

A DAY IN THE LIFE OF A GULF

Lubrication

ENGINEER

● *By* J. W. REID AND

JULIAN BURNS

TO MOST OF US, another man's day—what he does, how he lives, and the incidents that happen during his waking hours—is extremely interesting. His home life, hobbies, recreations, and daily contacts make a fascinating episode.

The life of a Gulf Lubrication Engineer is full of rich, new experiences that keep a man like Mr. Henry C. Warner of the Atlanta Sales Division alert and surging with the energy he must have in order to keep going through one of his full days. Mr. Warner contacts every type of person in his work. He talks with the machine operators and cooperates with plant superintendents and engineers in working out lubrication problems. Often, he discusses his recommendations with plant executives who must act upon his advice.

Meet Gulf Lubrication Engineer Henry C. Warner as he leaves his home prepared to spend a busy day calling upon his customers.





While "H. C." is having his car serviced at a Gulf station near his home, we will give you a little inside information, that we were obliged to obtain in a roundabout way, concerning him. Although he is a genial fellow and an interesting man to listen to, he rarely talks about himself. Consequently, many of his closest friends do not know he was a champion wrestler.

At the University of Florida, where he obtained his B. S. in Mechanical Engineering, he was "champ," first in the light heavy weight and later in the heavy weight class. Continuing with his wrestling after leaving college, he won the heavy weight title in the Allegheny Mountain Association at Pittsburgh, Pennsylvania.

An excellent swimmer and golfer, Henry won the R. B. Milden Gulf Trophy for two consecutive years and captured the Atlanta Division Gulf Cup in 1935. He is married and has two children, Henry C., Jr., age 4, and Harriet, age 8.

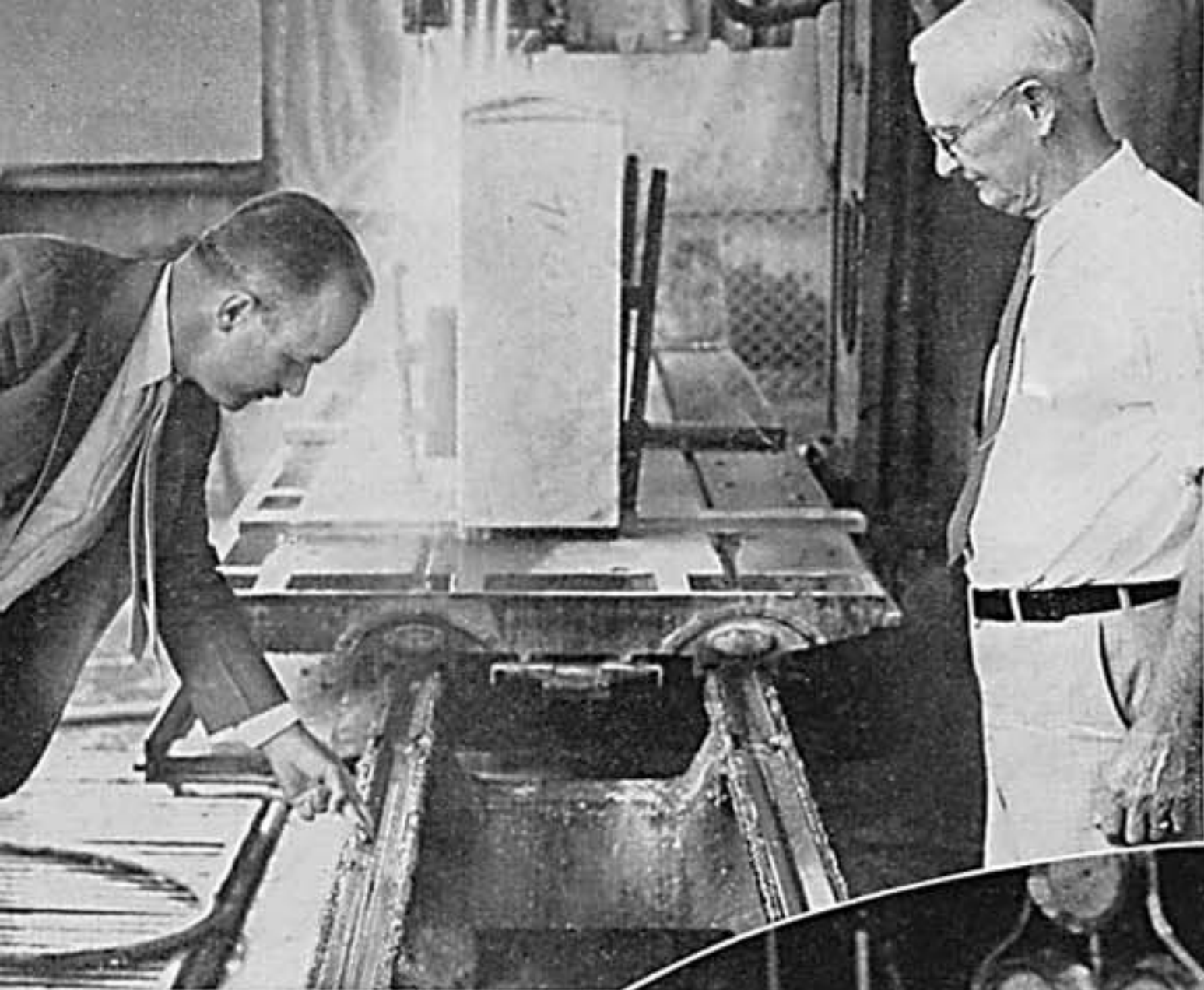
Now that Mr. Warner has had his car serviced, he is ready for a busy day. As he may have to make long jumps and contact

many industrial executives, plant superintendents, and engineers, his car also must be prepared to meet a difficult schedule.

Before contacting his clients, "H. C." calls on the Agent or Distributor to discuss anything that might come up concerning any of his customers. While at the tank wagon station, he also checks over the deliveries to industrial plant operators so he'll have a complete knowledge of each account. (Lower Left).

After leaving the tank wagon station, Mr. Warner's first call for the day is on a purchasing agent of an industrial concern. During the course of his visit, he reviews the company's lubrication requirements and explains the merits of Gulf quality industrial lubricants. By the time "H. C." makes his departure, this purchasing agent realized that the Gulf Lubrication Engineer can do much for the consumer's interest while working for Gulf. (Below)





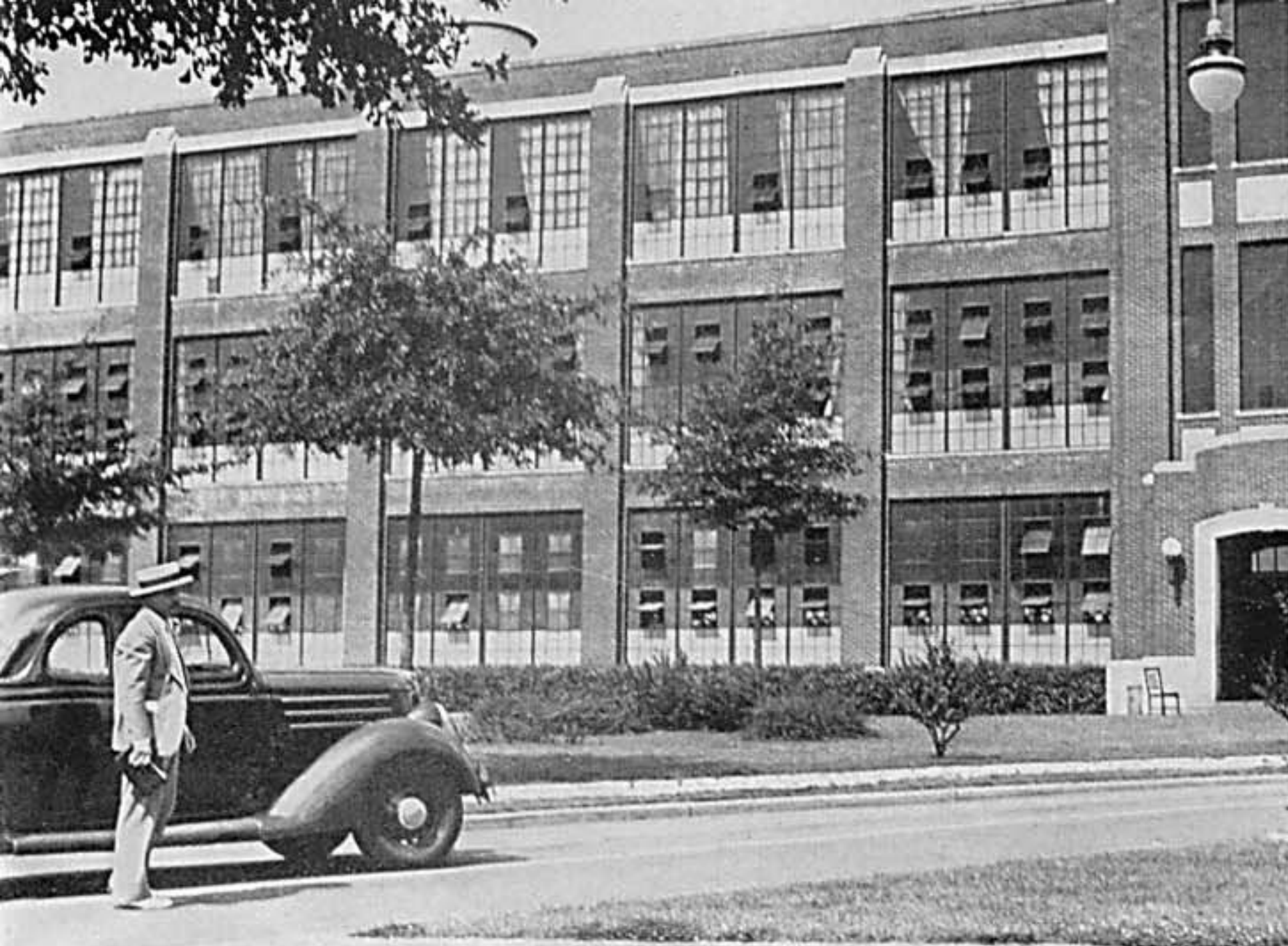
Mr. Warner next calls on one of the large marble and granite monument manufacturers and here we see him discussing the lubrication of the Carborundum machine with the plant superintendent. Because of the constant washing of water on the tracks of this piece of equipment, a particular type of lubricant is required and he shows the plant superintendent that the Gulf industrial lubricant he has recommended is the best grease for this job.



Essential to the existence of every large city is its water works. Operating here is a 20,000,000-gallon triple expansion pump engine that throbs day and night. Although its speed is but 27 revolutions per minute, its job never ends. Because a constant supply must be maintained at all times, proper lubrication is as important as the water it supplies to the city. Mr. Warner's visit to this plant was made in order to confer with the plant engineer regarding the proper lubrication of these pumping units.

Also of great importance to any metropolis is its electrical system. In this picture we see "H. C." and the plant engineer discussing the merits of Alchlor Processed Gulfcrest Oil for the lubrication of steam turbines. This unit is but one of the many large steam turbines operated by this plant for the generation of electricity.



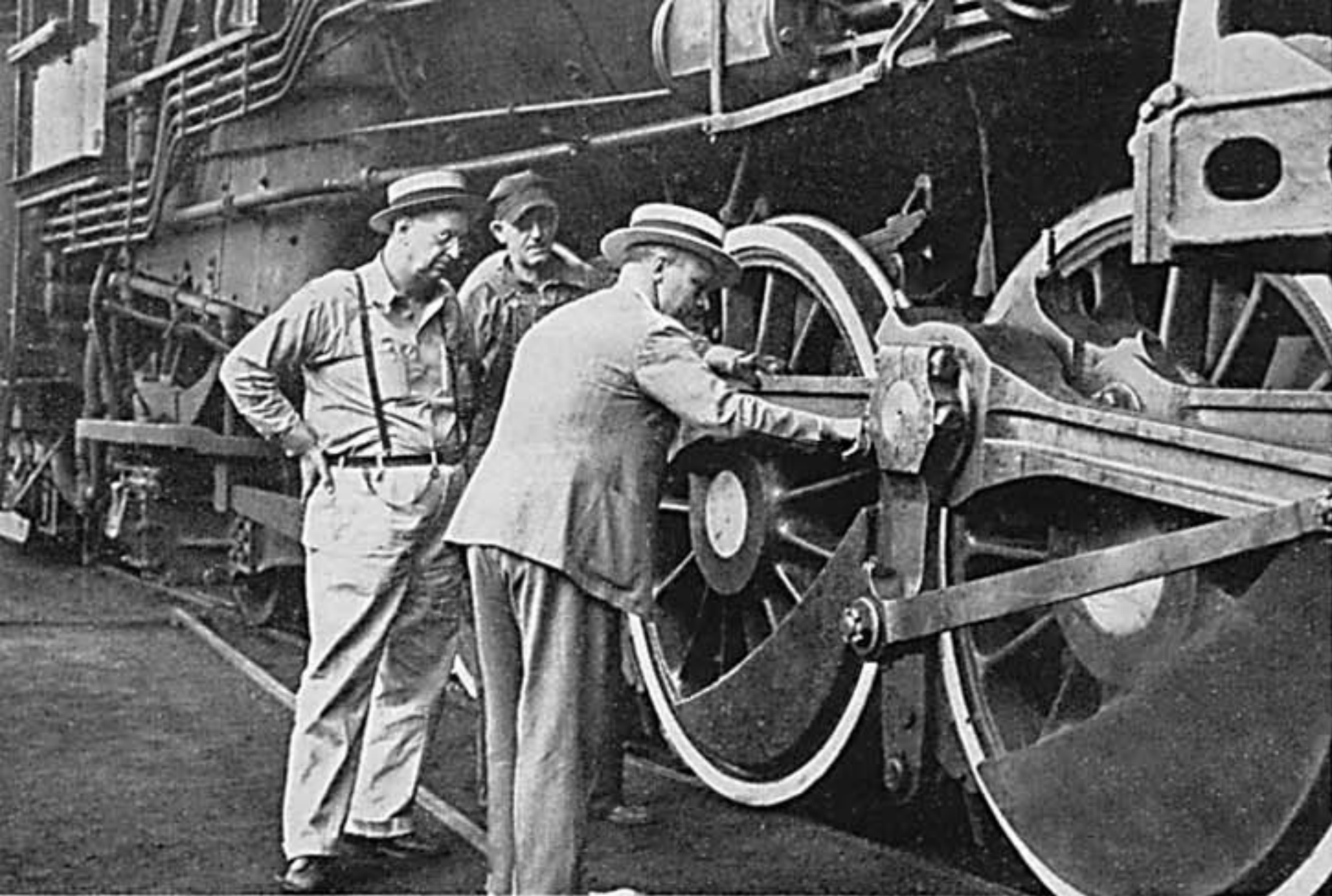


Many are the problems of a Gulf Lubrication Engineer and now we accompany Mr. Warner as he enters one of the South's largest textile mills. If ever a plant required proper and adequate lubrication, it is this one, for spindles by the thousands, turning eight and ten thousand revolutions per minute, must be lubricated constantly. By combining their knowledge and working together, Henry Warner and the plant engineer, seen at work in the above photograph, keep this mill operating without unnecessary interruptions due to breakdowns caused by improper lubrications. High grade oil, however, is not all there is to "proper lubrication." The lubricant must be properly applied in order to obtain the highest efficiency and the least waste.

Henry walks into the office of the superintendent of a large hosiery mill to chat a while before getting down to business with the plant engineers. Of course he's welcome! In this photograph, Henry and the plant engineer may be seen as they check the lubrication of one of the many machines which produce a nationally famous brand of hose. Correct lubricants, properly applied, result in finer operation of these hosiery making machines.

Foremost in the mind of every Gulf Lubrication Engineer is to see that Gulf secures every part of an account's business. Here Henry and the foreman of a large chair factory are discussing the use of Gulf Solvents for thinning stains and varnishes. Although the average person does not know that Gulf produces solvents, furniture manufacturers purchase millions of gallons yearly.



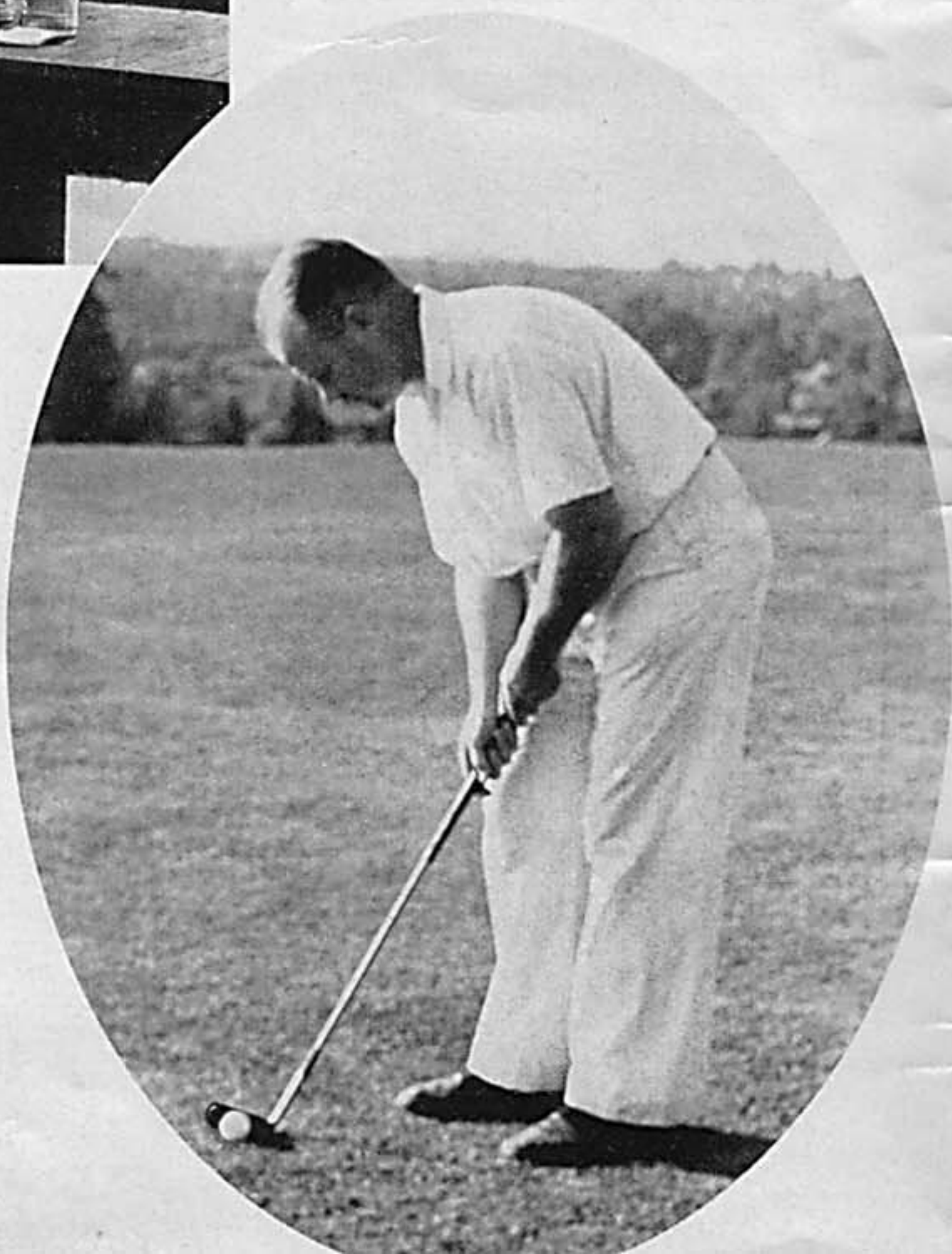


Because the day is nearing the end, Mr. Warner has time but for one more call and we soon find him in the yard of one of his railroad customers. It so happened that this big 4-8-2 was about to pull out on a long, hard run and Henry spends a few minutes acquainting the yard foreman and the engineer with the proper application of Gulf's quality railroad lubricants. This business of transporting people and merchandise is one where minutes lost means money lost; consequently, delays, stops, and breakdowns must be kept at a minimum. And that's one reason why numerous railroad executives depend so much on the experience and knowledge of the Gulf Lubrication Engineer and appreciate his willingness to be of service.



The daily efforts of a Gulf Lubrication Engineer are rewarded when he sees a stake truck loaded with drums of oil leaving the tank wagon station to make a delivery.

After the day's work is done, usually twice a week, weather permitting, "H.C." rushes home, picks up his clubs, and drives to the country club for a round of golf. Although he's able to trim most of the members of his club, Mr. Warner maintains he's just an average golfer.





Three or four evenings a week, Mr. Warner spends an hour or so romping with his two children. Husky youngsters they are, and often they are so energetic that Henry gets more exercise playing with them than he is able to get playing 18 holes of golf.

Oil that automobile, Mr. Gulf Engineer, before you do another thing! It seems as though you have to lend your knowledge once more to the pleadings of a "future engineer." With this lubrication problem solved, "H. C." settles down at his typewriter to make out his reports on the plants contacted during the day.



Nine o'clock means a session of bridge with friends who dropped in. After two or three hours passed in this manner, our day with a typical Gulf Lubrication Engineer is at an end. But the day is not one we soon shall forget. For as we accompanied this man on his rounds we saw him welcomed at every plant he visited—saw him co-operating with superintendents, engineers, and purchasing agents of firms whose equipment operates at peak efficiency through his tireless efforts to make their problems his problems and to combine his knowledge and experience with theirs in order to arrive at a satisfactory solution.