"At Christmas play and make Good Cheer
For Christmas comes but once a year."
Loving the Whole World

When Charles Dickens started to reanimate the world with the spirit of love and generosity and to decorate Christmas for people who had forgotten all about it, he began by an exhortation in the form of an unforgettable parable, "a whimsical kind of mask," as he called "The Christmas Carol," to the people who had plenty to share, with the people who had little or nothing. The lesson is by no means unsounded yet, but the world has moved since "Tiny Tim" made the readers of 1843 living and giving for the sake of the little cripple. The Tiny Tims are better looked after now, and if there be a chance for them to go without crutches they get that chance. But there are still great gaps in the celebration of Christmas, and there is need for another class than the very poor to receive attention, or the very rich to be moved to charity.

There was a time when the Royal Pharaohs hardened their hearts, but it is Pharaoh's subjects most frequently now who harden theirs. They are not so badly off as they used to be, these subjects, and when they do a little automatic and perfunctory charity they indulge in themselves and their little goes out. The whole business of Christmas is a point of view and an attitude of mind. In the ordinary course of things people get in the habit of asking "What is coming to me?"

When a man begins to think of himself as a housewife into which the rest of the world pours its gifts, he is in a bad way. In a great railway centre as many trains go out as come in, and the man who gets the all-year-round Christmas spirit makes himself a world centre and distributes as much as he receives. It makes an enormous difference in a man's life when he begins to live for the whole world, and takes service with that aspect, instead of expecting the whole world to play his game and serve him. He soon finds that it is not without poverty, neither the lofty nor the humble station in life, neither ignorance nor wealth, neither stupidity nor ability, that the one who constitutes a claim on his assistance, nor the other may interpose. All alike, the wise and the simple, need help at one time or another, and the spirit of Christmas, the desire to help, will find its mission, as surely as water finds its level.

Living for the "whole world" is different from living for the world. To live to help the world, gets bigger and better results than to live so as to get the world to help himself. Whatever one does for anybody, if it be done as a gift to the whole world, makes the whole world one's debtor, and the whole world is a great corporation, thoroughly solvent and never fails to repay.

This plan of living for the whole world is a policy which makes no distinctions among persons, whether they are friends or enemies, worthy or unworthy, eminent or lovely. The World-Love embraces them all, and they need help on the 25th day of June as well as on the 25th day of December. Nor was it on snow-clad fields that the shepherds watched their flocks by night. The angels sang as joyful a song of peace in the goodwill of summer as in the bitter nights of winter. There is no day and no place that the World-Love may not reign in a man's life, but Christmas Day is an excellent time to start thinking about it, to establish the flow of it from his own heart to all other hearts under whatever breasets they beat.
Drilling
by
J. Ness
Imperial Oil Geologist

Mr. R. Burns, a Scottish poet with a more than local reputation wrote:

"A king can make a belted knight,
A marquis, duke and a Earl,
But an honest man's above his might.
Gold faith, he seems to that.

The estimable Robert lived at the present time and seen wise to the oil game he probably would have timed his lyre and sung:

Book bow can make geologists,
Who hum and haw and a 'that,
But a DRILLER is shown them a'
By heck! I'll tell the world that!

And the Antiquated Brotherhood of Hole Punchers, to say nothing of the affiliated Union of Tool Dressers, would unanimously pass a resolution that 'Rabbie' had said a whole mouthful, and then some, which leads us to the subject of our discourse.

Some time ago we had the pleasure of explaining to our readers in a simple manner, the phenomenon of oil occurrence. As this did not succeed in stopping the circulation of the Review and as the Editor is again concealed, we desire to continue our good work by examining another and later phase of the oil progress from fundamentals to flourer and enlighten our fellow workers regarding the drilling of oil wells.

There is now but an "unconformity," as the geologist would say, between the present article and the former, the preliminary research work of the geologist in the field being ignored, So much space has been devoted in recent numbers of the Review to that subject, however, that we feel there is no need to repeat it. As well, as will be clearly demonstrated in the following paragraphs, a large growth is taking place in the tree of industry, and its activities are more or less uncalled for, as long as the tanner is monarch of all (the geologist) surveys.

Most up-to-date oil companies support a geological department whose minions are the guardian of the production end of the business. It is customary to have a survey made of promising territory and accumulate a large mass of reports and maps showing what's what and who's who, geologically, before getting down to brass tacks.

Usually the geologist reports favorably on the area and his dope is filed for future reference, but if he should be bold enough to condemn the field, his company at once sends for a driller, it being recognized that the one essential for a successful oil field is the condemnation of a geologist.

Whether he has praised or damned, the geologist never fails to mark on his map the "most suitable site for drilling," and the driller comes on the scene prepared to put down a hole anywhere, with the one exception of the spot so indicated. Students of psychology might be able to explain this inexplicable fact but to the average person it will forever remain a mystery. Your 'dyed in the wool' driller is a man of action, not of theory. He has in the past had to contend with the "doodle-dum," whose mystics are responsible for many a dry hole; with the man with a bunch who 'just knows' oil is there; with the farmer's wife who dreams three nights in succession that the corn patch is sprouting derricks instead of true corn, and despite them all has brought in thousands upon thousands of gushers.

Why should he hedge from his preconceived notion that 'oil is where it is,' because some fresh guy from college, hung around with the pointers, come up with a theory, or simply a fad, and proselytize to read the riddle of the ages from a handful of dirt or a fossilized sardine?

With a species of contemptuous pity, therefore, the driller carefully avoids the red cross on the geologist's blueprint and selects his own center of activity. He has no prejudices and no fears of the result. As long as there is a good road to the location, a convenient railway station, a plentiful supply of water, and a private still, within walking distance, he will make a hole and get the oil if it is there. If not, then there are plenty other places to try and his livelihood depends on the number and depth of the holes he makes, not on what comes, or does not come, out of them.

The initial proceeding in well-drilling is to erect the rig or derrick. So much hangs on the derrick, metaphorically, and actually, that we will not only describe it in detail but our illustration will bring it home probably in the same way.

The derrick consists of four strong uprights or legs held in position by 'girts' and braces and resting on wooden piles which are levelled up and keyed together to form a sure foundation. The structure is generally of wood but latterly there has been a vogue for the steel derrick which has the advantage of being more expensive. The height is dependent on the amount of material used and the proposed depth of the hole, and the erection is designed so that it can be dismantled and shifted to a new location in the minimum of trouble. Power is supplied through a portable locomotive boiler, the engine of 20-30 horse-power being provided with reversing gear. The mechanism is so arranged that the driller controls the entire proceeding from the derrick, the boiler being placed at a safe distance to obviate danger of fire should gas or oil be struck.

The lay mind may not grasp the intricacies of the proceeding but it is exceedingly simple, as the following will show. When drilling is going on, the hand-wheel, which is in direct communication with the engine, causes rotation of the walking-beam through a pitman, whilst the length of the stroke is adjusted by a crank having five holes to receive a movable wrist-pin. While the tools are being raised the hand-wheel transfers its influence to the bull-wheel, and if the sand pump is used it is the effect of a friction pulley which drives its energy to that sphere. Should anything happen to the walking-beam to cause it to rest on the headstock post, whilst the hand-wheel is turned, then the danger is probably still likewise.

The drilling tools are suspended by a wire or unarmed Manila rope passing from the bull-wheel shaft over the crown pulley, a grooved block at the summit of the derrick. The string of tools consists of two parts separated by a bar, the lower part to give the downward blow and the upper part an upward blow which besets the bit should it become jammed. The lower portion is known as the joint, the bit, the auger-stem and half of the bars, whilst the upper has the upper part of the bars, the sinker bar and roughly a bucket. It is necessary to proceed a certain depth below the surface before the tools can be brought fully into use, and whilst it is usually excavated below the dew floor, the however, does not imply that the driller and his crew mean to patronize the local bogeyman, the enterprise
OIL WELL DERICK

The clerk who keeps an orderly desk uses much the same sort of ingenuity and method used by the person who keeps an orderly business desk. Each clerk keeps his desk free of chaos, deadwood and red tape; when he handles a multiplicity of detail with method and system. But when he completes each task and proves its accuracy before passing it on, he has done something. All he checks up each day’s work at night and satisfies himself that he has overlooked no promise and forgotten no task; when he recognizes that he is part of his day’s routine, and does them with the unfailing certainty of a machine. week in and week out—he is training himself in basic principles of business organization—training himself in capacities that will enable him to handle with ease the busiest tasks that the office can throw to him.

The systematic office clerk is like any other flesh and blood success; he is not born with his equipment fullfledged and readily made; he either makes it himself, or has it made for him. Every system of the office—most of them—make themselves. The system in these men is real, enduring and ingrained. They have to discover a way to keep ahead of the other fellow and in devising such a way, they cultivate not only system, but also initiative and originality. They find that ordinariness, promptness and a positive hatred of the excuse, "I forgot," are just as necessary, as hard work is. The most conscientious plodder who does not pause to plan; in fact, that the hardest task can be made the easiest task, if he has the system—then he has the mind.

The systematic habit starts in system in the little things. When opportunity knocks, the systematic clerk has his tools.

System is a living thing. It’s born in work. It lives on work and work. It is the result of your own creation. You fashion it yourself. You make it do the very thing you want it to do, or else you want it to do. The more full work will suffocate with the weeds of chaos. You alone make the system, good or bad. System is the self which works while you play, which catches the reins when you pass on. Be studious of system if you would be sure of your reward.

7. —Toronto Office Motor.

Sure, I can tell you what it means for men to pull together all the energy in the world. It’s the more, upon their faces. I’ve sung, do you mind, at night, for men who were to dine next day, and knew it. They couldn’t know that they were to dine our satisfaction of the being the fact that the day’s work might have a weary fuller life. I’d think I was clearing ninth who could no longer help themselves or defend themselves against my cheating were I to get into the same boat and tae the rest of us. Aye, it’s a bonny world they’ve saved for us. It’s not as barren yet as it mean be—and as, God helping us, we’ll make it.

—Harry Landor.
"By Their Works Ye Shall Know Them"

In preceding articles, it was shown that naptha was the first distillate to be recovered from crude petroleums. The second distillate was the refined oil distillate. Following this comes the gas oil which we will pass over, as gas oil is not marketed or related in general consumption and is therefore generally sold without further refining. This brings us to the fourth and last distillate—the paraffine or lubricating distillate.

Removing Wax

The lubricating distillate contains the waxes or at least most of them and before the lubricating oil is ready for finishing and treating, the wax must be removed. The process used for removing the waxes, as it is said, consists of refrigeration and pressure. The whole paraffine distillate has to be chilled to between 42° F and 90° F and then forced through a series of pipes under a pressure of from 50 to 150 pounds per square inch. This forces out the wax and allows the lubricating oil to drip through.

The method of chilling the distillate is by chilling machines. These consist of a series of long pipes around which the "brine" is circulated. To prevent the wax from adhering to the pipes, "screw conveyers" work inside of the pipes.

Each wax press handles from 200 to 250 barrels of distillate and requires about 25 tons of refrigeration per press.

When the press becomes full of wax, the filter plates are loosened and the slack wax allowed to drop into a hopper. A "conveyor" at the bottom of this hopper rolls up the wax into small blocks and carries them into a run-down tank.

In the run-down tank the wax is heated until it becomes liquid and then pumped into the wax swatters. The reason for the use of these swatters is to remove the salt and half the slack wax—as about half of the slack wax consists of oil.

Wax Swatters

Wax swatters are of two sets each, consisting of 6 series of 12 to 24 pairs, one above the other. They are carried on a framework and inclosed within a building. The building should have ample adjustable ventilation openings in the walls, to allow the use of steam coils.

In each pan is installed a closed oil, top of which is a screen about 1/2 inch thick. (In some cases, coarse sand or gravel is used). Cold water is pumped in to top of screen and is also circulated through it and collected at sludge tank. The cold water, sometimes removed by circulation through the coils when necessary, cools and solidifies the hot slack wax. After the wax is sufficiently solidified, the water is drained from each pan into the sewer. The doors and ventilators of the building are then closed and the steam turned on in the steam coils on the walls.

The heat from these steam coils raises the temperature in the building by degrees and the wax in the pans slowly softens. This allows the oil content of the wax to filter through to a pipeline which carries it to the pressing oil.

After the oil has been washed out, steam is turned on in the coils of the pans which formerly contained cold water to solidify the slack wax. This steam melts the wax and allows it to run down a separate line into what is known as a run-down tank building which is plentifully supplied with steam coils.

From this building the wax is conveyed to the wax treating building where it is filtered through Florich clay to eliminate the coloring matter. Various processes of purification and filtration take place after which the wax is sent to the candle works and molded into various shapes and sizes as candles or rectangular cakes as pararows.

The Old and the New

Candles in the olden days were made by the dipping process. In fact there are many candles that are made that way even to-day. It consisted of dipping a wick into melted wax, allowed to cool and then dipped again and again until the required size was secured. While still plastic the candles were rolled on a table to give them uniformity in size and shape.

Today, however, candle making has been modernized. They are molded in machines which hold several hundred cylindrical metal forms or moulds through which the wicks are drawn in the line of their axis. These moulds are surrounded by cold water to solidify the wax and at required intervals of hot water is used to facilitate the casting and removing of candles from the moulds.

The size and shapes of these candles are, of course, determined by the moulds and the colors, such as in our Christmas candles, are secured by the use of dyes.

The burning qualities of a candle depend upon its purity. Impurities cause premature melting of wax, spotting and dripping. It is through the painstaking care exercised in washing, filtering and other processes, that the purity of Imperial Candles is demonstrated not only through analysis but through usage. They burn clean and last longer because of that purity.

From the candle-making machines the candles are taken to the packing table and packed by sets in cases.

Candle Molding Machines

Each Machine Contains Hundreds of Molds

Other line of candle (The Remembrance) is also colored. These candles are made in red, white, yellow, pink, green, blue and mahogany color. The white Remembrance candle is largely used by undertakers. The other colored candles are used for various decorative purposes.

The users of Imperial Candles and Imperial Pararows are legion, the latter having innumerable uses not only as starters for the many works of water proofing, rust preventative and a host of other uses to numerous to mention. Purify, hatchery, and sewage work have both Imperial Candles and Imperial Pararows popular throughout Canada.

The Full Imperial Candle Line

There are twenty-three sizes of Imperial Candles and twenty-five sizes of Imperial Pararows, the names of which are given in the accompanying table. The size of each candle signifies its use.

Candled Colors

There are four sizes of Christmas candles which are all made in six colors, red, white, blue, green, yellow and pink. They are packed in boxes each containing one dozen colors or one straight color as desired. In addition to the Christmas candles, other colors are also marketed. These are also colored in red, white, yellow, pink, green, blue and mahogany color. The white Remembrance candle is largely used by undertakers.
The Horse

By

Oscar Howie, Tank Waggon Salesman,
Howie, P.Q.

W

we hear a lot about the evolution of the car, the tractor, and the anti-track—how the horse is being outdriven; how the horse is a relic of the past, and how it will soon be gone. But there are still many of us who can remember when a horse was a necessity and a pleasure to own. And for those who are interested, the horse is still here and it is as active as ever.

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A Shyng Horse

A horse "shies" because he fears something. It may be a stone, a hedge, a piece of paper or a bottle. Whatever it is, the horse is justified. A young horse has a lot to learn. He needs more time and patience than can be given him. A horse that runs away too fast is not the one to be trusted with the job of a lifetime. It is better to give him a chance to think and then to make him feel safe before you ask him to do anything. A horse that cannot be trusted is a waste of time and money. A horse that can be trusted is a joy to work with and a pleasure to own.

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Peace on Earth

Once again the Yuletide brings its message of Peace and Goodwill. Our hearts glow with a hope that every race, every nation, and every creed, will lead a real peace at last on the earth.

Nations are trying to understand each other. They are reaching out to each other with open arms. Tolerance and sympathy are overcoming self-interest - a spirit of peace must prevail in all human endeavor if civilization is to survive.

The clash of conflicting opinions, of petty jealousies, of envy and self-interest, must be brought out by the behavior of each other’s actions and opinions.

"Peace on Earth, Good Will to Men," is the message of One, Who is the embodiment of Peace and Universal Brotherhood. All through the centuries His message has rung in the hearts of men. Ignorant though we may be, the power of that message grows and grows. It can never be entirely rooted out of the heart, for it is a divine truth that cuts through to the very meaning of things.

The Peace of the world will triumph.

* * *

Your Part in Advertising

Advertising is not confined to the printed word. It begins in the merchanties where Imperial products are made and extends on through every phase of manufacturing and marketing until the finished product has delivered complete satisfaction to the consumer.

Profitable goods and good service are the backbone of all advertising. Every transaction is an advertisement in itself, either good or bad, according to the nature of the transaction.

There comes, many times each day, the opportunity, or sadly, the "pulling power of nature," to advertise. It may be the added touch of care exercised in the process of manufacture; it may be the vigilance of testers and inspectors in maintaining fixed standards of quality; it may be the pre-occupation of drapers in packing, or the skill in routing by traffic men - no matter what, the manner in which these duties are carried out is reflected in the quality of the goods.

Obfiding salaried; attentive agents; well-kept delivery units; dependable operators; tasteful service men; prompt adjustment of complaints - all these contribute to their share in maintaining that high standard of service.

Attractive office, wellkept substations, orderly warehouses, efficient clerks, correct telephone girls, well written letters and prompt service, reflect the character of our products. These are advertisements as effective as pictures painted on billboards anywhere.

We could continue indefinitely. There is no limit to the power of such advertising and no end to the opportunities. The line, extending from Cuyahoga, Ohio, to Sarnia, forms the final link of a far reaching system of pipeline lines by which Imperial Oil Limited is supplied with crude oil from fields over fifteen hundred miles distant.

Every day, year after year, this pipeline artery of oil does its work as silently and as efficiently as a human artery, as it is comparable to a human artery. It is certainly an unending fact that in its relation to the life and activity of Imperial Oil Limited's Sarnia refinery the Imperial pipe line is as vital as an individual's arterial system is to that individual's existence.

The line is a six inch, one mile, four miles, which is laid in Canada, and it roughly parallels the Ohio River for this four miles, crossing under the St. Clair below Sarnia to the American side.

The submarine line under the river is of eight inch size, with an auxiliary line of the same gauge.

The greatest danger to a line laid as this one is - just below the surface of the river bed - comes from the anchors of the Lake ships which are often fog bound at this point, and forced to "throw off," or leave their lines.

To date all "raid hooks" have failed to extract any of the pipe from position, although it is a normal practice to telephone and telegraph cable which also crosses at the same point was once towed over an anchor and a large piece of this cable a short cape up in the operation of the line.

Piers, at refueling stations on the line located at about forty miles apart, one each at Cuyahoga, Detroit, Ont., Sarnia, Ohio, Wayne, Michigan; and Utica, Michigan. At each of these pumping stations, also at Sarnia, there is a telegraph operator on twenty-four hour service.

An extra safety precaution are the pipe line with new pipe is to patrol the line and watch for leaks, breaks, or unusual phenomena. These men have beats of a number of miles in which they patrol in fair weather and foul and most of them are professional "pipe line workers," and always will be because they love their task, which, in the warm days of summer at least would tempt anyone.

This new plan will relieve the municipality from the problem of financing road construction and will be resident in a separate unit, by the general treasury of the province.

* * *

Good Roads Campaign

The policy of increased road construction which has been almost totally neglected in Canada has brought the question of good roads in front of the public.

Mr. Prevost Hubbard's article on Asphalt, its history and use in road construction, is therefore timely and appropriate. The superiority of asphalt in road construction is becoming more and more apparent to road contractors as well as to themselves.

That the good roads campaign in Ontario will continue on the basis of the report of the roads legislation made by Premier Drury in an address at Peterborough in July.

He stated that legislation would be introduced in the next session whereby permanent road construction will be more easily obtained from motor licenses. With an estimated number of 60,000 motor cars in Ontario and a basis of 25 cents per dollar assessed, these duties must amount to about 15 million dollars.

With such a plan, Mr. Drury states that a network of highways can be constructed in Ontario at the end of twenty years without cost to the municipalities that should thereby, the foundation for roads now under construction being good for many years.

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Pipe Lines

By W. F. Gabel, Superintendent, Sarnia Refinery

Situated over a thousand miles from any great oil field, yet having the greatest crude oil capacity of any oil refinery in Canada, the source of supply of the Sarnia Works is undoubtedly one of the most interesting phases of the business at this point.

The Imperial Oil Limited has over a thousand barrels of crude oil daily into the great receiving tanks at Sarnia-refine more than that; the line, extending from Cuyahoga, Ohio, to Sarnia, forms the final link of a far reaching system of pipeline lines by which Imperial Oil Limited is supplied with crude oil from fields over fifteen hundred miles distant.

Day after day, for year after year, this pulsating artery of oil does its work as silently and as efficiently as a human artery with which it is comparable to a human artery. It is certainly an unending fact that in its relation to the life and activity of Imperial Oil Limited's Sarnia refinery the Imperial pipe line is as vital as an individual's arterial system is to that individual's existence.

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Successful Husbands

(Continued from Page 11)

We feel our courage oozing out of every pore of our body.

Some forever were our fondest dreams of a blissful (7) time at home and on taking another look at their half a book we find them entirely and, like the dutiful husband we are, we had to admit that we wouldn’t think of asking her to the sacrifice.

So, if we are to be a successful business man, we will have to be in the market a bed of roses, we will have to work till the bones and eventually get to that position where we can afford to hire a maid and, at least, get out of the dish-washing clair.

And, if our success as a business man has come not because of our wife, but in spite of her, why shouldn’t it?

The Imperial Oil Review December, 1921
The Romantic Rise of the Asphalt Industry

By Procus Hubbard, Chemical Engineer, Asphalt Association

Almost as far back as our knowledge of mankind's history can be traced, a curious exhibit has been shown to the world. It is the story of a material that is so familiar that it is almost taken for granted by everyone. This is asphalt, or as it is often called, asphaltum. The use of asphalt in building and in industries has been so widespread that it is difficult to imagine a world without it. Yet, the story of its discovery and development is one of great significance, and it is a story that deserves to be told.

Asphalt has been used for centuries, primarily in roofing and paving. It is a natural product that is found in many parts of the world, but it is particularly abundant in certain areas, such as the Middle East and North Africa. The ancient Egyptians are believed to have used asphalt as a roofing material as early as 3000 BC, and it was also used in the construction of temples and other public buildings.

The story of asphalt's development is one of试用, refinement, and practical application. In the 19th century, the use of asphalt in the construction industry began to increase significantly. The development of the asphalt industry was driven by the need to find new and better ways to build and maintain roads, buildings, and other structures.

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Some History

The earliest recorded use of asphalt was made by the Egyptians. The Egyptians developed a complex system for the collection and refinement of asphalt, which they used as a bonding agent for brick and stone. The use of asphalt in this way was so widespread that it is believed to be the reason why the pyramids were built with such precision.

Asphalt has been used in the construction industry for centuries, and its use has continued to increase over the years. The development of asphalt as a paving material has been a major factor in the growth of the industry. The use of asphalt in the construction industry is now so widespread that it is difficult to imagine a world without it.
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Usage For Asphalt

Asphalt is the oldest waterproof adhesive known to man and since its production from petroleum has made it readily available, in large quantities it has been adapted for a surprising number of industrial purposes. Of these the paving industry consumes the greatest proportion.

In the consumption of asphalt the roofing industry is a close second to the paving industry, and together they consume probably 50 per cent of the entire asphalt output if road oils are not included.

The development of the asphalt roofing industry to sizable proportions has been more recent than the paving industry, but was given a great impetus during the late war period, owing to the enormous demand for ready and permanent waterproofing materials.

In addition to paving and roofing there are a large number of industries, which in the aggregate consume large quantities of asphalt. A considerable amount of asphalt is used for: waterproofing and boring and leveling agents for sheathing and insulating purposes. Asphalt also finds its way into the manufacture of considerable quantities of naphtha goods, paints, varnishes, enamels and tars, and such specialties as asphaltic compounds, pipe diops, bituminous concrete, asphalt cements, asphalt compositions, electrical insulating products, sealing compounds for storage batteries, wall boards and the like.

In most finished products asphalt is used primarily as a binder or coating for the body of the structure and constitutes a fraction of the total weight of such products. Its use is therefore dependent upon the consumption of large quantities of other materials, the production of which represent industries dependent to a considerable extent upon the asphalt industry in providing asphalt. In the construction, considering only that portion of the pavement which is bound together with asphalt an average of about 8 per cent. of asphalt is used to find 92 per cent. of mineral aggregate.

Here's a Mighty Good Family to Know

Have you ever heard of the SUCCESS family?

The father of success is—WORK.
The mother—Ambition.
The oldest son—Common Sense.
The other boys are—Perseverance, Honesty, Thoroughness, Foresight, Enthusiasm, and Co-operation.
The oldest daughter—Character.
The sisters—Cheerfulness, Loyalty, Courtesy, Care, Economy, Sincerity, and Harmony.
The baby—Opportunity.

Get acquainted with the old man and you will be able to get along pretty well with the rest of the family.

—New York Central Magazine.
ITEMS OF INTEREST

An Imperial Oil Booster on March 28th, 1921, has sold in the neighborhood of twenty thousand (20,000) gallons yearly of Imperial Royalite alone and has never bought a gallon of oil from any one but Imperial Oil Limited.

He has just recently sold his business to Mr. Walter Martin, when we hope to serve as long as our esteemed friend Mr. Wallace.

Though Mr. Wallace reaches the three-score mark next year, his appearance would lead one to believe him many years younger. When he started the Oil business his trade was practically nil, but by consistent and excellent service developed a trade which grew into very large proportions.

Naturally, Mr. Wallace has been approached by other concerns to handle their products but as Mr. Wallace says himself, "I have to give service to my customers and when I buy my products from Imperial Oil Limited, I know I can do so."

Mr. Wallace is well known in Halifax, and takes a prominent part in all activities and events in his territory. He is a member of the I. O. O. F. as his Canton uniform indicates.

Woodstock Plowing Match held at Woodstock on October 26th, 27th, and 28th of this year, with an attendance of fully 30,000 people, was a good example of the old saying, "Great Oats from little corns grow," especially when one considers that the first Plowing Match was held a few years ago between half a dozen farmers, from which the movement has spread until it is important enough to be held under the jurisdiction of the Government.

The attendance at the Woodstock Plowing Match was remarkable, in view of the fact that the weather was cold and rainy. Had it been fine, it is hard to conjecture what the attendance would have been.

As you are all steeped in Imperial Premier Gasoline and Imperial Polarine Oils, with a little Imperial Royalite mixed in, you will probably want to read of their doings, rather than the names of the contestants, or the winners of the prizes, as we shall stick to the text, and tell you about Miss Royalite, Miss Premier and the whole Polarine family.

When one moves to a new location, the first thing necessary is to find a home, so George Pierce, Sr., and George Pierce, Jr., together with the writer went to the grounds to erect a tent to be used as a home for the above-mentioned celebrities.

We will not dwell very long describing the erection of this home, excepting to say that there was a forty mile gale blowing, also rain, rain, rain. The tent, which was 18' x 25', only blew down once. We hope some of you have the same experience in this kind of work so you will appreciate some of the difficulties.

The next morning we were busy on the job getting things in shape and arranging the home.

Miss Royalite was a regular vamp and won the esteem of all but one racer in the match. She got in pretty strong with him, but her rival claimed some of his attention.

Miss Premier being very neat, and straight-run, and of a very clean complexion, also made her conquest. The different tractors were powerless to withstand her charms and so like sensible men bowed down in homage.

The Polarine family were huskies, and if the writer did not detect gnosy, he could tell you what they did. It was commonly remarked "what a lot of Polarine is used on these tractors."

You may wonder in what class of cars these maidens travelled. We will tell you. The "International Motor Tank Wagon No. 21832," was the private limousine that carried the Misses Premier and Polarine to their numerous admirers. The Polarines preferred a more quiet life and therefore stayed in their tent out of the rain.

We are sure that the Woodstock Plowing Match increased the popularity of all such a thing is possible) of Miss Royalite, Miss Premier and the Polarine family. They will not only retain their present admirers, but gain many new ones.—By W. P. C. Andrews, salesman, Woodstock.

Married

Mr. and Mrs. A. P. Belton, Jr., were married at Holy Trinity Cathedral, New Westminster. Mrs. Belton, who, before her marriage was Miss Nora Dockrell, is a member of the young social set of the Royal City. Mr. Belton is employed by Imperial Oil Limited at the Burnard Inlet plant.
That every joy and happiness may be yours this Christmas is the sincere wish we extend to every member of the Imperial Oil Organization and all those dear to them.

C. B. Hillman, G. W. Smith
E. F. Mayer, S. E. M. G.
Victor Ross, W. C. Henderson
J. W. Levering, F. W. Atchison
J. D. Rogers, J. P. Rogers