of life is never permanently irksome.—Kevork Costikyan.

For achievement to be Real there must be failure; and the achievement must in no case be certain else it ceases to have reality.—W. H. Wilson.

The disclosure of excellence in any of its manifold guises affords convincing evidence that there are spiritual altitudes which no evil can reach, everlasting truths in which there is no alloy of error.

—Kevork Costikyan.

What a man worthily endures with fortitude and without discouragement is of equal value with what he achieves—morally is of greater value. Life is made up equally of endurance and achievement. Bear well thy part, whatever it may be, bravely and strongly and without complaint.—W. H. Wilson.

Be patient, if thou wouldst thy ends accomplish; for like patience is there no appliance effective of success, producing certainly abundant fruit of action, never damped by failure, conquering all impediments.—Bharavi.

All real joy and power of progress in humanity depend on finding something to reverence, and all the baseness and misery of humanity begin in a habit of disdain.—Ruskin.

If we are not happy it is generally our own fault—because of wrong choices in what we have desired.

The joys and sorrows that are our earthly lot work together for noble development of character, but they can do no good to an ungrateful and unloving heart.

TEXACO STAR

A letter, dated June 29, 1921, from Mr. E. B. Patterson, whose article, *The Ocean Harvester*, on another page had already been made up for the press, says:

I regret very much to advise that Capt. Lybeck died about three weeks ago, shortly after his *Harvester* was launched and before a trial had been made. The affairs of the company are in good shape and the ship is today at our docks taking fuel and lube for her trial, which will be made July 1. There are skeptics who predict failure of this boat, but personally I feel confidence in its success, having known Captain Lybeck's past history. He was the inventor of an oyster dredge which was used for years in Virginia waters with such success that it was finally prohibited by the Government. It is interesting to note that the *Harvester* was built from the ground up by Captain Lybeck without a blue print, plan, or sketch.

A letter from Roy A. Huston, for some years with the Sales Department, tells that his new Motor Car Service Company, 2710 McKinney Avenue, Houston, has opened for business. One feature of the service is a Greasing Club, the members of which can have their cars greased twice a month. Cars of Texaco people are called for and delivered at the Texas Company Building. Mr. Huston knows what the right oil and greases are, and we may expect as well as wish that he will succeed in his new enterprise.

Your work may seem hard today, but if you will do your best it will be easier tomorrow.

The man who will live above his present circumstances is in great danger of living, in a little time, much beneath them.— *Addison*.

The following news from the Marine Department was received from our New York correspondent too late to be placed with the items given in Departmental News:

Our M. V. *Solitaire* sailed from Port Arthur on May 27 for New York. On June 1, 10 a. m., at latitude 27° 50', longitude 79° 50', she sighted the disabled Motor Yacht *Breakers*. Wireless message was sent out by Captain Morris of the *Solitaire* informing the Coast Guard service of the predicament of the yacht and reply was received that a cutter had left Key West to take the yacht to safety. One of the yacht's crew volunteered to remain on board to be picked up by the cutter. He was supplied with food and water, and three men and one woman were taken on board the *Solitaire* which proceeded on its voyage to New York where they were landed safely. It was subsequently learned that the man left aboard the yacht was picked up by the British Steamer *Bargestead* and landed at Baltimore. The *Bargestead* endeavored to tow the yacht, but in the heavy sea it sunk.

Willing to meet all comers in his class, at 10 lbs., Albert E. Thayer, Jr., born May 23, 1921.

Mr. and Mrs. Harry Norris announce the arrival of Miss Anna Frances on June 19, 1921.

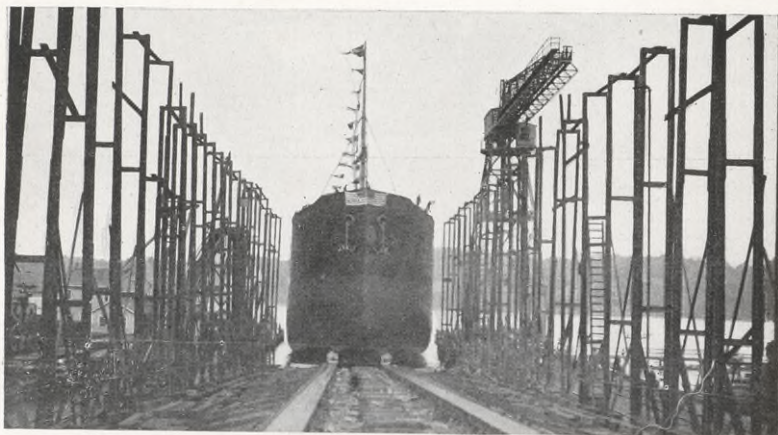
It is needless to direct attention to the Departmental News section, as it is probably the first part turned to by the majority of readers, but the report there given by the Oklahoma District of a solid trainload of motor oils to fill car load orders, following as it does the trainload of lubricating oils reported in last month's issue, is a remarkable feature.

Your employer isn't deaf and blind.



Launching Party

TEXACO STAR



Launching the S. S. "Illinois," Bath, Me., June 11, 1921

THE TEXAS STEAMSHIP CO.

Promptly at 6:05 p. m. on June 11, 1921, to the tinkle of a shattering gold-enmeshed champagne bottle and urged by the sponsor's whispered "I christen thee *Illinois*," another 10,000-ton tank ship sped down the ways of The Texas Steamship Company at Bath, Maine, into the sunlit waters of the Kennebec, completing one of the most successful launchings ever held at this yard.



Mrs. Sawyer Thompson
Sponsor S. S. "Illinois"

men and prominent townfolk.

Immediately following the launching, a bountiful luncheon was served in the mold loft where places had been laid for over two hundred persons. The

loft was appropriately decorated with the national colors and festooned with the colors of the Company. Doctor Frederic J. Patton, the yard physician, served as toastmaster, and proved himself an accomplished and pleasing speaker, dividing premier oratorical honors with Shannon Edwin McKee, who responded with much spirit for the Company and delighted the audience with a mirth-provoking speech. The toastmaster proposed a vassal to the sponsor and the good ship *Illinois*, and in behalf of the Company presented the sponsor with a handsome bar pin in recognition of her services and as a memento of the occasion. The sponsor replied with captivating grace. Mrs. Thompson is to be the recipient of still another souvenir: the fragments of the christening bottle in the golden safety net have been carefully preserved and will be placed in a mahogany case, suitably engraved, and presented to Mrs. Thompson at some future date.

The following cablegram, received from Mr. and Mrs. W. A. Thompson, Jr., now abroad, was read by the toastmaster and received with hearty applause:

"Eshbjerg, June 11th. George B. Drake, Texas S. S. Co., Bath, Me. Congratulations. Well wishes to all. Thanks to sponsor."

A diverting feature of the luncheon was the pseudo aerogram station rigged up near the speakers' table, from and to which messages were "sent" and "received." The shots at the local lights were many and unsparring, and were hugely enjoyed.

Following the luncheon, the guests assembled at the Parish House for an evening of dancing.

The S. S. *Illinois* is the thirty-fourth vessel launched from the yard of the Company at Bath. She is a 10,000 d.w.-ton ship, 430 feet long, of 3,000 horsepower. The new tanker is named after the old *Illinois*, sunk off the Irish coast by an enemy submarine during the world war.

TEXACO STAR

CRUDE OIL PRICES AT WELLS

July 1, 1921

Pennsylvania . . .	\$2.25	De Soto	\$1.15
Corning, O.	1.20	Bull Bayou . . . . .	.90
Cabell, W. Va.	1.11	Crichton . . . . .	.75
Newcastle	1.98	Caddo Light	1.25
North Lima	1.58	Caddo Heavy . . . . .	.60
South Lima	1.58	Vinton . . . . .	.80
Indiana	1.38	Jennings . . . . .	.80
Princeton, Ill.	1.27	Spindletop . . . . .	.80
Illinois	1.27	Sour Lake . . . . .	.80
Canada	1.98	Batson . . . . .	.80
Somerset, Ky.	1.00	Saratoga . . . . .	.80
Ragland, Ky. . . . .	.60	Humble . . . . .	.80
California Light	2.70	Goose Creek . . . . .	.80
California Heavy	1.35	Markham . . . . .	.80
Wyoming . . . . .	.85	West Columbia . . . . .	.80
Kansas and Okla.	1.00	Corsicana Light	1.00
Cushing	1.00	Corsicana Heavy . . . . .	.50
Hewitt	1.00	Electra-Petrolia	1.00
Heraldton . . . . .	.60	Ranger	1.00
Homer	1.25	Burkburnett	1.00

OILING SANS TOILING

It isn't the oil and it isn't the can,
But the need of them both, that makes a man
Feel in his heart to the very core
That he's *For* this thing called "Easy Pour."

It takes no toll, dirt, work, or fuss
To drive to a station and "fill the buss,"
You sit at ease and you calmly smile,
For the world is good and life's worth while.

But every road's not a city street,
Nor does oil always give out within fifteen feet
Of a nigger boy with a nigger's grin
'Neath a sign that says "Just Drive In."

When the dust or mud vies with rain or sun
To make you remember what you should have done,
Then you cuss and swear that never more
Will you forget the can called "Easy Pour."

A new spring suit begrimed with oil
Causes a kind man's temper to rise and boil;
But the next time it happens don't get so sore,
Remember it's useless,—say—"Easy Pour!"

—A Campaigner.

After the United States declared war, a husky book-keeper, through the influence of a political friend, sought safety in an essential industry. He secured a soft job in a shipyard; but, after a few months, he went to the superintendent and resigned.

"What's the matter?" demanded the super. "You ain't had to do nothing!"

"That's all right," the husky replied, "but, I ain't being treated right. I'm always being watched. Ever since I've been on this job a fellow's been following me. He must be a secret service man. . . There he is now."

"Hell!" observed the superintendent, "that's no secret service man. That's your helper."

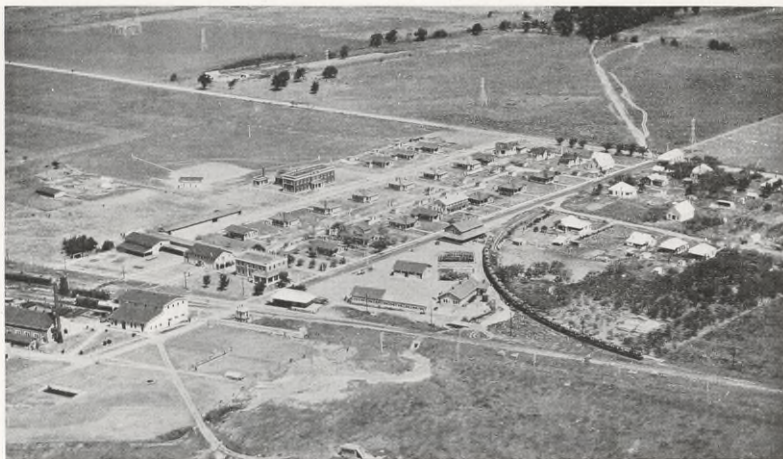
—American Legion Weekly.

"We women bear pain better than men."
"Who told you that? Your doctor?"
"No, my shoemaker."—*Karikaturen (Christiania).*
Mother—"I don't believe I approve of these one-piece bathing suits."
Daughter—"Oh, I think a person should wear something."—*Ex.*
Magistrate—"Can't this case be settled out of court?"
Mulligan—"Sure, sure; that's what we were trying to do, your honor, when the police interfered."



Two tons of the Texaco Star ready to go the Post Office, May 12, 1921
The striking printers walked out on May 2, after the last form had been printed, and the office force and some girls of the bindery had to assemble, bind, trim, and insert in envelopes.

TEXACO STAR



Employees' Cottages at West Dallas Works—Airplane view looking northwest

See frontpiece for view of the Works of which only the boiler house and car-repair shop are seen here. The Club House here shown at left of middle distance is at the center of foreground in the frontpiece.

IS THE WORLD GROWING BETTER?

C. C. BLACKMAN, Superintendent West Dallas Works

With the world as it is today, after a four years' war which caused the death of millions of men and the destruction of property incalculable, he must be a thirty-third degree optimist who can see that civilization has greatly improved humanity in the last two thousand years. Now, with strife and crime and unrest in every corner of the globe, the better day seems far away.

Nations are suspicious of each other—armed to the teeth to protect themselves from imaginary invasion—and so it seems with individuals. The supreme art—the one above all others—is the art of living together justly and charitably. There is no other thing so taxing, requiring so much wisdom, so much practice, as the how to live with our fellow-men. The real business of life is to know how to get along in the world. Only one who has gone through the mill, and fully learned to understand the situation, is in a position to formulate some pointers.

Who is this Moses for whom we are looking to lead us out of the wilderness of crime and trickery? Everybody is spar-

ring for advantage. The simple and plain solution of this problem is to *Play the Game Squarely and Behave One's Self*. This applies to nations as well as to individuals.

Every man with any ambition wants to get up the ladder; he does not want to sit on the lower rung for life. If he gets to the top, it's a sure indication that he didn't "soldier" on the job. He has made good since his boyhood. Every little success has given him a boost. He is the man who keeps his promise, respects the rights of other men, and keeps his eye on his job—not on the clock. He is the man who fights his own battles, admits his mistakes, and seeks no subterfuges. He is the man who deals fairly and meets his obligations. He is the man who is called "lucky dog." But the fellow who boasts that he wants only what is coming to him, often passes his plate for a third helping.

The trouble with us Americans today is that we are speeding up too much. We are living in a mile-a-minute age. Motion, bright lights, and time-burning speed cost money, which must be had to keep up

TEXACO STAR

the pace; and means of getting it quickly must be devised. The gun is a sure and effective argument, and absolutely safe if one can avoid the "cop." This fast pace includes such strenuous work as golf, base ball, tennis, poker, prize fighting, etc. I think the time is soon here when actual, necessary and important work will be considered "Recreation."

We should go back to the days of our fathers and consider their ways—not enough to block the tracks of progress, of course, but enough to get the proper grip on ourselves, a grip that many of us do not have at present—and then live wisely. It will follow naturally that we then shall live longer, and get more out of the time we spend at it.

CONGENIAL WORK

One of the first things a child learns is that daddy goes away from the house every day to a mysterious place called "the shop," or "the office," or just "to work." He doesn't know what work is or why his father should go there every day, but he does know that six days out of seven at least the old man disappears in the general direction of it.

As he grows up he gets a first hand acquaintance with work, soon or later, according to the circumstances of his family.

The right-thinking man looks on work, his work, not as a hardship or a burden, but as the worth-while privilege of every healthy-minded human being. The normal man likes work, some kind of work, and if his daily work is not the kind he likes, then in justice to himself and his employer he should get into the kind of work he really enjoys.

The bookkeeper who slaves over his books six

days a week may spend all day Sunday under his flivver pushing, pulling, bolting, unbolting, scraping, lifting—working, working hard; but it's fun to him because his heart is in it. That man should never be a bookkeeper. He'd make more money and be more useful as an expert automobile mechanic.

So usually, if a man likes his work we know he is in the right kind of work. If he finds his work a constant drudge then he's in the wrong kind of work.

A man's attitude toward work is important. He should definitely think out the relationship of himself to his work, as had the darky whose employer said, "Sam, it appears to me you're afraid of work." "Afraid of work, boss? Afraid of it? No, sah, ah ain't afraid of work. Why, ah can lie right down aside work and sleep anytime, yes sah."

—Philadelphia District Office.

BUSINESS COURTESY

IN THE FIELD, IN THE SHOP, IN THE OFFICE

P. A. ANGENEND, The Texas Pipe Line Company, Houston Office

"Proper Cooperation in an Organization Prevents Costly Mistakes," reads a card hanging in the office of a well known oil company. It prompts the following observations.

A Superintendent who has one or more District foremen under his direct supervision, should, for the Foreman's sake as well as his own, issue instructions, grant favors, etc., through the foreman. Such action by the Superintendent will instill respect for the Foreman in the men working under him and will also give the Foreman a better opportunity to plan his work and assure him that his orders will be carried out.

When a man approaches the Superintendent for orders, leave of absence, or favors, disregarding the Foreman, he should be referred to the Foreman. The Superintendent should take no action in any matter without first consulting the Foreman, except in cases of emergency or in case of confidential or personal matters. In such cases the Foreman should be informed of the action taken by the Superintendent. This is simply business courtesy. Consider the light in which the Superintendent would be placed should his Foreman consult with the General Manager instead of taking up such matters with him.

When the Superintendent cooperates with his

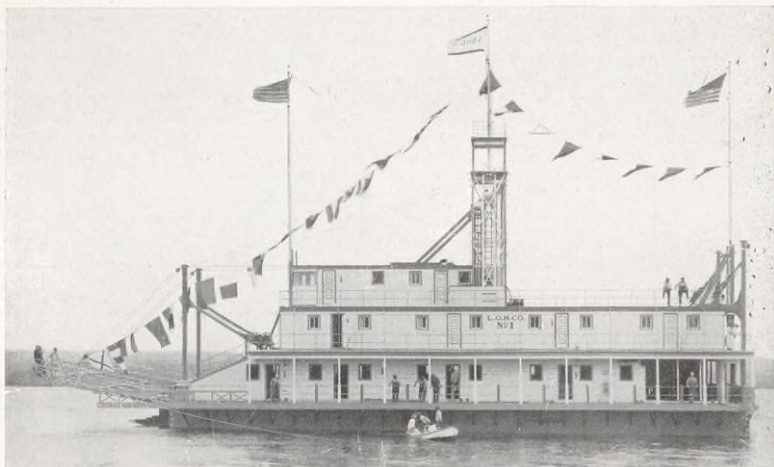
foremen in this manner, and when the men know that they must look to their foremen for instructions, it will relieve the Superintendent of any worry or misgivings he might otherwise have when he is called away on business or for other reasons. If the Foreman is the right kind of a man, such cooperation will be appreciated and more effort will be put forth by him for greater efficiency.

This also applies in an office. If an office manager has one or more assistants, he should look to them alone for the carrying out of his instructions. If he considers them sufficiently capable to be his assistants he should place confidence enough in them to permit them to pass on questions of leave of absence, etc. His dealings with his assistants should be such as to instill in the men under them the respect necessary to carry out successfully the work to be done.

An office manager who deals directly with the men, instead of with the person he has placed in charge of them as his representative, would feel that his ability was questioned should his superior take up matters with one of the men or with his assistant. The assistant naturally feels

(Concluded on page twenty-eight)

TEXACO STAR



Lybeck Ocean Harvester—"Liberator No. 1"—Launched May 10, 1921, at Lybeck, Fla.

THE OCEAN HARVESTER

E. B. Patterson, Marine Salesman, Jacksonville, Florida

The Lybeck Ocean Harvester is a fish catching machine, for deep sea fishing and packing on wholesale scale, the invention of Captain Nels A. Lybeck. The "Liberator No. 1" is equipped with three 75 h. p. heavy oil Diesel engines for propulsion, and two 50 h. p. engines of the same type operating dynamos, generators, and conveyors. The engines are lubricated with Texaco Ursa Oil; the dynamos, with Texaco Cetus; ice machine, with Texaco Spica;

and all conveyors, chains, cables, etc., with Texaco Crater Compound.

The Ocean Harvester opens a gigantic project and seems destined to play an important part in affecting many industries and to revolutionize the fishing industry.

It is practically a completely equipped packing house plant to operate immediately at the source of supply—the greatest stock yard in the world—the Ocean. The live-stock costs nothing until it comes to the slaughter house, and the supplies are inexhaustible.

Fishing is automatically going on all the time the Harvester is under way—24 hours a day. Every factor that science and modern mechanics can offer to make conditions of almost continuous certainty have been adopted.

Sea-planes are used for locating schools of fish. The Harvester and sea-plane keep in communication by wireless telephone.

Electricity enters largely into the fishing operations, making it possible to stun fish for a considerable distance ahead of the boat, so that, for the time being, even shark or porpoise are made helpless and float up in front of the oncoming boat.



Before launching—Showing propellers

TEXACO STAR

At night, powerful search-lights from the Harvester are directed into the water for a great distance ahead; an attraction bringing fish into the path of the boat all through its night operations.

The fishing itself is mechanical and automatic. A scoop net, 50 feet wide, 20 feet deep, extends under water forward of the boat. This net is always open and in fishing position to be pushed into schools of fish. The net converges to a throat, 28 feet in from the lips of the wide open mouth, the entire maw being of closely

meshed metal work. Conveyors work up out of the throat of the net, traveling between the hulls—the Harvester being multiple hull type—and spilling the fish into sorting machines on the lower deck.

From that point, packing house methods take care of the recovery of all the values, for food, for the industrial use of by-products, and for stock-feed and fertilizer. Every fish is a good fish, and every part of every fish is a good part—good for some purpose. The Harvester will use everything but the smell.

HOW MUCH DO WE STEAL FROM OUR EMPLOYER?

ELMER McMILLION, Sales Department, N. Territory, Norfolk District Office

Inasmuch as the question is asked, how much we have stolen, the inference is that we have stolen some. This is a grave charge to make against an individual employe, or employes in general, and of course if you were charged with theft personally you would immediately demand proof. To steal anything implies dishonesty of a mean sort, and one proved guilty of theft is looked upon with contempt and disgust. There is, however, a certain kind of thievery that has been going on for a number of years, and having come in contact with many men in the business world—both employer and employe—the subject of being honest with my employer as well as with myself has been one for serious thought. I have seen so much of dishonesty on the part of employes, there has been so much stealing from employers, that I have sometimes wondered whether genuine honesty is not a thing of other days. I have sometimes wondered whether my silence in regard to this everyday thievery does not make me an accomplice.

Perhaps you would like to know what specific things have been stolen—as I seem to be on the inside track. There are persons who think that one must steal a certain amount to become a thief. There are others who think that one must steal goods of a certain character before he becomes a thief. The commandment does not say "Thou shalt not steal a thousand dollars;" it does not say "Thou shalt not steal a diamond ring;" it is broad enough to cover the whole realm of stealing, for it says "Thou shalt not steal."

Before you were employed by the company for which you work, I have no doubt that you agreed to work for a certain amount per month or per day. I have no doubt that you agreed to work for a certain number of hours per day. In other words, your employer agreed to pay you a certain amount of money for a certain number of hours served. Therefore, your employer purchased a stated amount of your time just as clearly as you would purchase a suit of clothes or a pair of shoes. Suppose, when you were employed in your present capacity, you had said to your employer, "I will agree to work on the eight-hour basis, but the company must allow

me during that eight hours one hour for leisure, and if I so desire during that hour I can disturb my fellow employe in his work by engaging in social chat, or in whatever manner I may care to employ my time." Do you think you would have landed the job on any such agreement? The facts are quite different from this. You promised your employer, if not in so many words, through your general conversation, that you would give your very best during the hours stipulated as the company's working hours. But if you belong to a certain class of employes, you have either forgot that promise, or else you never intended fulfilling this part of the contract, and you may have been stealing thirty minutes or an hour each day as the opportunity comes. Yes, I mean stealing—stealing from your employer. Money has been paid for your time, and you have been stealing a part of that purchased time. Anything short of your full service is so much stolen from your employer.

Let us suppose you are working eight hours a day, and the company is paying you four dollars for your services on this basis. If, instead of working the full eight hours, you steal one hour of time by loafing on the job, you steal 50 cents worth of the time purchased from you. Now, if we count the working days in a year at 300, and you loaf on an average of one hour a day, at the end of the year you will have stolen \$150. And if you succeed in getting by with that kind of service for a period of ten years, you will have stolen \$1,500 worth of purchased time. Not only so, but perhaps you have caused other employes around you to lose a like amount of time, and thus in ten years the company has lost \$3,000 through your dishonesty. Let us hope that conscience may not cease to be our guide in this matter of taking what does not belong to us, and that we may seek through our individual effort to advance the interests of the company for which we work.

Personally, I can see no difference in stealing \$1,500 or \$3,000 in a lump sum, or in stealing a like amount at the rate of fifty cents a day. Can you? Except that the fellow who steals fifty cents a day has to commit so many more dishonest acts in order to get the same amount.

TEXACO STAR

DEPARTMENTAL NEWS

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

Refining Dept.	C. K. Longaker, Houston
Natural Gas Dept.	C. K. Fletcher, Fort Worth
Fuel Oil Dept.	E. B. Joyner, Houston
Railway Sales Dept.	J. A. Brownell, Houston
Marine Dept.	(J. Nicholle, Port Arthur)
Legal Dept.	H. Tomföhrde, Houston
Treasury Dept.	(H. Norris, New York)
Comptroller's Dept.	(B. E. Emerson, Houston)
Insurance Dept.	(P. A. Matherson, New York)
Sales Dept. S. Territory	C. M. Hayward, New York
Sales Dept. N. Territory	R. C. Galbraith, Houston
Asphalt Sales Dept.	Personnel Committee, N. Y.
Export Dept.	J. B. Nielsen, New York
Purchasing Dept.	(J. A. Wall, New York)
Railway Traffic Dept.	(J. T. Rankin, Houston)
Producing Dept.	J. M. Fleming, Houston
Pipe Lines	Orto Hartung, Houston
The Texas Steamship Co.	Fred Carroll, Houston A. R. Weber, Bath, Me.

REFINING DEPARTMENT

WATER SHIPMENTS BY THE TEXAS COMPANY FROM PORT ARTHUR, TEXAS, MONTH OF JUNE 1921

Refined—Coastwise.....	391,893 bbls.
Refined—Foreign.....	305,930 bbls.
	697,823 bbls.
Crude—Coastwise.....	46,430 bbls.
Crude—Foreign.....	7,143 bbls.
	53,573 bbls.
Total.....	751,396 bbls.

DELAWARE RIVER TERMINAL

Straight Talk.—You're working day after day in the big shop. You're either satisfied and happy or else you're sore about something.

If you're satisfied and know you're getting along all right,—fine!

If you're sore, I want to ask you one question: Do you know who is your boss?

"Sure, Mike," you say. "I'm working for the man who owns this business."

But that's not so—not on your life. You're working for yourself. You bet you are.

You're in business for yourself just as much as the big guy who owns the business.

He isn't your boss at all.

He's your customer, and you're selling something to him, just like he's selling something to his customers.

The "boss" is selling goods to his customers because they need them. And you're selling your work to your customer because he needs it.

Now, suppose the "boss" starts in to make poor goods; doesn't give the people full value for their money.

What happens?

Why, the people find it out, and won't buy his goods. They buy some other goods, and he loses his customers.

Now suppose you start in selling your cus-

tomers, the "boss," poor work. You don't give him a full day's work for a full day's pay. What then?

Why, the "boss" is going to do the same thing with your poor work that the people would do with his poor goods.

He's going to buy another's work. You lose your customer and have to hunt another.

People buy the best goods they can get for their money.

The "boss" will buy the best work he can get for his money.

You've got to look at it this way before you can get ahead.

You've got to deliver the goods to get the money, no matter what you do.

Just as soon as you learn that you're your own boss, you will sell the best work you have in you.

And the "boss" will buy all you've got.

—Selected.

THE TEXACO STAR

The Texaco Star is always bright,
Shedding its lustrous day and night;

A Lubricant for every use,
No longer need for any excuse;
From North to South and East to West
The Texas Products are the best.

The Texaco Star shines day and night,
Where'er it goes it sheds its light.

Its products long have stood the test,
As countless thousands have confessed;
For quality and price combined,
The Texas wins in every clime.

None genuine without the Star;
No matter who or where you are

It's a guarantee you've got the best.

As many millions have confessed,
From North to South and East to West,
The Texas Products are the best.

The Board of Directors, whose eyes see far,
Their experience and judgment are ruling the Star.

And your business relations, wherever you are,
Will find liberal treatment with Texaco Star.

To all I would say from near and far,
Get the best on the market from Texaco Star.

—Joseph E. Clough, Watchman,
Delaware River Terminal.

PROVIDENCE TERMINAL.—With unanimous voice we wish E. A. Curran health

and happiness and prosperity in the married life upon which he ventured June 18,

1921. Eddie started with The Texas Company July 26, 1911, his first official title

being Head Office Boy. This position he held one year, and from the first won a

friend for himself out of every employe. He went from office boy to checker in

the shipping office, then to the main office as stenographer, and is now Construction

Cost Clerk. The young lady whom Mr. Curran chose for his life partner was

Miss Virginia Shannon. They were married at St. Benedict's Church, Conimicut,

R. I. Mr. Curran's personality, sterling qualities, and congenial disposition, which

endeared him to the hearts of his co-work-

TEXACO STAR



JACKSONVILLE

ers, we feel sure will guarantee for him a life of happiness.

The quoit team composed of Vic Marshall and A. S. Patrick won the championship honors in an elimination contest. The final match between the "Champs" and the O'Brien-Gardner team was close and well played all the way through.

NORFOLK TERMINAL.—Mr. and Mrs. Frank Nash Bilisoly have issued invitations to the wedding reception for their daughter Charlotte Ruth, whose marriage to Mr. William H. Shriver will take place Wednesday evening, June 15th, at their home in Westhaven, Portsmouth. Bill was formerly at Norfolk Terminal, but was transferred to New York Office. His friends here wish him happiness.

When the Superintendents of the Northern and Southern Terminals met at Norfolk in May the employes of the Terminal entertained them on the evening of May 18 with a dance at the Ghent Club. About 300 were present and the affair was probably the finest and the largest ever given by the employes of Norfolk Terminal.

Our guests were, from the Terminals Office, New York, Messrs. L. R. Holmes, H. M. Herron, A. B. Cox, Mr. and Mrs. R. Amundsen, T. L. Hughes, L. G. Swanson, C. C. Moore, W. V. Winslow, V. J. Romeo; of the Marine Department, Messrs. J. P. Roney and S. H. Rice; from Northern Terminals, Messrs. A. E. Manley, S. Hallager, E. C. Tower, A. E. Sandford, J. J. Folan; from Southern Terminals, Messrs. W. B. Williams, E. Merren, C. E. Lepley, William Kneisler, G. Azvest, G. W. Erwin, C. R. Dawson; from the Norfolk District Office, Mr. and Mrs. J. W. Thompson, Mr. and Mrs. R. E. Allen, Messrs. L. Austin, H. Foster, J. R. Walker; off the S. S. "Lightbourne," Messrs. Young and Palm.

Mr. and Mrs. Thos. Wall, Mr. and Mrs. A. M. Dickinson, Mr. and Mrs. A. D. Jack, Mr. and Mrs. T. T. Kent, Mr. and Mrs. C. H. Merriek, Mr. and Mrs. A. L. Simpson, Mrs. Blanche Hicks King, and Mr. R. W. Ford comprised the Reception Committee. The ball room was beautifully decorated by a committee consisting of Captain and Mrs. Patterson and Captain and Mrs. W. W. Ford. The officers of the Athletic

Association were active in the management and did a great deal towards the success it proved to be.

Norfolk Terminal baseball team defeated the Portsmouth Cotton Oil team on their own grounds in a close well played game on Saturday, May 14, score 5 to 3. Connie Macon pitched for Texaco and had control of the game at all times. Joe Holt played a star game in left field and hit three two-baggers and a single. Charley Merrick broke a bat in his effort to get a hit on his last time up. Randolph was a great wheel-horse at first base and as steady as a battleship in a rough sea. It was a great game for rooters, as the bases were occupied in all but one inning, and it was fast playing by both sides that held the score down.

On June 4 Texaco again defeated the Portsmouth Cotton Oil team by a score of 9 to 2. This was the third game of the series, with the same batteries and practically the same line-up on both teams. The Portsmouth Cotton Oil team won the first game by a score of 8 to 1.

The Texaco Bowling Team on June 9 defeated the new team of Paul-Gale-Greenwood at Albano's Alleys in a fast and exciting three-game series. The Paul-Gale-Greenwood team made a very good showing for their first appearance on the local alleys, beating the Texaco team by four pins in the first game, and the Texaco team had to do their very best to come out winner. The final score for the three games was Texaco 2,277 and Paul-Gale-Greenwood 2,187.

Krick, of the Texaco team, had the high average of the three games, 177, with Frank B. Paul, of the Paul-Gale-Greenwood team, running him a close second, with 168. Jack, of the Texaco team, led the high individual score of the evening with 186. Texaco averaged 455 for the three games and Paul-Gale-Greenwood 436.

NATURAL GAS DEPT. On June 8, 1921, Mr. Keete B. Stothart, popular employe of our Shreveport District, was married to Miss Gladys E. Few of Caddo, La. Immediately after the ceremony, the happy young couple left on a two weeks honeymoon to be spent at Galveston and Mineral Wells, Texas. After June 20 they will be at home at Caddo, La., where they will be welcomed into the large Texaco family in this District.

MARINE DEPT. The M. V. *Maryland* while on her way from Port Neches, part loaded with general cargo, to Port Arthur to complete loading cargo for Bayonne, took a sheer and collided with the locks in the Sabine-Neches Canal, damaging several frames and plates and watertight bulkhead on the starboard side forward.

TEXACO STAR



E TERMINAL

When the *Maryland* arrived at Port Arthur survey was held by J. C. Grant of Galveston, representing Underwriters, and L. J. Williams of New Orleans, representing Classification. After this survey it was decided that only temporary repairs would be made at this port, and permanent repairs after the vessel's arrival at New York. To make the temporary repairs it was found necessary to unload the cargo from No. 1 Hold in order to bring the bow out of water sufficiently to get at the damage. These temporary repairs were

made by The Beaumont Shipbuilding Company and were completed after thirty-five days, when inspection was held and seaworthy certificate obtained for the vessel to proceed North. Loading was commenced June 15 and finished June 20, and the *Maryland* sailed from Port Arthur with full cargo for Bayonne at 7 a. m., June 21, 1921.

This is the second time within the last three months that this vessel collided with the locks in the Sabine-Neches Canal.

On June 10, 1921, the S. S. *Virginia* while proceeding from Port Neches, light, collided with the same locks. This ship made a double header. After entering the locks the wind struck the vessel on her bow causing her to sheer suddenly to starboard. The starboard bow struck the western end of the locks, and the vessel then sheered back to port and struck the other side of the locks. Several plates and frames were indented on the port and starboard bow. Temporary repairs were made at Port Arthur and the *Virginia* sailed for Port Lobos 3 p. m., June 17, to load for Providence, and thence to proceed to New York for repairs and a general overhauling.

From these accounts it may seem that The Texas Company's ships are trying their utmost to have the canal locks removed.

Captain S. A. Svensson has been transferred from the S. S. *Brabant* to the S. S. *Alabama*, relieving Captain P. Peterson, who will take command of the S. S. *New York*, relieving Captain E. O. Larsen, who has been assigned to The Texas Company's new S. S. *Illinois*, now ready at Bath, Maine.

Chief Officer C. W. Kacking of the S. S. *Texas*, has been placed in charge of the S. S. *Brabant*.

Captain Albert Johansen of the Barge *Dallas* left on a vacation to visit his relatives in Webster, South Dakota. Captain Johansen says this is the first opportunity he has had to visit his



M. V. "Maryland" after collision with locks, April 28, 1921
At West Bank, Port Arthur, after collision with the Sabine-Neches Canal locks. See the upper portion of the dent in starboard bow.

TEXACO STAR

people for thirteen years. The Marine Department wishes Albert a very pleasant vacation.

During Captain Johansen's absence off the barge *Dallas* he is being temporarily relieved by Captain C. E. Lake, Master of the barge *Tampico*.

The following letter from a wideawake agent to his superintendent is given (eliminating the District earmarks) on account of its value from a sales standpoint:

Sales Station, Busy District,
Southern Territory,
June 17, 1921.

Superintendent,
The Texas Company,
Headquarters.

GASOLINE

Dear Sir:

I received your letter, above subject.

It will be of material help to me, for I am getting out letters not only to the retail trade but the consumers, and will see if we cannot change the attitude of some of the retailers.

Now my education is far from complete. If anyone should ask me what is meant by the term "end point," and my failure to answer meant crucifixion, all I could do would be to say: "Here, Lord, I give myself away, 'tis all that I can do," and let that settle it. What is "end point"? If I could transfer the question to gritz gauze, middlings, red dog bran, shorts wheat, oats, or corn, I might get by, but—"end point"!!! After a man had looked at the misshapen legs, the double-humped back, the ugly neck and head of a dromedary, he said: "Hell, there ain't no sich animal."

Tell me about "end point."

Yours very truly,

Able Agent.

The slogan "1921 Will Reward Fighters" originated early in the year with the *Chicago Tribune*. The writer had a copy of this slogan in striking form sent to each District Office and individually to all our lubricating men. There are a number of readers of the *Star* who will appreciate the attached clipping, and it is suggested that it be run in the July issue:

Your Neighbors and Mine.—She paused at the bold-faced slogan in the *Chicago Tribune*—"1921 Will Reward Fighters."

"If that's true," she remarked, "the couple next door will be multi-millionaires."

—*Indianapolis Adscript.*

HOUSTON DISTRICT.—Miss Ursula Davis, agent at San Benito, Texas, and Mr. T. W. Van Wyck were united in marriage May 22, 1921. *Congratulations!*

Assistant superintendent J. K. Sullivan on account of illness has gone to Mineral Wells to recuperate. Houston District wishes him a speedy recovery.

Taft, Tex. Station was opened June 1st, with E. W. Sanders as Agent. We extend Mr. Sanders a hearty welcome into the Texaco ranks.



Filling Station, San Benito, Texas
Operated by our Agent, Mrs. Ursula Davis Van Wyck.



WONDERS OF THE DEEP

Storms and floods, such as occurred at Corpus Christi, Texas, in 1919, are productive of many wonderful phenomena which do not always find their way to the attention of scientists. A remarkable occurrence, well worthy of attention of the scientific and mechanical world, has recently come to light through inspection of a file of correspondence between Houston District Office and Superintendent of Equipment and Construction Division. We copy a letter verbatim:

Houston, Texas, October 4, 1919.

Subject: CORPUS CHRISTI STATION
Ford Roadster No. 3347

Mr. J. C. McCullough,
Building.

Dear Sir:

I have your letter of the 3rd inst., above subject. For your information, this Ford Roadster was in the lot at our Corpus Christi Station during the storm. We have two large grey horses that are used in pulling our tank wagon at that point. The water, on the night of the storm, was 12 feet deep in the lot and these horses saved their lives by climbing aboard the Ford Roadster, remaining on it for forty-eight hours. They mashed it considerably and damaged it to such an extent that \$100 is considered a fair price for it, so our Agent at Corpus Christi advises.

Yours truly,

S. E. Monroe, Superintendent.

We are indebted to C. Baylor Hull for the drawing which represents this curious occurrence. (Scientific American, please copy.)

"Be willing to help others, but put your trust in your Maker and yourself."

TEXACO STAR

DALLAS DISTRICT.—We noted in the May issue of the Texaco Star that Greensboro, N. C. Station claims 100,000 gallons in one month with a 770-gallon capacity White Tank Truck. We can go them one better. C. C. Crabb, Dallas, Tex. Station, driver of F. A. Tank Truck, 756-gallon capacity, has a record for the month of May of 113,132 gallons, and 100,000 gallons a month is nothing unusual for him.

We extend deep sympathy to Agent L. L. Barber and Mrs. Barber of Tyler Texas, whose little girl has been called home to her Heavenly Father. She was sick only a short time and passed away on April 25.



"The Galloping Goose"

Handley Page, English bombing plane, stopping at Dallas, on flight from Kelly Field, Texas, to Bolling Field, Virginia, to take part in bombing test between Army and Navy. Lieut. Palmer was in charge and flying "The Galloping Goose" himself. This machine has two 450 h. p. Liberty Motors, speed of 75 to 80 miles an hour, about 90-ft. spread from tip to tip, would hold 14 passengers including crew.

Two Caproni bombing planes on the same flight also stopped at Dallas. These had three 450 h. p. Liberty Motors and speed of 90 to 95 miles an hour. They were piloted by Lieut. Nutt and Lieut. Plumb.

All three ships consumed over 900 gallons between San Antonio and Dallas, and when they left Dallas they were well supplied with Texaco gasoline and lubricating oil.

AGENTS WITH 100% COLLECTIONS FOR MAY

Albany	E. D. Leib	Leonard	A. A. Davy
Athens	A. F. Wood	Marshall	W. E. McGilray
Baird	F. L. Walker	McKinney	S. S. Timlinson
Ballinger	Lee Butler	Mincola	J. M. Heard
Brady	J. C. Gabagan	Mineral Wells	R. S. Millard
Canadian	John Caylor	Munday	W. E. Gray
Childress	C. T. Jones	Pilot Point	R. T. Grissom
Cisco	Wm. Reagan	Plainview	W. M. Turner
Clarendon	R. W. Adams	Quanah	C. F. Winbury
Coleman	R. D. Johnston	Snn Saba	B. C. May
Colorado	R. D. Hart	Seymour	T. S. Herrell
Comanche	O. H. Donaho	Snyder	Gay McQuaam
Copperas Cove	J. A. Brooks	Stephenville	H. P. Cole
Corsicana	W. J. Cheney	Sterling City	R. P. Brown
Decatur	H. H. Heathington	Tahoka	W. G. Tarrant
Dublin	F. A. Wieser	Terrell	Hugh Cowan
Eastland	F. R. Jones	Texline	J. L. Hill
Ennis	J. R. Williams	Vernon	J. A. Robinson
Ferris	H. R. Crumley	Waco	H. L. Waggoner
Goldthwaite	MR. Weatherby	Waxahachie	C. Trentham
Hamlin	G. G. Hall	Weatherford	H. L. Tate
Hereford	C. P. Cockrell	Winters	J. G. Key

An Indian named Big Smoke was employed as a missionary. A White Man, encountering Big Smoke, asked him what he did for a living.

"Umph," said Big Smoke, "me preach!"

"That so? What do you get for preaching?"

"Me get ten dollar a year."

"Well," said the white man, "that's damn poor pay."

"Umph," said Big Smoke, "me damn poor preach!"

It isn't true that men will do anything for money. Some won't work for it.—E.E.

OKLAHOMA DISTRICT.—That Trainload of Motor Oils We Promised the Management to Get—We Got.

In the last issue of the *Star* we showed a Trainload of Lubricating Oils moving to Oklahoma, the first Trainload for 1921. We also announced we would have a solid Trainload of Motor Oils come out of the Refinery not many weeks afterwards. On July 25 our second trainload for 1921 will move forward.

The men who made the Motor Oil Train possible are listed below and this bunch of live ones deserve all the nice things said about them that can be thought. Oklahoma District has always followed a little motto of its own, "It Can Be Done," and has always found that the men in the field can put over any proposition brought before them. Some said "You can't do it," others said "It has never been done," and now that It Has Been Done our competitors are letting us know they think it is some little feat that has been put across. We're proud of the Solid Trainload of Motor Oils, not a gallon of anything else in the train. And we're just as proud of the boys who made it possible. Here they are:

J. W. Hinch and R. T. Herndon	1 car
John Dryden	1 car
E. H. Schroeder	1 car
W. F. Mitchell and A. M. Kinney	1 car
E. F. Underwood	1 car
E. F. Underwood	1 car
R. J. Crane and R. T. Herndon	1 car
W. F. Mitchell	1 car
E. L. Dryden	1 car
L. H. Morrison and R. G. Johnson	1 car
T. F. McCoy and Will Carroll	1 car
R. M. Hale	1 car
W. F. Mitchell and A. M. Kinney	1 car
D. H. Dilday and E. L. Herndon	1 car
H. L. Harless and E. L. Dryden	1 car
C. S. Arnold and R. T. Herndon	1 car
R. D. Starbuck and R. T. Herndon	1 car
P. M. Rawls	1 car
J. W. Wallace, R. W. Adams and R. T. Herndon	1 car
L. C. Riley	1 car
T. E. Phillips and R. G. Johnson	1 car
J. A. O'Neill	1 car
H. E. Oakes	1 car
H. E. Oakes	1 car
C. S. Mayo	1 car
T. F. McCoy	1 car
K. A. Smith	1 car
A. W. Wilson	1 car
C. V. Davis and R. G. Johnson	1 car

On May 11 it was decided to start a Motor Oil Campaign in Oklahoma for a Trainload of Motor Oils. Well, we got the Trainload, and in addition L. C. L. orders were taken for 2,471

TEXACO STAR

barrels for delivery before July 30. If these L. C. L. orders were all shipped at once they would represent approximately 38 cars of stuff—and we'd say that's not so bad.

Leading Stations during May on lubricating oil gallonage: First, Sapulpa; second, Blackwell; third, Healdton.

Leading Stations on total gallonage: First, Ada; second, Little Rock; third, Hot Springs.

Leading Stations on collections: Elk City and Hot Springs, having 100%.

Leading Filling Stations on gallonage: First, Hot Springs No. 1; second, Tulsa No. 1; third, Ft. Smith No. 3.

Oklahoma is gradually getting the L. C. L. shipments down to a minimum. During May we paid out in freight to the railroad companies for our L. C. L. shipments \$541.09—a reduction of more than half compared with the same month last year.

We announce the coming of Gus M. Shanks to Oklahoma District as Engineer Salesman in the State of Arkansas. That's a grand old State, and business is going to pick up from now on in that neck of the woods—we predict.



They must have Texaco gas and oils at Hot Springs, Ark.

This good customer tells us that this "rush crowd" is not on a Saturday afternoon, but just an ordinary condition due to the fact that Texaco is wanted. "They must have Texaco gas and oils."



W. G. Craig, Wichita, Kas., Representative for Okla. District His Dodge roadster, after 4,996 miles, has three U. S. fabric castings with original air. Note the top made of 20-gauge steel electric welded.

History!—The "Professors" of cheap dancing academies in the tenderloin are advertising lessons in toddling. One sends out a circular which reads: "Learn to dance the toddle! Cleopatra invented it and that was the way she ensnared Napoleon."

—Atlanta Constitution.

The worst wheel makes the most noise.

DENVER DISTRICT.—The Motor Oil Sales Campaign is over and the curtains have been rung down. We have as yet received no intimation of what the other Districts in Southern Territory have done, but we are rather proud of the sales that our representatives have made. The final tabulation shows that during this campaign Denver District sold a total gallonage of Motor Oil, 157,015 gallons,—or 3,140 barrels,—or 47 (65-barrel) carloads,—or two moderate-size trainloads.

The success of the campaign was due, of course, entirely to the spirit manifested by the Agents and Salesmen. A paragraph from a letter received from Agent E. I. Johnson, Sheridan, Wyoming, reveals the fine spirit which was common to all of our representatives: "Sorry I have not more and large ones (Motor Oil Orders) to send in on the finish. However, Texaco is pretty well distributed around here. This is not such a terrible big territory. How's that for an alibi?" This, from a man who sold more than 6,000 gallons, or 120 barrels, in a small territory.

Salesman H. K. Patrick, Wyoming District, took orders totaling over 21,000 gallons, all in small orders,—a record which we very much doubt will be beaten or equaled by any other salesman in any district.

Dan Cupid has been practicing his fine art again, Motor Inspector H. F. Reardon of El Paso being the happy victim this time. He and Miss Gail Kelley were married on May 23, 1921.

It may be true that "1921 Will Reward Fighters," but it's not a bad idea to "sort of" pick out your opponent before starting the fighting process. And the selection should be carried on with due care and caution, bearing in mind the old adage "Appearances are often deceptive." As an example:

Three insurance salesmen recently bore down upon a Denver Filling Station employe, Mr. McCrea and finding him very much alone in the Filling Station they proceeded to sell him insurance. After Mr. McCrea had politely, though, perhaps, somewhat boredly, tried for a long time without apparent success to convince his callers that he was not interested in insurance at that particular moment, the callers evinced an inclination to adopt strong-arm methods. One of them called Mr. McCrea by an unfriendly name, evidently figuring that there was nothing to fear from a man whose physical proportions were, to say the least, not Herculean. McCrea, however, is an ex-gob, and no sooner had this unfriendly name fallen upon his ears than diplomatic relations were immediately severed and decks cleared for action. In a little less than no time McCrea had two of them by the main tops'ls raking them fore and aft, and meanwhile tacking toward the wall where hung his coat with a trusty "gat" reposing therein. The discharge of the 16-inch turret gun resulted in no casualties, but it did bring down the law in sufficient numbers to put an end to the uneven encounter—which was beginning to result disastrously for the valiant minority. All hands engaged were haled before the magistrate, but Credit Manager Knox threw a little high-class legal locus-pocus around the court room with the result that Mr. McCrea was discharged immediately.

Live within your income or you may be compelled to live without one.

TEXACO STAR



The Arkansas River in its ordinary condition

View looking across the river bed from Pueblo, Colo. Station, taken Oct. 2, 1911. Usually there is visible only a mere trickle of water. Note the team and wagon in the bed of the stream where they get gravel.



Equipment of storage tanks at Pueblo Station, Oct. 3, 1911



Street in Pueblo after the 1921 flood
Vail Hotel and City Hall in background.



After the recent flood—Remainder of the site of Pueblo Station

The flood cut away a huge slice of the bank on which stood our Pueblo Station. The ink marks on the photograph point to tank foundations left after the ravages of the storm. The pyramidal object in the water close to some of the remaining tank foundations was the concrete foundation of one of the large storage tanks shown in another picture. Outside the rows of foundations piers seen in this photograph ran a railroad track for delivering cars to our plant, and the river bank was a good many feet beyond the track.



At Auto Show, Las Vegas, N. M., April 7-9, 1921

The Texas Company Agent, Mayor F. O. Blood, opened the program with an address.



"Poppy Day" at Pueblo Filling Station

Mrs. Robert Blaylock and Robert Blaylock, Jr., wife and son of Agent Blaylock, as Red Cross Nurse and Doughboy. They sold many poppies and aided materially in making Poppy Day a financial success in Pueblo.

TEXACO STAR

NEW ORLEANS DISTRICT.—With regret we report the death of Ben F. Johns, on May 23. Mr. Johns was a salesman in New Orleans District for a number of years. He had not been in active service for several years, being confined to his bed all of the time. His passing has saddened the hearts of his many friends, who offer to Mrs. Johns their greatest sympathy in her saddest hour.

The Motor Sales Campaign is over now and the five leaders in Louisiana and Mississippi, on deliveries made from May 9 to May 31, are:

1. Geo. F. Price, Salesman, New Orleans, La.
2. E. C. Neill, Agent, Shreveport, La.
3. R. H. Young, Agent, Clarksdale, Miss.
4. R. W. McLaurin, Agent, Jackson, Miss.
5. J. W. Knight, Agent, Hattiesburg, Miss.

We have just now embarked on the campaign to sell Liquid Wax Dressing. As this is written no figures are available, but by the time of the next issue of the *Star* we shall have some data that will be interesting.

In view of the depressed conditions which still continue in this section, these Agents deserve mention for the fact that they at least maintained their gallantry during May:

- R. W. McLaurin, Jackson, Miss.
 R. H. Martin, Houma, La.
 J. W. Knight, Hattiesburg, Miss.
 L. R. Jones, Meridian, Miss.

Our new Gulfport, Miss. Station will open for business about July 15. It is of most modern construction, and New Orleans District pep will soon have the station on a paying basis.



West End Filling Station, New Orleans



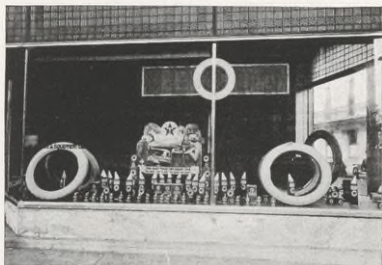
Boat Pen side of West End Filling Station

Page twenty

ATLANTA DISTRICT.—The Motor Oil Campaign from May 5 to 31 was a great success in stimulating our sales of Motor Oils. City Salesman C. M. McMullen, Atlanta, Ga., finished first in total sales; Salesman J. T. Williams, Miami, Fla., second; General Salesman G. H. Seawell, Atlanta, Ga., third. Salesman A. W. Cavin, Atlanta, Ga., was a strong fourth.

Several months ago we mentioned that Follow-up Clerk Jimmie Colson was figuring on getting married. Yesterday we talked with his prospective manager, and she authorized the publication of the wedding day. 'Tis July 16—provided Jimmie has sufficient "jack" left at that time to buy a license and pay the parson. Please omit flowers.

The Mail Clerks in the District Office (with some of the other boys) have formed a baseball team. Some of the scores they pile up read more like football than baseball. The other day they defeated some team about 27 to 7. Fourteen home runs were made by the Texaco Stars. The mere thought of 27 runs in one game causes perspiration to drip from our feverish brow. The mercury has been around 95 for the last few weeks.



Auto Tire and Equipment Co., Charleston, S. C.

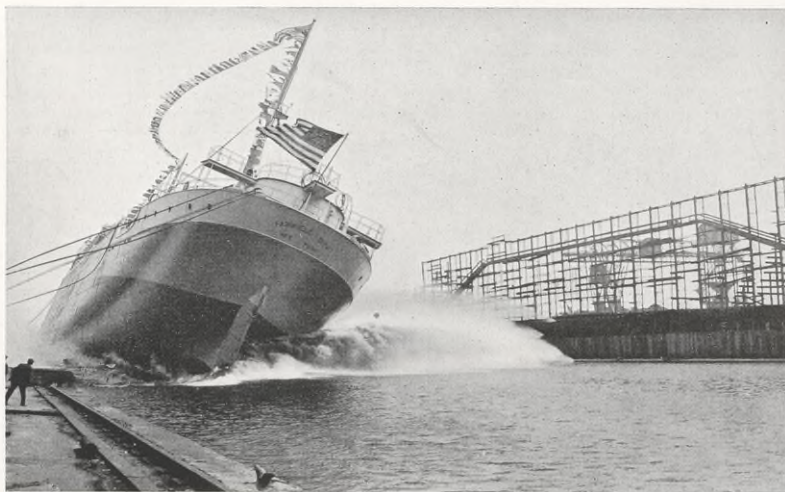
They are pushing the sale of our Motor Oil in the Easy Pour Can, and they believe in display advertising.



Thomas Young, Marine Sales, Mobile, Ala.

To whom belongs the credit for the sale of Texaco Launching Grease for launching the S. S. "Fairfield City."

TEXACO STAR



Launching of S. S. "Fairfield City," Chickasaw Shipbuilding Plant, Mobile, Ala., March 5, 1921.

This is the first steamer launched by this company using Texaco Launching Grease. They have promised an order for this grease to launch four other steamers.

SALES DEPT. NEW YORK DISTRICT.—A NORTHERN meeting of agents and sales-TERRITORY men of Albany and Syracuse territories was held in Albany on May 20 for the purpose of bidding farewell to H. S. Gruet, transferred out of Albany territory, and welcoming into the territory G. R. Penchard, the new Representative.

Besides the agents and salesmen, there were present: J. P. Gruet, Superintendent of New York District; D. L. Keys, Ass't Sup't; H. C. Galvin, Traveling Accountant; L. N. Beekman, Traveling Acc't; M. P. Caldwell, Auto Mechanic; E. A. Conroy, Relief Man, Albany Territory; W. G. Marsden from Newburgh; V. T. Knapp from Middletown.

Superintendent Gruet made the official announcement of the change in Representatives and the meeting was then turned over to Mr. Penchard, who made a brief address to the men, assuring them of his cooperation and asking them for theirs.

Mr. H. S. Gruet was then presented with a beautiful watch, as a token of the high esteem in which he was held by the men. The presentation was made by P. H. Noonan, who said:

"Mr. Chairman and fellow workers: We are gathered here for the purpose of bidding farewell to Mr. H. S. Gruet, who will soon be transferred to another District to take a more responsible position. We all wish him the greatest success, although we are sorry to lose him, and as a token of the esteem in which he has been held in the old Albany territory I take this occasion in behalf of the employes of this territory to present him with this little gift, and when occasion re-

quires that he look upon it we hope he will remember the boys of the Albany territory.

We also take pleasure at this time in welcoming into the territory our new Representative, who is no stranger, namely Mr. Geo. R. Penchard."

Mr. Gruet was much surprised and pleased with the gift. He expressed his appreciation, thanked the men for the cooperation they had given him in the past, and asked that they show Mr. Penchard the same kind of cooperation.

After the meeting dinner was served at Keeler's Restaurant, during the course of which pleasing recitations and jokes were rendered by C. L. Mosher, Agent at Herkimer. At the dinner T. J. Russell, Mr. Gruet's clerk, was presented with a "flivver" watch, so that there might be no hard feelings because his boss had received one. After dinner a theatre party was enjoyed by all.

A meeting of Representatives was held on June 1 at the New York Office. The meeting was followed by a luncheon at Cafe Savarin, at which were present all representatives and Messrs. J. P. Gruet, W. T. Bushby, W. L. Keys, S. Green, C. Brettel, J. R. Haden, A. D. MacDougall. During the luncheon "Bill" Williamson, on behalf of those at the table, presented to H. S. Gruet a traveling bag fitted with such articles as help to make traveling agreeable. The remarks on both sides were brief, but sincere, everyone wishing H. S. the success he so richly deserves, and he expressing regret that duty called him elsewhere, and assuring us he would kindly remember his friends in the New York District.

TEXACO STAR



D. L. Keys

"The live wire Assistant Superintendent of the New York District."

HONOR ROLL—100% COLLECTION EFFICIENCY	
H. B. Gould	S'n Red Bank New Jersey Ter.
C. A. Pepe	Agt. Brewster Stamford Ter.
J. Nichols	Agt. Mount Kisco "
H. W. Caney	Agt. Norwalk "
F. E. Hutcheon	S'n New Haven "
G. W. Pitts	Agt. Middletown Newburgh Ter.
F. Peck	Agt. Monsey "
W. W. Bauer	Agt. Port Jervis "
V. T. J. Knapp	S'n Middletown "
W. F. Bilyou	Agt. Kingston "
D. S. Forson	Agt. Newburgh "
W. G. Marsden	S'n Newburgh "
E. G. Simmons	Agt. Chatham Albany Territory
P. T. Spencer	Agt. Cobleskill "
F. J. Gohl	Agt. Hudson "
J. A. Davis	Agt. Schenectady "
E. M. Daley	Agt. Ticonderoga "
J. H. Allen	S'n Albany "
M. LeVelle	Agt. Cooperstown Syracuse Ter.
T. J. May	Agt. Herkimer "
L. E. Cleland	S'n Ogdensburg "
J. D. Brown	Agt. Babylon Long Island Ter.
A. J. B. Carver	Agt. Huntington "
F. C. Mott	Agt. Sag Harbor "
F. K. Woodruff	S'n New York City Metropolitan T.



Fred Peck, Agent, Monsey, N. Y. Station

They say it takes four pecks to make a bushel. We are going to revise the measure for descriptive purposes and say it would take four bushels of "live wires" to measure one Fred Peck. When it comes to all-round efficiency he is a Headliner.

We understand that there is a certain "Texacoite" at Kingston, N. Y., whose jaws are working overtime. No, we don't mean that he is trying out for a phonograph record, but he is endeavoring to use up five perfectly good pounds of Mullens chewing tobacco. The cause of the cramp in Bill McCloud's jaw is a certain bet he made with Frank Kenny, also of the Kings-

ton Station. When Frank took the plunge into matrimony on June 5, 1920, he rashly entered into a bet with Bill. A youngster was born to Mr. and Mrs. Kenny on May 24, 1921, and Bill won his bet. We now know why tobacco is called "Lady Nicotine." What are you going to name the little girl, Frank?

Bob Blaylock! It brings back pleasant recollections to many of us in the New York District when we hear that name. We have not heard from him in such a long time that it is as refreshing as a western breeze to receive a picture of Bob Jr. and Mrs. Blaylock. (See Denver District news.—Ed.) And accompanying the picture is a word picture from Bob's pen, touching on a subject that is dear to the hearts of all good Americans. More power to you, Bob, and we send across the continent through the medium of the *Star*, the sincerest good wishes of your host of friends in the New York District.

FROM FLANDERS FIELDS

By Robert Blaylock, formerly New York Salesman, now attached to Denver District

In Flanders Fields where Poppies grow,
There lie our dead,
And, in the warm and bright sunlight,
Half million crosses gleaming white
Send forth this message:
All is well.

Our heroes there who fought and fell
That all the world in peace might dwell,
Ask you to tell:
Have you like them fought for the right,
Or, have you tried with all your might,
To spread across the land the blight
Of anarchy and Soviet?

In Flanders Fields where Poppies grow,
There lie our dead,
And we betide the mind so small
Which cannot, will not heed the fall
Of those who caused the crosses white
To glisten in the bright sunlight.

Give heed the message—
All is well—
From those who now in Heaven dwell,
For well they know,
Our Dead who lie in Flanders Fields
Where Poppies grow.



Middletown, N. Y.

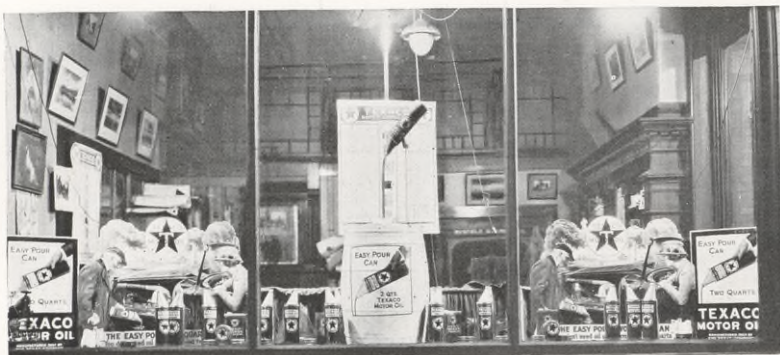
Chauffeur R. C. Verdon is very proud of his newly painted truck.

"Do yuh love me, John?"

"Sure."

"Then why don't your chest go up and down like the man in the movies?"—*Tar Baby*.

TEXACO STAR



Easy Pour display by Busfield Machine Company, Haverhill, Mass.
TWO-QUART CAN FILLING BARREL PUZZLES SPECTATORS

"But, where does all that oil come from?" "How does it get into that little can?" "How can such a small can hold such a vast amount?" These are a few of the questions that have been hurled at Busfield Machine Co. employes during the last few days by curious folk who have gazed at their window display and puzzled over the constantly flowing stream running from a two-quart Texaco Oil can into a large oil barrel.

Suspended from a metal clamp attached to a solid glass rod from the end of the barrel, is the two-quart can with no apparent way for the oil to get to it—yet the oil continues to flow down into the barrel.

This novel advertising stunt is part of a general New England "drive" to further introduce Texaco Oils, which begins next Monday for a week to be known as "Easy Pour Can Week," taking the name from the new handy two-quart oil cans in which Texaco lubricating oils are now refinery-packed and sold sealed, assuring quality and purity. The Busfield Machine Co. is the local distributor for The Texas Company oils and gasoline, and local retail dealers will stock the new "Easy Pour" this week.—*Haverhill Evening Gazette.*

BOSTON DISTRICT.—During our Easy Pour Can drive in New England many of our dealers and distributors advertised extensively and fitted their show windows with the electrical Easy Pour Can Display. There was hardly a city in New England in which the Easy Pour Can was not displayed. The accompanying photograph shows the window of the Busfield Machine Company of Haverhill, who advertised extensively and exhibited one of the most attractive window displays that has been seen.

The Sales Office now presents a new and very different aspect, as practically all private offices have been abolished and one large room made of them, giving better working conditions with light and ventilation 100% improved.

J. T. Snow, Chief Lubrication Engineer of Boston District, resigns July 1. We regret exceedingly to lose "Jo" and extend to him our best wishes.

Virginia Elizabeth is a new arrival at the home of Agent J. E. Mason of the Main and Annis St. Filling Station, Brockton, Mass. Virginia arrived May 6, weighing nine pounds. Our congratulations to Mr. and Mrs. Mason.

Report has reached us that Jo Morrisette, clerk at Waterville, Me. Station, has become tired of traveling the road singly and after June will go in double harness. We all send congratulations to Jo and wish him and the future Mrs. Morrisette the greatest success.

PHILADELPHIA DISTRICT.—Norton Bronson, who has had supervision over Motor Oil Sales in the District Office, has been transferred to Boston on special assignment. Mr. Bronson has our best wishes.

J. J. Daley, of the D. O. Card Record force, has finished the Student Salesman's Training Course and been assigned to Delaware Territory. Good luck, Jo!

Former Agent William C. Roderick of Frederick, Md., has opened a filling station in Frederick handling Texaco Products exclusively. Mr. Roderick has chosen the proper goods and no doubt will have good success.

QUAKERISMS.—J. Walsingford Campbell, of the Accounts, is "pulling up the river every night in his little peanut shell. We wonder why, as champion oarsman Jack Kelly of "Philly" doesn't pull a mean little stroke himself.

Ralph Stites, our Drum Clerk, has "got him" a beautiful cream colored office coat. We wonder if the drums need a shave?—Next!

Kathryn Rigney, our clever little biller, will be leaving us if she receives many more letters from California.

Wonder what is holding back our General Price Clerk, "Batch," from entering the rapturous "bangs" of matrimony? Is it because "Batchelder" sounds too singular? Or is it because of "lackofmoney"?

The Company spirit of "Keep Plugging" was the cause of the Texas Alley Rabbits coming up from the cyclone parlor to second place in the Philadelphia Petroleum Bowling League. George Delaney, Agent at York Road and Spencer Station, and "Paddy" Boran, F. S. Inspector, just wouldn't let the pins stay up. They gave the other oil teams a regular Texaco-All-Four-Square-Deal, and the boys feel good when they hear the other fellows say: "Well, the Texas fellows are a square bunch and we'd rather roll them than any other team in the league."

TEXACO STAR



S. S. "Quaker City"—Export Transportation Company

Mr. A. B. Booker reports: "The S. S. 'Quaker City'—Export Transportation Company—has been operating since February 1920 on Texaco Turbine Oil II, the original supply having been put aboard at the builders' plant, American International Shipbuilding Company, at Hog Island, Pa. Since having been put into service seventeen months ago, the 'Quaker City' has made an exceptional showing, part credit for which is due the oil used to lubricate all machinery, including the main turbine unit (Curtis G-E) and double reduction gears. A total distance of approximately 70,000 miles—sixteen voyages across the Atlantic—has been run, during which time there has not been a minute's delay due to any mechanical difficulty, and the original supply of Turbine oil still remains in use, having been added to but never entirely renewed. The condition of the vessel's main turbines, and reduction gears has caused favorable comment from those shipping men who have had an opportunity to inspect these units. The reduction gears in particular show very little wear or pitting when consideration is given to the mileage run. The following data, compiled on the last voyage to Antwerp, Belgium, and return, gives a general idea of the various averages maintained:

Average miles per day by observation	255.7
Average miles per day by engines	234.4
Average slip of propeller	10.5%
Average revolutions per minute	85.8
Average fuel consumption per day	195.4 bbls.
Average fuel consumption per h.p. per hr.	0.126 gals.
Average horsepower developed	2655
Average lubricating oil consumption per day	3 gallons

The writer believes that this information would furnish interesting reading for the various branches of the Texaco Organization, and therefore is forwarding it with a picture of the vessel."



Catch of the Gun and Rod Club

Left to right: Zay Parkell, C. W. Etty, J. C. Daly, C. H. Furness, J. L. Scott, D. B. Roop, J. F. Keohane, Louis Zeeman.

The Texaco Gun and Rod Club, an embryo organization, took a piscatorial jaunt on June 5, via Larrabee AA-1029, through the wilds of Jersey to Maurice River, where Agent J. L. Scott, of Salem, had made arrangements for his enthusiastic visitors. Unsurpassed weather and hungry "croakers" amply offset certain adversities caused by the Daylight Saving Ordinance, and the trip was enjoyed by those who did not forget to adjust their Ingersolls. The photograph shows what can be done by nine zealous fishermen whose angling ability would be flattered if expressed by the fifteenth letter of the alphabet.

PITTSBURGH DISTRICT.—Superintendent Clifton has recently returned from a trip through Ohio, on which he stopped at our new Station at Columbus and at Portsmouth and Ironton.

A new ton-and-a-half Mack truck, to be used for bulk deliveries in Pittsburgh and vicinity, has been received and is a welcome addition to our equipment.

Salesman Mullins has recently been rewarded for his good work with a Ford runabout, but it is a serious question whether he can fit himself in between the seat and steering wheel.

Salesman Killian has been transferred to resale salesman in Youngstown, O., and New Castle, Pa., territory.

We welcome Mr. Krieglsteiner, new stenographer in D. O. Accounting.

General Clerk Bill Richardson has gone to New York for a few days on account of the illness of his mother. We trust she has much improved.

NORFOLK DISTRICT.—L. B. Dodson, Jr., Assistant Agent at Norfolk Station, marched on June 2 to the tune of Mendelssohn's Wedding March with Miss Nathalie Dalby as partner. The happy couple visited Washington and Baltimore on their honeymoon and are now at home to their friends in Norfolk.

The standing of our Stations in the 1921 Economy Contest are figured on change in operating ratio. For example, if the average ratio for the year 1920 was 15% and the average for 1921 is 10%, the decrease will be one-third, or 33 1-3%. In this manner stations with low operating ratios in 1920 will have the same chance to win the Contest as stations with high ratios. The Station winning the Contest this year will get the Silver Cup that Maxton won last year, to keep during 1922 or until it is won by another Station in a subsequent Contest. The standings of the ten leading Stations, as of April 30, are:



Winner of Economy Contest of 1920

Agent J. S. Edwards, Maxton, N. C. Station, and the cup he received as winner of the Economy Contest. Sitting on the fender of the truck is "J. H.," his two-years old son who helps to operate the Station.

TEXACO STAR

1. Irvington, Va.	23.4%	Decrease
2. South Boston, Va.	21.3%	"
3. Rocky Mount, N. C.	19.7%	"
4. Manteo, N. C.	7.9%	"
5. Durham, N. C.	7.8%	"
6. Suffolk, Va.	3.3%	Increase
7. Farmville, Va.	3.4%	"
8. Elizabeth City, N. C.	4.4%	"
9. Roxboro, N. C.	5.7%	"

The rest are closely bunched after Leaksville.

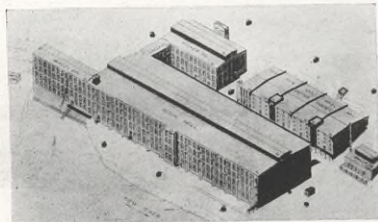
R. E. L. Dongan, of the D. O., has been transferred to Roanoke Station as Clerk-Cashier. We hate to lose Lee, but our loss is Roanoke's gain.

Henry Maclin, Jr., of Greensboro, N. C. Station, has been transferred to Danville, Va., as Agent, succeeding E. L. Mapp resigned to go into business for himself. Luck to you, Mac!

J. K. Pannill, of the D. O. has been transferred to Greensboro as Assistant Agent, succeeding Henry Maclin transferred to Danville.

J. M. Henderson, of Roanoke Station, has been transferred to the D. O. office as one of Creditman Foster's assistants.

C. J. Nurney, of D. O. order department, has been transferred to Martinsville, Va. Station as Clerk-Cashier.



Washington Mills, Fries, Va.

One of the most up-to-date cotton mills in the western part of Virginia and a firm believer in Texaco Products.

AN ASPHALT use of Texaco Asphalt by SALES DEPT. the United States Government in the Panama Canal Zone will appear in July issue of "American City."

Miss Anna Cook of the New York Office of this Department has been seriously ill for the last few weeks. We received word from her home that it was deemed advisable that she undergo an operation. We pass on the good news that she has come through the operation and is now on the road to recovery.

Earle T. Farley, familiarly and infamously known as the Judge of the New York Office, has been elevated to a high pedestal in the civic affairs of Mahway, N. J., having been elected one of the commissioners of Cragmere Park. At first the people of the community were for handing the road problems of Cragmere Park over to the county officials, but when the Judge consented to serve they knew that good roads would be simply a matter of a short time.

The detail had just arrived near the front lines when the captain looked around and noticed a private, hatless and coatless.

"Where's the rest of your uniform?" he demanded.

"Back where we came from."

"Go back and get it." *—American Legion Weekly.*

The private vanished and later reappeared, correctly uniformed but without his rifle.

"Where's your gun?"

"Left it back where we came from."

"Listen," bellowed the captain. "You're a fine soldier. What were you in civilian life?"

"Plumber's assistant." *—American Legion Weekly.*

It is with much regret that we report the death of Frank A. Williams, formerly of our

Accounting and West Indies Division. Mr. Williams died on the train at Laramie, Wyo., while en route from California to New York. He went to California in November, 1920, in an effort to regain his health. He was with the Export Department for nine years.

C. F. Brush of the Terminal and Equipment Division of the Export Department, who recently arrived from the Far East, sailed for Porto Rico on June 4 to superintend construction work in that part of the West Indies Territory.



Sydney, N. S. W., Australia

The central figure is the Hon. F. D. Mutch, M. L. A., Minister of Local Government, New South Wales, making the opening address for the first Peace Loan in Australia. Mr. Mutch is a strong advocate for "Good Roads," as he is thoroughly convinced that the best and surest way to build up the Commonwealth is by good roads. Mr. Mutch introduced and fathered the "Main Roads Bill" in Parliament, which will no doubt become a law. Note that the "Stars and Stripes" show up strongly in the picture.



Warehouses of The Texas Company (W. Indies) Ltd., Havana Calzada de Concha Nos. 28 and 30.

Patience is activity enduring. Do not confuse it with apathy.

TEXACO STAR



The Sanitary Department of Havana, Cuba
Using Texaco lubricating oils in their shops and automobiles and Texaco disinfecting oil for prevention of the mosquito pest.



Garage and Shops
The Sanitary Department of the City of Havana uses Texaco oils throughout.



Tank cars of Texaco "Paraffine Gas Oil"
Used by the Sanitary Department of the Cuban Government as a disinfecting oil. Unloading on the siding of the Sanitary Department, Havana, Cuba, April 5, 1921.

PRODUCING DEPARTMENT



How the disinfecting oil is handled
The Sanitary Department of the City of Havana handles much oil for disinfecting sewers, cess pools, etc., to prevent the propagation of mosquitoes. Bowser tanks with a capacity of 100,000 gallons are under the platform. The tank cars are discharged into these tanks. The distribution is made by tank wagons for the city use, and by steel barrels for outlying districts. Texaco "Paraffine Gas Oil" has proved the most satisfactory oil for this purpose as it has the spreading qualities necessary.



Burning waste oil
F. S. Reid writes on June 2: "Day before yesterday men of The Texas Pipe Line Company were repairing a 6-inch line crossing the Wichita River at Wichita Falls and the oil that ran out was immediately burned. It was a beautiful sight, and I went over and got pictures."

Those things are unfit for use that cannot bear small knocks without breaking.
—William Penn.

Think on These Things.—The puissance of indwelling principle is greater than the blandishments of evil.

He who strives to reach the mountain-top is not likely to be left in the valley. He at least reaches a zone above the miasma of dishonesty and depravity.

There is no level ground in life. It is hill and

TEXACO STAR



Pipe Line Connection Gang between Bridgeport and Fort Worth

valley all the time—climbing the heights or descending into the valleys, struggling toward the light or sinking into the shadows.

Failure to attain to high ideals, to live the right life, is not always so much evidence of weakness or of baseness as of wrong conception of what the right is.

Environment may hinder, association may discourage, temptation may surround him with its most attractive allurements in its effort to induce man to leave the path of rectitude, but the power of right desire, high aim, and nobility of thought will conquer them.

—DeWitt McMurray (Selected by F. S. Reid.)

THE COMMON FAULT

Every man that I've ever known
Is possessed of a fault he will not own;
He broods over failures of yesterday,
And castles builds for his future day,
Thus wasting the moments of today;
The seeds of tares in his life are sown,
And his path ahead will be thistle grown.

The things of the past are forever gone,
Like the echoes of the hunter's horn;
Let us do the tasks assigned today,
Nor think again of our yesterday,
Nor plan for the things of a coming day,
For the future day is yet unborn,
And we may not wake with the coming morn.

Breckenridge, Texas.

—F. W. Roberts.

The meaning of every word defining the duty of employe to employer is embraced in the one word *loyalty*.

Every loyal employe is an asset to the business he is helping to build up; every disloyal one, a liability.

Do not let your loyalty lead you into doing either foolish or dishonorable acts; in the one case your employer will pity you, in the other he will despise you.—F. W. Roberts.

PIPE LINES

J. A. Sturm, father of Superintendent E. L. Sturm of Fort Worth, passed out of this life June 11, 1921, at Tulsa, Okla. Mr. Sturm had been hale and hearty until four years ago, when he suffered a stroke of paralysis from which he failed to recover. Superintendent Sturm accompanied the remains to their old home in Mannington, W. Va., where the funeral was held. We unite in extending to the family our deepest sympathy.

Dr. J. T. Robinson, of Jacksboro, Texas, the father of B. B. Robinson, of the Fort



Pipe Line Camp No. 5 near Fort Worth
Chief Clerk B. B. Robinson of the Fort Worth Division is marked by arrow at his foot.

TEXACO STAR

Worth office, and H. T. Robinson of the Dallas office, died on June 14. Dr. Robinson was one of the substantial old pioneers of Texas, having come here when the Indians were still plentiful. We all extend our sympathy to the bereaved family.

Miss Margaret E. Selden of the Pipe Line Company and C. C. Cartwright of the Refining Department surprised their friends with a quiet wedding at Christ Episcopal Church on the afternoon of June 4. Both of these young people have many friends in The Texas Company who wish them every happiness and the Pipe Line Company is especially glad to know that Mrs. Cartwright will retain her position in the Houston Office for the present at least.

Mrs. J. E. Glavin resigned on July 1 as telegraph operator in the Shreveport Office. Mrs. Glavin, who was formerly Miss Agnes Fitzgerald, has been in that office for a number of years and will be greatly missed.

W. H. Kaul, of West Columbia, has been transferred to Mexia, where he will take charge of that field as District Foreman.

Miss Agnes Jeter, of the Oil Accounting Division, Houston Office, has taken a position with the Federal Board of Vocational Training. Miss Jeter is well known to all Houston employes, having taken leading parts in some of the plays given by The Texaco Club. We wish her success in her new work.

If someone has done anything that is good, encourage a repetition of the good deed, by telling the doer of it what you think of it. The right kind of encouragement is never wasted, and one can never give too much of it.

—*The De La Vergne.*

Loyalty is expressed in many different ways—in the conscientious performance of one's work, pride in one's organization, in speaking and thinking of them inside and outside of business hours, in punctual attendance, and in not wasting the company's time or material.

—*Ex.*

Nothing develops any human being quite so much as meeting every single obligation, real or implied, that he ever assumes. The present-day habit, known in slang as "passing the buck," is keeping thousands of men from success.

—*William Whitman.*

Actions speak louder than words.

Continued from page ten

the same when his manager does business in that manner.

Persistence in overlooking these principles, in the field, the shop, or the office, will lead to disruption of the organization; for it breeds disrespect by the men for the foreman or assistant, and by the foreman or assistant for the superintendent or manager, thereby weakening the spirit of cooperation to an extent which lowers the efficiency of the entire force, resulting in lessened production.

OVERALL BILL TROUBLE SHOOTER



When the motor balks—he'll tell you why
TELL HIM YOUR TROUBLES

Address L. V. Newton, Rm. 327, 17 Battery Place, New York

Suspects Lubricating System.—Q. 1. Is there any way to stop piston slap without reborring the block and installing oversize pistons?

A. 1. I am having trouble with the oiling system on a Chevrolet 490. Will it harm the engine if the dash gauge does not work? (H. B. Boston, Mass.)

A. 1. If the cylinders are not badly scored or worn out of round, oversize pistons can be lapped in by hand. Any service shop should be able to do a satisfactory job. New rings will, of course, be needed.

2. It is quite possible that the pump is worn somewhat. Should such be the case the installation of a new pump, or at least new gears, may remedy the trouble. The much discussed "Crank-case dilution" is responsible for much of the seeming failure of the lubrication pump. By this term is meant the thinning of the cylinder oil by the heavy parts of the gasoline which do not burn but mix with the oil on the cylinder walls and pass down into the crank case. The clue to this condition is that the pump will register when the engine is first started, but fail to do so after the oil has become heated and thinned. The remedy is draining out the old oil and replacing it with fresh. Some motorists do this every 500 miles. It is possible that your pump is circulating the oil in sufficient quantity even though without sufficient force to register on the gauge. However, we do not recommend placing too much confidence in this, but urge strongly that the pump connection be disconnected and the oil flow checked.

Racing Car Brakes.—Q. 1. Are modern racing cars, such as used in the Indianapolis race, equipped with brakes of any kind?

A. 1. What kind? (I. J. L. Tulsa, Okla.)

A. 1. All cars entered in events under the auspices of the A. A. A. are required to be equipped with brakes. Not only this, but the brakes must be in efficient working condition. A short stop test is part of the preliminary ceremony.

2. Various kinds of brakes. This is left to the discretion of the designers and builders. Consequently all types are seen, from the conventional internal expanding and external contracting to the new four-wheel hydraulic.

Gearing Up Automobile.—Q. 1. What gear ratio must a 1920 Oldsmobile four cylinder Model 43-A have to obtain a speed of 65 to 70 m. p. h.?

A. 1. Where can gears of special ratios to make the change be obtained?

A. 1. About 3% to 1.

2. The gears would have to be cut to order.

3. The hill climbing ability would naturally be decreased. We would advise against the change.

Oil Gauge for Dort.—Q. 1. Can an oil gauge or sight feed be installed on a Model 15, 1920 Dort car? (C. J. A., Philadelphia, Pa.)

A. 1. It is a simple matter to install such a gauge. At the right end and rear of the motor you will find a ¼-inch pipe closed by a cap. Remove the cap and after fitting the end of the pipe with a ball check, carry the line on up to the instrument board, installing the gauge anywhere desired.



IN the left hand sketch Mr. "Rube Goldberg," the cartoonist, emphasizes the absurdity of oiling a car the "Old Way." In the other drawing he shows the convenience and cleanliness of the "New Way"—the Texaco Easy Pour Can.

The Texaco Easy Pour Can contains two quarts of Texaco Motor Oil. The top reaches the filler pipe. Does away with the messy funnel altogether. It is quick—clean. It wastes no oil—it is handy.

But even of greater importance is its insurance value—for with one of them tucked away in your car you will never be stuck on the road for want of oil.

When your car needs oil, screw off the cap, punch the safety seal with a screwdriver, a nail—or anything. Pour out enough oil. It goes where you want it in a jiffy, without spilling.

If any oil is left screw on the cap, tight. Put back the can. You don't waste any oil.

Try one and you will never buy oil **any** other way.

Buy a Case of 20 two quart cans for your home garage

Keep an Easy Pour Can in your car always— it stows away like a Thermos bottle. Have good oil where you need it most.



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There Is a Texaco Lubricant for Every Purpose