

To the People of Louisiana

In the course of the last few weeks the Standard Oil Company of Louisiana has, through the columns of this paper, given to its readers the facts about the oil situation in this state, particularly as it affects the Pine Island field.

It was explained first how the demand for fuel oil fell away abruptly with the end of the war, and how inevitably that cut off the demand for Pine Island crude, which, up to that time, had been in demand almost solely as a fuel oil.

It was then shown, by the publication of letters and telegrams, how earnestly the Standard Oil Company of Louisiana tried to find other outlets for Pine Island crude—in the refineries not of this country alone, but of Canada as well. It was shown how these efforts failed because Pine Island crude, owing to its inherent qualities and characteristics, has little to recommend it for refining purposes, as compared with the high-grade crudes from the Caddo and other fields. It was shown that the only market for Pine Island crude was as a fuel oil and that even here it had no chance to compete on any large scale with other crudes.

Throughout this agitation attempts have been made, sometimes by direct accusation, sometimes by innuendo, to stir up hostility against the Standard Oil Company of Louisiana as being an organization not loyal to the state of Louisiana—an organization whose interests are in conflict with those of the people of Louisiana. This is a charge we want to drag out into the open and kill.

So far from discriminating against the Louisiana oil fields, as has been charged, 83% of our total pipe line storage of crude today is Louisiana oil. We have always been heavy purchasers of Louisiana crude. Last year alone we purchased 2,361,552 barrels of Louisiana crude from other producers, in addition to 1,169,280 barrels which we produced ourselves. Had we been able to get it, we would have bought still more of the light Louisiana crudes. We would today gladly buy the ENTIRE PRODUCTION OF ALL light Louisiana crude, if we could obtain it. For a young concern, the Standard Oil Company of Louisiana has been a pretty good customer of the oil fields of this state.

We have been a good friend to labor, too. There are now 3,688 employees of this company within the state of Louisiana, and, on an average of four persons to a family, this represents nearly 15,000 persons direct-

ly interested. Wages paid by the Standard Oil Company of Louisiana have always been right up to the top level paid by any other concern in the state for similar work, all up and down the line. Since its incorporation, the Standard Oil Company of Louisiana has paid, within the state, the sum of \$20,781,059.84 in wages and salaries. Last year alone it paid \$4,418,425.03—nearly four and a half million dollars paid right in this state to Louisiana workers, to be spent by them among the people of Louisiana.

In addition to paying good wages, this company has always been in the forefront of any movement looking to the welfare of its workers. In May, 1918, an annuity plan was put into operation, whereby all employees receive a pension on retiring, the exact amount being based on the length of their service, together with the rate of pay they had been receiving. Death, Sickness and Disability benefits are paid by the company to its employees on a similar basis.

During the year the plan has been in operation, \$24,881.92 has been paid out in sick benefits, to 746 employees, and \$39,008 has been paid in death benefits to the beneficiaries of 48 employees.

Nine hundred and fifty-three of our men went into the service of the United States during the war. In every case where the Army or Navy pay fell so far short of what the man had been receiving from our pay-roll that he was unable to care properly for his dependents, the Standard Oil Company of Louisiana made good the deficiency. Every one of those who wished to re-enter the company's service was taken on again upon his return. For every one who has not yet come back, there is a job waiting if he wants it, regardless of his physical condition. In the case of all who do return, the time spent in the service of the Government will be counted, so far as the payment of annuities and other benefits are concerned, exactly as if they had remained in the service of the company without any break.

Ten years ago we came into existence, and had the privilege of choosing the State of Louisiana as our foster mother. We hope with due modesty that she can find some slight cause for pride in our growth and development during that period, and we feel that the future will prove us still more faithful and active in her service.

Standard Oil Company of Louisiana