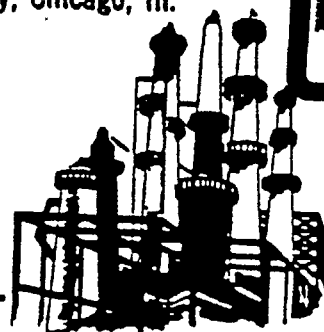


Issued by Refinery Division of the PLIBRICO Company, Chicago, Ill.

PLAINTIFF'S
EXHIBIT
PLI-26

The Pipe Line



Volume Five
Issue No. Three
December 18, 1957

Refinery Division
20 East Fifth Street
Tulsa 3, Oklahoma

THINGS ARE LOOKING UP

Thanks men, for your help in bringing up the Refinery Division tonnage the first ten months of the year.

We are about 150 tons ahead of 1956 at the last report from our Statistical Department.

Your annual individual credited tonnages for the year will be reported in the first 1958 issue of the "Pipeline". Keep up the good work, it's hard, but it pays dividends.

Look at the old-new address. Drop us a line.

REPEATING

We mentioned in our last two issues of the "Pipeline" that your copy of the distributor-plant survey was available at your asking.

We still have some thirty distributors who are either not interested or who have forgotten to let us know.

Let's all start the New Year off right by calling on every refinery in your territory. This survey will tell you where to go and who to see.

Do you want this survey? It requires just a YES or NO answer.

Before we forget-

MERRY CHRISTMAS

AND

HAPPY NEW YEAR!

FULTON DOES WELL AT SHELL

Shell Oil Company, Deer Park Refinery at Houston, Texas placed a maintenance and repair order for 32,000 pounds, A-R cement with "Bill" Fulton recently.

The placing of this order was not rare since Fulton gets quite a few carload orders. What was unusual was the service into which this material was placed.

In order to cut corrosion in one of their flash (Dephlegmator) vessels, which is normally lined with cement and sand, Shell Oil decided they would do a trial installation with A-R cement. If this proves successful, there are about thirty to forty such vessels to be relined.

MAJOR REFINERS

"KEY ACCOUNTS"

We promised you in the last issue of the "Pipeline" under this same caption, a complete list of key account, multi-plant operations of all refiners.

We tried to impress upon you the importance of letting each distributor, involved with a particular account, know what you are doing with the account in your territory.

Again we repeat, "Team work is the only way we can ever hope to whip competition".

Here is the list, let's start now!

"THE PIPELINE"

MAJOR REFINING COMPANIES

HOME OFFICES

Plant Locations - Distributors

	TOTAL DAILY CAPACI
<u>Ashland Oil & Refining Co.</u> <u>1401 Winchester Avenue</u> <u>Ashland, Ky.</u>	<u>136,500 Bbl</u>
Plants - Catlettsburg, Ky. (Beane	55,000 Bbl
Canton, Ohio (Griffith)	27,500 Bbl
Pindlay, Ohio (Sauer)	16,000 Bbl
Niles, Ohio (Griffith)	5,000 Bbl
Buffalo, N.Y.-Frontier Oil Refg. Co (Pieters)	27,000 Bbl
Freedom, Pa.-Valvoline Oil Co. (Pieters)	6,000 Bbl
<u>Atlantic Refining Co.</u> <u>260 S. Broad St.</u> <u>Philadelphia 1, Pa.</u>	<u>209,000 Bbl</u>
Plants - Philadelphia, Pa. (Joe O'Brien)	148,000 Bbl
Port Arthur, Texas (Fulton)	61,000 Bbl
<u>Cities Service Co.</u>	<u>271,500 Bbl</u>
Cities Service Oil Co. (Dela.)	
Cities Service Bldg.	
Bartlesville, Okla.	
Plants - Ponca City, Okla. (Ind. Serv.)	23,500 Bbl
East Chicago, Ind. (Sheeren)	53,000 Bbl
Cities Service Oil Co. (Pa.)	
60 Wall St.	
New York 5, N.Y.	
Plant - Linden, N.J. (McNeil	15,000 Bbl
Cities Service Refining Corp.	
Lake Charles, La.	
Plant - Lake Charles, La. (Geoghegan	180,000 Bbl
<u>Continental Oil Co.</u> <u>P.O.Box 2197</u> <u>Houston, Texas</u>	<u>149,200 Bbl</u>
Plants - Ponca City, Okla. (Ind. Serv.)	58,000 Bbl
Lake Charles, La. (Geoghegan	51,000 Bbl
Wichita Falls, Texas (Jere O'Brien)	9,000 Bbl
Glenrock, Wyo. (Ind. Serv.)	4,100 Bbl
Denver, Colo. (Ind. Serv.)	12,000 Bbl
Artesia, N.M. (Snook & Aderton)	4,300 Bbl
Farmington, N.M. (Ind. Serv.)	800 Bbl
Billings, Montana (Ind. Serv.)	10,000 Bbl

D-X Sunray Oil Co. (Subsidiary of Sunray Mid-Continent Oil Co 104,500 Bbls.
P.O. Box 381
Tulsa, Oklahoma

Plants - West Tulsa, Okla. (Ind. Serv.) 67,500 Bbls
Duncan, Okla. (Ind. Serv.) 37,000 Bbls

Gulf Oil Corp. 517,000 Bbls
P.O. Box 1166
Pittsburgh 30, Pa.

Plants - Port Arthur, Texas (Fulton) 245,000 Bbls
Port Richmond, S.I., N.Y. (Galvin) 17,000 Bbls
Philadelphia, Pa. (Joe O'Brien) 183,000 Bbls
Toledo, Ohio (Sauer) 40,000 Bbls
Cleveland (Cincinnati) Ohio (F.W.Schaefer) 32,000 Bbls

Phillips Petroleum Co. 243,500 Bbls
Bartlesville, Okla.

Plants - Phillips, Texas (Ind. Serv.) 71,000 Bbls
Kansas City, Kans. (Kimball) 55,000 Bbls
Okmulgee, Okla. (Ind. Serv.) 17,500 Bbls
Sweeny, Texas (Fulton) 85,000 Bbls
Woods Cross, Utah (Ind. Serv.) 12,500 Bbls
Great Falls, Mont. (Ind. Serv.) 2,500 Bbls

Pure Oil Co. 172,000 Bbls
35 E. Wacker Dr.
Chicago 1, Ill.

Plants - Newark, Ohio (F.W.Schaefer) 17,500 Bbls
Lemont, Ill. (Andersen) 48,000 Bbls
Nederland, Texas (Fulton) 67,000 Bbls
Toledo, Ohio (Sauer) 39,500 Bbls

Richfield Oil Corp. 136,500 Bbls
555 S. Flower St.
Los Angeles 17, Calif.

Plant - Watson (Wilmington) Calif. (Teague-Werkheiser) 136,500 Bbls

Shell Oil Co. 561,000 Bbls
50 W. 50th St.
New York 17, N.Y.

Plants - Wood River, Ill. (Magary) 170,000 Bbls
Houston, Texas (Fulton) 125,000 Bbls
Martinez, Calif. (Van Hille) 55,000 Bbls
Wilmington, Calif. (Teague-Werkheiser) 79,000 Bbls
Norco, La. (Geoghegan) 82,000 Bbls
Anacortes, Wash. (Fraser) 50,000 Bbls

Standard Oil Co.(New Jersey)or
Esso Standard Oil Co.
15 W. 51st St.
New York, N.Y.

667,900 Bbls.

Plants-Linden, N.J. (McNeil)
Bayonne, N.J. (Ransom)
Everett, Mass. (C.A.Westhaver)
Baton Rouge, La.(Geoghegan)
Baltimore, Md.(Boiler Refractories)
Charleston, W.Va. (Beane)

172,700 Bbls.
26,500 Bbls.
55,000 Bbls.
343,000 Bbls.
62,000 Bbls.
8,700 Bbls.

Standard Oil Co. (Ohio)
Midland Bldg.
Cleveland 15, Ohio

151,000 Bbls.

Plants-Cleveland, Ohio-2735 Broadway (Schaefer Bros.)
Cleveland, Ohio-5703 Hamlet Ave.(Schaefer Bros)
Toledo, Ohio (Sauer)
Lima, Ohio (Sauer)
Covington, Ky.-Sohio Petroleum Co.(F.W.Schaefer)

27,500 Bbls.
27,500 Bbls.
28,000 Bbls.
50,000 Bbls.
18,000 Bbls.

Sun Oil Co.
1608 Walnut St.
Philadelphia 3, Pa.

231,000 Bbls.

Plants-Marcus Hook, Pa. (Joe O'Brien)
Toledo, Ohio (Sauer)

145,000 Bbls.
86,000 Bbls.

Texas Co.
135 E. 42nd St.
New York 17, N.Y.

605,000 Bbls.

Plants-Port Arthur, Texas (Fulton)
West Tulsa, Okla. (Ind.Serv.)
Lockport, Ill. (Andersen)
Lawrenceville, Ill. (Hebenstreit)
Westville, N.J. (Joe O'Brien)
Amarillo, Texas (Ind. Serv.)
El Paso, Texas (Snook & Aderton)
Casper, Wyo. (Ind. Serv.)
Sunburst, Mont. (Ind. Serv.)
Wilmington, Calif. (Teague-Werkheiser)
Port Neches, Texas (Fulton)
Providence, R.I. (P.H.Smith Co.)
Claymont, Dela. (Joe O'Brien)

230,000 Bbls.
35,000 Bbls.
65,000 Bbls.
55,000 Bbls.
60,000 Bbls.
15,000 Bbls.
13,000 Bbls.
17,000 Bbls.
8,000 Bbls.
60,000 Bbls.
40,000 Bbls.
3,500 Bbls.
3,500 Bbls.

Tidewater Oil Co.
79 New Montgomery St.
San Francisco, Calif.

244,000 Bbls.

Plants-Associated, Calif. (Van Hille)
Delaware City, Dela. (Joe O'Brien)

114,000 Bbls.
130,000 Bbls.

Sinclair Refining Co. 600 Fifth Avenue New York 20, N.Y.	433,000 Bbls.
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Plants - East Chicago, Ind. (Sheeren)	111,000 Bbls.
Wellsville, N.Y. (Pieters)	8,000 Bbls.
Marcus Hook, Pa. (Joe O'Brien)	102,000 Bbls.
Corpus Christi, Texas (Fulton)	29,000 Bbls.
Houston, Texas (Fulton)	130,000 Bbls.
Sinclair, Wyo. (Ind. Serv.)	24,000 Bbls.
Hartford, Ill. (Magary)	29,000 Bbls.

Socony - Mobile Oil Co., Inc. 26 Broadway New York 4, N.Y.	308,500 Bbls.
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Plants - Buffalo, N.Y. (Pieters)	26,000 Bbls.
Brooklyn, N.Y. (Galvin)	26,000 Bbls.
Paulsboro, N.J. (Joe O'Brien)	100,000 Bbls.
Riverside (E. Providence) R.I. (P.H. Smith Co)	500 Bbls.
Trenton, Mich. (Peacock)	30,000 Bbls.
East Chicago, Ind. (Sheeren)	38,000 Bbls.
East St. Louis, Ill. (Magary)	40,000 Bbls.
Casper, Wyo. (Ind. Serv.)	13,000 Bbls.
Augusta, Kans. (Kimball)	35,000 Bbls.

Standard Oil Co. of California 225 Bush Street San Francisco, Calif.	305,000 Bbls.
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Plants - Richmond, Calif. (Van Hille)	165,000 Bbls.
El Segundo, Calif. (Teague-Werkheiser)	120,000 Bbls.
Bakersfield, Calif. (Teague-Werkheiser)	20,000 Bbls.

Standard Oil Co. (Indiana) 910 S. Michigan Avenue Chicago 80, Illinois	506,500 Bbls.
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Plants - Whiting, Ind. (Sheeren)	201,000 Bbls.
Wood River, Ill. (Magary)	53,500 Bbls.
Sugar Creek, Mo. (Kimball)	76,000 Bbls.
Neodesha, Kansas (Kimball)	22,000 Bbls.
Casper, Wyo. (Ind. Serv.)	21,000 Bbls.
Mandan, N.D. (Plum)	33,000 Bbls.
El Dorado, Ark. - Pan-Am Southern Corp (Polchow)	36,000 Bbls.
Destrehan, La. - Pan-Am Southern Corp (Geoghegan)	35,000 Bbls.
Salt Lake City, Utah - Utah Oil Refining Co. (Ind. Serv.)	29,000 Bbls.

Union Oil Co. of California
617 W. 7th St.
Los Angeles 17, California

201,400 Bbls.

Plants-Wilmington, Calif. (Teague-Werkheiser)	117,500 Bbls.
Rodeo, Calif. (Van Hille)	42,200 Bbls.
Arroyo Grande, Calif. (Teague-Werkheiser)	19,000 Bbls.
Santa Maria, Calif. (Teague-Werkheiser)	5,000 Bbls.
Bakersfield, Calif. (Teague-Werkheiser)	8,800 Bbls.
Edmond, Washington (Fraser)	5,000 Bbls.
Cut Bank, Mont. (Ind. Serv.)	3,900 Bbls.