The Imperial Oil Review

Christmas at Fort Norman

Season's Greetings
Lessons in a Far-away Land

By A. R. Sinclair

"Beams of light! Heaven's smile.
Breeze of sunshine in the palm.
W. P. B. — N. P. S.
Hurrup! — Hurry! — Hurry!"

So shouted "Young Gringo Negritos," with all the "pep" and energy characteristic of school youthfulness.

Grown-ups whose interest in child-life has not been lessened by the glamour of oil treasures and the uncertainties of this busy camp, were not left out of the fun. The children, due to the nature of the camp, could not be left out of the fun. They were given the same joyous response as the school children of the old world. They were taught the laughter of a child, the best music.

With the same enthusiasm as manifested when the call was given, the boys and girls of Negritos entered into all the different activities of the school in spite of the fact that tropical existence is not supposed to be conducive to mental and physical exertion.

And with this introduction — Mr. Editor, I shall attempt a brief description of "How We Carry On," having been requested to do so by the School Board.

Our school house is situated on the second floor of Negritos. It looks over the little camp nestled on a hillside to the broad expanse of the mighty Pacific. To the south-west is the most westerly point of the barren western coast of South America — besieged and beset by long rigid rollers — and forming a barrier against which the blue phosphorescent waves break with a dull-sounding thud. To the east stretches the sandy fringe of a colonial mountain range.

The last rays of the setting sun on the Glorioso Islas of the vanished Incas of Peru, strike our schoolhouse, — the pioneer post of a very advanced form of civilization.

The building is a one-roomed frame structure, up-to-date in every respect and well equipped. Many improvements have been made and numerous supplies received during the past year. Possibly the most welcome of the former was a playground, made by levelling a sandstone hill at the back of the school, and of the latter a basketball and baseball outfit.

When I consider the prompt way in which my order for these was fulfilled, I feel that our School Board has the modern idea of education. The educational ideal of the ancient Greeks was, "Mensa sana in corpore sano" (a sound mind in a sound body) and the late war brought a consideration of this and the necessity of re-educations...
Oddities in Oil

By Victor Lunnin, Author of "The Twenty-fifth Ward"

"A J. sorta thing happens or are said to happen in the oil fields. It is a fact sometimes noted that the oilfield is not the only article of the "huck" species that tramps and roams where oil is sought. Despite this fact, a lot of the stories that come out of the oil fields are true. Indeed, some of the most improbable-looking stories of the lot are correct in all their details—or in almost all of them.

The Tale of the

Whenever a new field comes Godspeed Derrick in there is usually a wild rush to "prove up". Time is at a premium. The new field in northern Montana has been no exception. A recent tale from that direction deals with a novel time-saving device.

A certain company had finished a more or less successful well and determined to start work with the old derrick on a new location. The normal procedure would be to dismantle and subsequently rebuild the derrick; a process not to be accomplished in the twinkling of an eye.

But the operators were in a hurry. The taste of gushing oil had merely whetted their appetite for more. They left them couldn't wait a week or two or on the patient rig builders.

So they requisitioned nine White trucks. With elaborate care the high standard derrick was meticulously packed up and transferred to the fleet of trucks. Six men with guy lines were required to keep the structure balanced. Heavy tow chains were used, to maintain the formation. There were half dozen falls of man and as many tow chains snapped and then—off went the universe procession, disregarding roads and taking a herculean career across country to the next location.

"You can't do it!"

"What if we bet we can?" Put up or shut up, Mr. Dep-Killer.

The School House in Nigeria

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The School House in Nigeria

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The School House in Nigeria

The School House in Nigeria
arty of ducks that way. Many of the beakless
birds mixed up their careers in the semi-shrubbery
to the delight of the oil field workers.

When the first gusher of the Mammals Oil
Company on Yeast Dome, in Wyoming, broke
 loose, thousands of barrels of oil were run in to
surface pits. There, too, the migrating ducks
were caught by the time of the "traps." So that
for a while, Rear Oil figured prominently on
the Yeast Dome oil field maps.

The Well That Gushed Down at Arizona a Test
Drill Everything

For oil was being drilled
a little while ago. It
went on pleasantly until the drill cut into
the gas sand.

Then things began to happen so fast that
the driller lost no time in making themselves scarce.

Afterward, they blessed the lucky stars that
they were able to do so.

The well blew in a huge gusher, with a roar
that could be heard for miles. The constant
boil that had to keep the pump-up dead of gas was
not sufficient. In the twinkling of an eye it was
enlarged into a huge, gaping cavity. It swallowed
the derrick, drilling machinery, and everything
within reach. Day by day the hole enlarged
itself till it became a vast, whirling crater, a mile
without of mud, water and gas, spouting, tossing
and foaming from 100 to 100 feet before the
surrounding country.

In the center of the gathering whirling-
pool, the boil, which a few days before, had furnished
power for the drilling, boiled up now and then,
but was worked down presently by the surge and a
little later tossed on the surface once more by the
force of the gas. The last visible fragment of
the drilling equipment, the whipped hose, it
like a peanut, contemptuously. Everything else
had gone into the sweeping cavity.

Beating! Deciding—-for the casual spectator.
Some such spectator watched for hours, fas-
tinated, the boiling boil. As for the driller,
"See, one of them," it would cause him to
shudder in the stomach."

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Hamilton Hustlers' Selling Contest

Hamilton Division can always be depended
upon to maintain its position as one of the liveliest
in the organization and, its second annual camp-
book drive affords convincing evidence of the
fact. In working out the details of the selling
scheme, a special Committee was appointed
and its method of procedure will be of interest:

The committee had the painter-man paint up
an old piece of washboard to represent a road-way
covering the trip to Windsor and return, via
Serina, showing some fifty miles on route.
The entire staff was divided into selling teams,
each team represented by a well known spike
of car, and these, in turn, were represented on
the man by small racing cars, with the teams name
clearly indicated. For each sale of a ten-dollar
book the team making the sale was advanced
one town, halfway being gained by the sale of
a five-dollar book. The contest was open for one
month. New business only was the objective
and many Interest and enthusiasm were shown.
Evensong special tickets were handed, giving
particulars of the ever-changing positions, sug-
gestions as to mailing sales, etc., and they proved
interesting reading and very stimulating. A
prize was offered to the first team home—-theatre
tickets to the best show in town—and these
were won by the Liberty Six in charge of Mr.
R. H. Holiday. Over fifteen hundred dollars worth
of new business was secured, and, as new business
only was the objective, no credit was given for
the sale of any of the thousand dollars worth of
coupon books which were repeat orders. The
commission in charge consisted of Miss M. Martin,
Misses J. J. Woods and J. W. Sutton.
"MAKE it snappy" has become a part of the vernacular of the day, and in no department of business can this application be more forceful than in that of the telegraph system.

The word "telegraph" is derived from the Greek "teles" meaning "far away," and "graphos." "I write." The derivation suggests itself the idea of long distance and should convey an intimation of the necessity of conciseness.

The very existence of the telegraph system indicates that it serves that portion of the public whose business cannot wait for the mails. With this fact in mind, it may be considered worth while scrutinizing the construction of the average telegram. The last mentioned term is practically synonymous with the word "dispatch" and a dispatch certainly should be alacrity with brevity.

Perhaps the most striking illustration of the force of concise statement is afforded by that almost classic message: "Off again, on again, gone again, Flannigan." This conveys a world of meaning with a minimum of expression. In contrast is a message once handled by the writer which ran as follows: "Dear brother, I take my pen in hand to tell you that I am all right and so is the stock with which I am doing this winter. I hope Annie and Amos are the same. Send me dollars.

It is not difficult to visualize the preliminary framework of the telegram that so often confronts the busy operator. "Telegraph to..." is an uncommon opening, corresponding to a common method of beginning a letter: "I now take my pen in hand." Writers of telegrams are under no necessity to make any reference to messages of yesterday or even date. They are entitled to consider that the recipient is aware of the matter and is not to be disturbed by any lack of address with which to write a message.

An even more ill-considered form of expression is: "Telegram received." The original sender may be trusted to understand that his message had not been received, he would not have written the reply. The giving of a reference may sometimes be justified, but ordinarily it is superfluous and not only adds to the expense account, but often aids in creating confusion in the telegraph office where a mass of messages accumulate for dispatch in a limited time.

Figureative sentences are another form of extravagant expression and are to be avoided whenever possible. One commonly encountered is along this line: "Jesse is in Montreal. Please get in touch with him at once." Now if the writer were to say: "See Jesse Winsor Hotel," the recipient might be expected to know Jesse was in Montreal and that he was there at one time, but it would not have been reported in.

Of course, if the reader were to receive a dispatch from "Friend Wise," saying she had left Reno and would arrive at Blank at ten and would have a lay-over of a day and that she should wire her there advising how she was getting on and how the kiddies were, he might contrive to get in ten words full particulars about the kiddies' colds and even a word about the canary, but he would not have time to run the risk of being baldly commercial and unfelt. In such a case, the personal equation would determine a certain leniency in expression, but when it comes to the every day business message, there is no doubt but that an immense saving might be effected by the elimination of useless forms.

Courtesy in business always brings its own reward but when one considers that the office of the telegraph service is to place a thought before the recipient far away, the importance of stating it as baldly and feebly as possible may be realized. "Please confirm!: Please advise!: We're kindly..." are fair examples of courtesy but poor illustrations of clarity and they or some variation may be found in almost every message filed. Of course, a hard and fast rule for each and every telegram is impossible, but those who receive telegrams also receive letters which always provide an avenue for the display of courtesy. What is set down here will be taken, it is hoped, as applying in a general way to the ordinary routine telegram.

Evidence as to the additional expense of unnecessary words may be gleaned from an examination of telegrams. The minimum in words is thirty cents for ten words and two cents for each additional word. The maximum is $1.25 for ten words and eight cents for each additional word. The average rate, however, is found to be 95 and 6 cents, the minimum being far less the usual, and this will give an idea of the immense saving possible.

The apparatus installed for the receiving and sending of telegrams at the Sarnia office consists of four instruments through which pass the following circuits:

(1) One Imperial pipe line limited circuit, with a terminus at Copenhagen, Ohio, and which saves from being a message wire is continuously engaged in computing crude oil receipts, Sarnia to Copenhagen and intermediate points.

(2 & 8) One Canadian Pacific and one Canadian National circuit, each a local, used in the distribution of messages throughout the Dominion and the United States.

(4) One private circuit direct to the Imperial Oil Building, Toronto, upwards, which is used for the transmission of a major portion of the company's telegraphic business.

The Offices in which the Staff at Sarnia has been housed for a year. They are on the ground floor of the Royal Bank Office Building.
MOST of our readers have seen recent allusions in the papers to a new oil refinery now under construction in the City of Calgary. However, it is probable that a brief description of the project at this time will be interesting and in a few words will be given the facts pertinent thereto.

It is patent to all that the consumption of petroleum products has increased throughout the civilized world during the past decade to an almost unbelievable extent. In no country is this more true than in Canada, but what is not generally known is that the increased consumption is largely for purposes of utility. This is pretty well concealed because our eyesight reveals an increasing use of the motor car for recreational purposes. The basic industry in the three prairie provinces is concentrated agriculture and every fall that romantic race of transportation against the rigors of winter to move the food supply of countless numbers of people is enacted and featured with absorbing interest in the press of the world.

What is not generally known is that the tractor (the modern horse) plays a dominant part over that broad land in making possible the cultivation, planting and harvesting of the annual crop.

To satisfy the insistent demand for its products, and recognizing its responsibilities to properly serving the needs of its customers, Imperial Oil, Limited, has decided that the time has arrived to expand its refining capacity.

It is an axiom of economics that manufacturing of any commodity of universal use should be conducted as near the center of consumption as practicable and all indications within the field of the directors of the company led invariably to the selection of Calgary as the logical center for the increase found to be necessary.

Accordingly a review of the possible sites was made on the ground by competent authority and a location was selected that, by those who know the requirements for the purpose, is conceded to be very nearly ideal. Subsequent to the settlement of the necessary preliminaries, ground was broken on October 1st and the project launched.

The area selected is roughly triangular, about 117 acres in extent in East Calgary, flanked on the west side for approximately half a mile by the Bow River and on the east side by a public street, on which is the municipal street railway leading to the center of the city about two and one-half miles distant. The Canadian Pacific Railway with its irrigation canal on the far side parallels the west boundary of the property on the opposite side of the public street, while the Canadian National Railway crosses the base of the property at an elevation about 35 feet above the C. P. R. tracks.

The Bow River has its origin in the heart of the mountains which can be seen on a clear day standing as sentinels almost defying man's ingenuity to pierce them. The waters are clear and the stream exhibits all the characteristics of its origin in the swiftness of its flow and its propensity to violent change in volume of run-off. Like most streams of its type, the valley is terraced and the refinery also consists of three pronounced terraces, the lower some 60 acres in extent, about six feet, the intermediate nearly 60 acres, about 35 feet and the higher 17 acres, about 70 feet—the present river level.

Unfortunately, there have been two instances within the past 35 years when the river at flood stage, which occurs in June and July, has completely inundated the lower terrace and it is inadvisable at this time to consider this for anything but a possible area for future extension. The refinery proper will be located on the intermediate terrace, while the higher terrace will be used for storage, considerable of which will be required to satisfy the nature of the demand which, being agricultural, exhibits seasonal fluctuations of pronounced intensity.

There are now more than two miles of trackage installed which leads from both railways and these tracks completely surround the refinery proper and are laid out to make the most use of the property and still give adequate access to the operations requiring such facilities.

About 10 feet above the river level, water of uncertain origin and of its perceptible flow underlies the whole property and adds greatly to the engineering problems in providing water lines, sewers, and adequate foundations, when it is known that frost penetrates an average of about nine feet and sometimes thirteen feet in favorable areas.

The projected refinery capacity is 3,000 barrels daily of Wyoming crude oil, to be transported in Oswin lots nearly seven hundred miles. The refining apparatus, consisting of low pressure stills and associated cracking units, together with facilities for treating and finishing, will be designed in accordance with the latest developed knowledge of the science of petroleum refining.

The most modern methods of handling and burning fuel oil and coal, and disposing of the ashes from the latter, will be a feature of the mechanical integration of the plant and will present some novel installations to Imperial Oil personnel to whom novelty of this kind is no stranger.

Making due allowance for the instability of the weather, it is expected that this plant will be ready for operation by July 1st next. About 200 men will be the staff required to man the undertaking, which will augment somewhat the population of the City of Calgary.
Romance at Talara—A Visitor’s Impression

By Mrs. O. B. Hopkins.

The gentle knocking of the steward, growing more and more familiar and more insistently, produced the desired result at last. Unwillingly awake, a glance at our watch showed us that it was still only half seven, and it took some moments of mental adjustment before we could understand the signs of life about us as if such an early hour. But when recollection came we jumped up from our bunks and hurried to the window—we were approaching Talara, the object of our long and round-about trip from Toronto! The coast of Ecuador had been visible the day before, but this was our first view of Peru, the romantic land of the Incas. On the boat coming down we had been reading "The Conquest of Peru," and were saturated with the glamour, the atmosphere of the country in which we were to spend several months. That we were going to an oil-field, a large and most practical organization, detracted little from the expectation of romance. The mental picture of "romance" was hazy and indefinite, but none the less positive, and we were sure we should find it. Let us tell you of the way in which our expectations were realized.

On the morning of our arrival a rozette was dressed hurriedly and went up on deck. The ship was headed straight in towards Talara Bay, and soon anchored off the point to wait for the port officials to receive us, and the Company's boats to take us and our baggage ashore. We hung over the aft rail just as the sun commenced to strike the tops of the sand-hills that line the shore. It seemed a desolate and barren country which we had come to. Not a break of green met the eye, not a break in the monotony of the sand. It struck us forcibly and for the first time that sand is certainly conspicuous, just as "plains are plains." Our spirits were as high as they had been, and we entered the launch which was to take us around the point and into the harbor somewhat reduced in mood. It looked a hopeless sort of country.

But when we rounded the point! A bright and sparkling bay, alive with activity, a long mole equipped with the most modern machinery, a bustle of achievement which was positively thrilling after the bareness of the outer coast. There is no more striking evidence of the wonderful organization here, nothing more indicative of the marvels wrought by Petroleum than this contrast. It is almost incredible until one realizes the many and varied activities engendered by this Company. One glimpses, the result of this triumph of civilization, and has an almost personal pride in belonging to such an organization, and this feeling grows with time and more intimate knowledge of the place.

Our party was met at the mole by Mr. Dunlop, Mr. Stone, Captain Blunden and others, whom we later came to know and like very much. Mr. Dunlop is the manager of a tasteful man whose diplomacy and pleasant personality have contributed much to the success of the activities here. He and his charming and graceful wife made all visitors feel at home in Talara.

After a hospitable welcome, we were taken up to the English Club for breakfast. The club-house and most of the residences are situated on the two sides of the point—some of the houses overlooking the ocean, and others, including the club, overlooking the harbor. Terraces are arranged, so that the view is very attractive from the porch of the clubhouse;

There are beautifully sheltered, and the many lights which follow the curve of the shore reflected in the water, as well as the lights on some of the smaller boats bobbing up and down to the gentle ebb and flow.

Talara Harbor is beautifully sheltered, and the very shape and size required. To the right of the point is the place which juts out into the ocean and protects the bay. To the left is a flat plain giving the needed space for the native village, stores, etc. The buildings for the refinery and various manufacturing plants are grouped around the mole. The offices are convenient to the plants, and everywhere a compactness and convenience of arrangement.

After our breakfast at the club, we were taken on a tour of the town of the refinery, the electric plant, the factory where the tin is made, to hold the oil, where the boxes are made to hold the tins,
FIVE Pin Bowling
By Fred Cargill

A spirited and friendly contest between the bowling teams of the Toronto and Hamilton offices took place early in the month. The representation from Hamilton, headed by R. J. (Red) Woods, was met by a number of the boys from the Toronto office and given a welcome. At 8:30 Mr. N. G. I. Hambly met the bunch at the Albermarle Hotel and proceeded to roll the first ball for the allies for play. There were four games played, the Toronto teams carrying the honors by the score of 94 to 72. We then proceeded to the Carlisle Hotel, where a very pleasant evening was spent. During the dinner the Hamilton boys introduced several jungle yells, and also entertained by songs; Mr. Stennettville, the "street" leader, keeping things going all the time. Speeches were made by members of both parties, Mr. J. M. Powell giving away secret information that he swears all the way from Hamilton for the express purpose of trimming off Pop Collihan, and he sure did it, to perfection, but never mind, another day is coming (perhaps) when all things will be made new, and the Toronto boys have promised, if necessary, to "cook" Pop's score.

The gathering broke up about 8:15, some of the Hamilton boys wanting to see a good show. Dick Dick Crowley and his team would not be satisfied unless they were given special mention in this issue, so that only for the sake of the story the finished would have been very different, but sometimes it is as good to be lucky as a good bowler.

Hair and Rollie

Hair and Rollie are two partners in a small business, but the story of Rollie is too long to be told here. He was born in a poor family, but with hard work and determination, he managed to save enough money to buy a small business. He started from scratch, working long hours, and eventually became successful. Now, he is a respected member of the community.

The New Calgary Refinery

The new Calgary Refinery, located on the outskirts of the city, has been constructed with state-of-the-art technology to meet the growing demand for refined petroleum products. The facility includes modern processing units and advanced safety features, ensuring efficient and safe operations. With its strategic location, the refinery plays a significant role in the energy sector, contributing to the economic growth of the region. It is expected to create numerous job opportunities and promote local businesses, further strengthening the infrastructure of Calgary.

As the plummest season had closed, we did not make these leaves. As in picture shows, they live in the brush surrounding the refinery yard and are quite tame in the closed season.

During the day we each fired twenty rounds of ammunition, the writer's average being a kill for every four and Mr. Brown's one for every five. We considered very fair, taking into account the shots necessary to finish the ducks after they fell in the water.

Mr. Brown's Chevrolet was filled with Imperial Motor Oil and although it had two sides to it, the rain all day, it started without the least trouble and brought me home over a wet and muddy road without a moment's delay.

The Imperial Oil Refinery

December, 1922

By J. E. Birdson, Ives.

DURING the open season for ducks, geese, and other game in British Columbia, the two members of the staff were away from the office with special force to lovers of the wild, and when opportunity afforded, a day spent in tramping along the sloughs in the swamps provided an outing that is unequalled. During the day's outing the writers had fresh air and a steady grind of the everyday routine.

Recently the writer, in company with Mr. T. A. Brown decided to try our fortune at the Pitt Meadows and, rising before day in the general standard of living. The thought came to us that modernity has created a better and finer day at six o'clock. In broadening the lives and opportunities of the natives employed by the company, and their children—a real romance which more than compensated for the former piquances.

As in picture shows, they live in the brush surrounding the refinery yard and are quite tame in the closed season.

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News From Montreal Division

At the annual meeting of the Montreal Industrial Hockey League, Mr. E. J. Finch, of the Montreal Main office of the Imperial Oil Limited, was elected President for the third year. This is the League which Imperial Oil Limited hockey team was responsible for forming three years ago, and which has now become one of the premier leagues in the city. Its growth is evidenced by the fact that applications from 22 other teams have been received this season, with the result of forming a second division. The first division will remain the same as last year, and the new division will consist of six teams, who will play their games on Tuesday nights at the Montreal Mount Royal Arena. The first division will play their matches on Friday nights at the same time. At the end of the season, there will be a play-off by the winners of the two leagues.

The Imperial team already has the Cup, presented by Mr. Falls of the Sherwin-Williams Company, which is held by the winners of the first division, and is anticipated that a trophy will be donated for the new division.

In all probability Montreal Main (Accounting) will combine with Montreal East Refinery on a 50-50 basis regarding the team and the maintenance thereof, under the management of Mr. Pinhery of the Main office. Last year much valuable help was lent by the Refinery's team.

The annual general meeting and election of officers of the Imperial Oil Social Club of Montreal was held on October 18th, 1922, in the Main office hall, with the following results:

Honorary President: Mr. F. T. McKeen, Manager, Montreal Main Office; Mr. LaMonte, Messrs. J. J. Donohue and R. G. Paw, Assistant Presidents; Mr. J. Fincher, (Re-elected); Vice President: Mr. H. CroZen; Secretary: Mr. S. Chisari, (Re-elected); Treasurer: Mr. H. Parken; Entertainment Committee: Messrs. A. Genier, (Chairman), R. Decasse, R. Delecroix, D. Molin, (all Re-elected), B. McCarty and I. Carron, Ladies M. McDonnell, C. Jarry (Re-elected), L. McCorquodale and G. Lacombe; Bowling Manager: Mr. B. Hallen; Bowling Manager (Ladies): Miss K. England; Hockey Committee: Messrs. J. R. Pincher and W. F. Eamont (Re-elected), and G. Green; General Representative for the Solicitor: Mr. H. T. Palmers and Mr. J. A. Dupont.

The Treasurer in reading his report pointed out that the greatest source of income to the club was the turkey raffles—two of which were held last Xmas, and which will be held again this year.

The club intends holding three dances this year, if possible—the first to take place about the end of November, and possibly several other items will be arranged during the season; but it is upon every one that the club has to depend for funds to run the Hockey Team, which is the most expensive branch of the Club. For the last two seasons, our motto has been to run it as economically as possible, avoiding any annual subscription by the members, but raising any money that is needed from time to time by agreements of this nature, as it is considered this gives the members more value for their money.

It is with the deepest regret that the Montreal Division announces the death of Mr. Albert Fouquet, Agent at St. Leonard, P.Q., who died on October 2nd, 1922. Mr. Fouquet came to the company in October, 1909, as a Commission Agent, but was transferred to a salary basis early in 1920, with the result that he had recently come under the benefits of the Insurance Plan. His death was sudden and unexpected. He had been under treatment, for a week or so, for acute indigestion, and while making out his reports one evening, complained of feeling unwell, and went out on to the front porch for fresh air. Shortly afterwards, feeling no better, he said he thought he would go upstairs. He did this, and almost immediately collapsed and was dead before the doctor arrived.

He was a very conscientious worker, a reliable agent and well liked and known in the district, and the news of his death came as a shock to the office. The sympathy of the whole office, and a large and a family of little children, whom he left.

The funeral was attended by Messrs. W. F. Baroote, Sub-Station Inspector, Mr. J. Monahan, Salesman for the district. The latter also rendered a solo during the service in the church.

On September 25th, the Bowling League of the Montreal Main Office, started off on its 1922-23 Season. The games are being held this year at the Westmount Bowling Alley, the same as last year. The team this season is the strongest yet, without a doubt, and the turkey raffles, (two of which were held last Xmas, and which will be held again this year). The club intends holding three dances this year, if possible—the first to take place about the end of November, and possibly several other items will be arranged during the season; but it is upon every one that the club has to depend for funds to run the Hockey Team, which is the most expensive branch of the Club. For the last two seasons, our motto has been to run it as economically as possible, avoiding any annual subscription by the members, but raising any money that is needed from time to time by agreements of this nature, as it is considered this gives the members more value for their money.

Managers Meeting at Calgary

On November 20th and 21st, the Managers of the six Prairie Divisions of Imperial Oil Limited, met at the Palliser Hotel in Calgary to discuss marketing plans for 1923.

A party of officials from Head Office left Toronto on November 8th, to attend the conference and make a visit to each of our Division Offices on route. The party consisted of: Mr. F. J. Wolfe, Director; Mr. T. C. McCulloch, Treasurer; Mr. C. H. Lown, Traffic Manager; Mr. Jno. McNeil, Manager of Gasoline and Refined Oil Sales; Mr. Geo. W. Mills, Manager of Automotive Oil Sales.

The usual thorough program was followed which took in a wide range of subjects connected with the interests of our various products, care of plants and equipment, accounting matters and so forth.

An exchange of ideas with our Managers and Assistant Managers, proved very interesting to us all and will help us in arranging our selling plans and policies for the coming year.

From Calgary, Mr. Wolfe and party proceeded to Vancouver and Victoria to discuss marketing plans with the Management there who were not included in the Calgary Conference, for the reason that conditions in their field are different from those in the Prairie Divisions.

A similar meeting of all the Eastern Managers was held at Toronto on November 15th and 16th.

Farewell to Mr. Creelman

In honor of Mr. T. W. Creelman, Chief Clerk at Montreal, who has been transferred to Cartigny, South America, a farewell banquet, speeches, and dance was held on August 8th, by the I.O.L. Social & Athletic Club, at which about eighty were present.

After a complimentary address by Mr. Chas. Leaver, Superintendent, Mr. Creelman was presented with a pair of field glasses and Mrs. Creelman a bouquet of roses, on behalf of the staff. Mr. Creelman in a few well chosen words thanked the staff for their sincere co-operation which he had received since being transferred here four years ago.

Mr. Creelman's departure will be sadly felt by the staff as he was liked by one and all, and known as a "Fair Deal Man," and all wish him success in his new field.

During the serving of refreshments, the I.O.L. Orchestra played "Fate He's a Jolly Good Fellow," and the crowd joined in and sang heartily. Dancing was carried on till 2 a.m., when the evening was brought to a successful close.
Joco Good Cheer Club

The Joco Good Cheer Club desires to express its appreciation of the kind interest shown in the work of the Club, which has now been discontinued.

Following is a statement of disbursements during the five years of the Club’s activity:

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<thead>
<tr>
<th>Month</th>
<th>Amount</th>
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<tbody>
<tr>
<td>June 1917</td>
<td>108.00</td>
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<tr>
<td>July 1917</td>
<td>110.00</td>
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The furniture from Imperial Ward, Davisville, with the addition of a piano, has been transferred to Christie Street Hospital.

Theresa Newton, President.

Saskatoon

Saskatoon Division’s Third Annual Picnic took the form of an outing at Lake Manitou Beach, Warhouse. The management and staff took advantage of the Saturday excursion from Saskatoon, spending the day at the lake and returning on the midnight train.

While a number enjoyed themselves taking part in, or watching the programme of sports especially arranged by the Warhouse Board of Trade, others took advantage of the opportunity to remove the squalor from their joints, by spending the greater part of their time bathing in the mineral waters of the Lake Manitou, renowned for its highly medicinal qualities.

Those who felt the waters of the lake too chilly, found more comfort in the waters of the indoor pool which are kept heated to an even temperature at all times.

Our agent at Warhouse, Mr. Trenholm, met the train at Warhouse and generously gave his assistance in transporting the staff to the lake, returning to the lake in the evening to see that nobody was left behind. A cottage, nestled in the trees, and marked with the Imperial Oil Limited house flag, had been previously engaged for the day by Mr. Trenholm, and made a very convenient rendezvous for the crowd.

Imperial Aeroplane Gasoline Satisfies

As an evidence of the satisfaction given by the use of Imperial Gasoline made for aeroplane work, the following letter from the President of the Railway Employees’ Investment and Industrial Association, is of interest:

"We are pleased to advise you that the grade of Aeroplane Gas supplied us by you has been excellent.

"We have made numerous flights along the coast; and over the Coast Mountain Range into Central British Columbia.

"Our flight was of five and a half hours duration, from Hamilton up the Kootenay valley to the Nass River, over the Ground Hog Mountains; taking in the famous hunting grounds of Thetadee Lake and the head waters of the Elkah River and the Iskut Lake River Mining District; returning via the Skiena River route.

"We had no troubles of any kind and do not see how we can give your gas a more severe test."

If all the year were playing holidays
To sport would be as tedious as to work.

—Shakespeare, "King Henry IV."
Christmas 1922

To the Members of the Imperial Oil Organization:

On behalf of the officers and directors of the company I desire to express our keen appreciation of the efforts of our associates in all capacities, and to extend to all very cordial wishes for a Happy Christmas Season and Successful New Year.

[Signature]

President.