

PETROLEUM INDUSTRY ORAL HISTORY PROJECT  
TRANSCRIPT

INTERVIEWEE: E. T. (Jeep) Hall

INTERVIEWER: Susan Birley

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SB: This is February 3<sup>rd</sup>, 1984, Susan Birley interviewing Mr. Hall at his home in southwest Calgary. I wonder if we could just begin by you telling us a bit about where you were born and raised and your early background.

JH: Well, I was born in Calgary and raised here, educated here. My parents were both born in Ireland but strangely enough my father had relatives in the New York area and had been visiting relatives in New York during the advent of World War I and he went up to Canada from New York and joined the Canadian army. He served in France as a member of the Canadian army, was very badly wounded and critically gassed and his health suffered very badly and they recommended that he take his discharge from the service in western Canada because it would be good for his health. So they really were immigrants to Canada and they settled in Calgary, actually went to Edmonton for a brief period, about six weeks and decided they liked Calgary better so came back to Calgary. My father was employed here with the CPR, working at the hotel and I think he managed part of the services that they had there, I've forgotten really. He had TB, which he had developed from the gassing and he died when I was 2 1/2. My mother and my sister, who was two years older than I am, Maureen, and she was in the oil and gas industry for a number of years incidentally, worked for British American and for Imperial Oil, Imperial particularly for a number of years. We stayed in Calgary. Interestingly enough we lived on the Bowness Rd., which is the western edge of Calgary and we were in the 2100 block, which was not far removed from 24<sup>th</sup> Street, which was the city limits then. There were cattle running around even at that time, right close to us, let's say our nearest neighbours were across the road, one house, and the rest were a minimum of one block removed as we know a city block now. And they were scattered in that nature. I mention that because during the summers, which were beautifully warm and dry in the dirty 30's, we got the glow of Turner Valley and it lit up the sky to the south and west and we could smell the odour of the gas. And they were flaring it, that's what created the glow. And of course, today that's contrary to all rules of conservation. But that was a peculiar aspect of the Turner Valley development and it's so important in our recognitions for the industry in Alberta and in western Canada.

#046 SB: Were you very much aware of the oil and gas, well say, the oil industry in those early days?

JH: Well, we were very keenly aware of Turner Valley. There was a lot of conversation

because flares and the lighting up of the sky were something that was very tangible and it gave evidence of what had developed there. And we were curious and asked questions and people always remarked upon it, just as they did about the northern lights, which in those days, were very a common occurrence and today we don't see them as often. But they used to flash across the sky remarkably, which I'm glad to have had that experience. But particularly with reference to the oil and gas industry, the economy was at a very low ebb. I was born in 1926, so if that gives you something of where I fitted into the dirty 30's, I was very young but very sensitive to it. And my father had passed away in December of 1929, the 29<sup>th</sup> of December. So we learned early in life to make a nickel squeal in five languages. I think that our respect and awareness for the Turner Valley field was mixed with a certain degree of awe, because as children, we didn't have free access to Turner Valley. It was far enough away that it was difficult to get to and not everyone had cars because there weren't that many around and most people were economically negative in a sense. So once in awhile we had a glorious opportunity to go for a ride in somebody's car and it generally didn't involve driving out to Turner Valley.

#072 SB: Did you ever go out there at the time that they were flaring the gas?

JH: I did not until several years later, many years later really but I heard stories about it you know, and it was very realistic to me although I hadn't been there, between the stories and the flares. Unless one has seen it, it really is difficult to appreciate just how bright the sky lit up. And the odour that came, and I enjoyed the odour, I liked it. Some people didn't you know. That's true today, where a lot of people dislike the sulphur odour. There is a sulphurous odour associated with crude oil. But that was something that we grew with. And we had a romantic notion about, let's say the degree of success enjoyed by people that found oil. Hope was often expressed that it would be expanded upon. At that time, you know, during the war they had the Canol project, and Don Mackenzie, W. D. C. Mackenzie, who is a man that we have a great respect and liking for and is a veteran of the industry and carried out numerous responsibilities with Imperial Oil, and he was employed on that project. Don's background and experience in the oil industry are certainly varied and heavy, you might say.

SB: Did you know him from the early days too?

JH: I didn't meet him until I became actively involved as a scout in the industry? But all of these things, you know, when you're a youngster I guess the main thing you're interested in is having a good time and we looked after our chores, which still gave us time to do a lot of other things. And the neighbours had horses because we couldn't afford horses but we had opportunity to ride a lot because of the neighbours. It was kind of a good western existence. And then of course, when World War II came along, at that time we had moved from the Bowness Rd. into southwest Calgary and I attended St. Mary's Boys School, during that period, from about 1938 through I think I was in grade 8, through grades 9, 10, 11 and 12. I had found school to be not a big problem you know. I graduated with my senior matriculation when I was 16 I guess. Times were difficult but I grew up with a work ethic you know, because everybody did. And it was a lot of fun. Actually I had been working since I was a youngster. I helped deliver such magazines as Ladies

Home Journal and Chatelaine and Liberty and Maclean's, in the days when I was barely starting school. The young fellow that I was helping would give me a nickel, which was fantastic for me. But we went on from there. We were always anxious to work, that was the attitude of young people because there was a need and it seemed that there was a lot of fun doing it and it was a challenge.

#126 SB: And you knew you were working towards something definite too I guess.

JH: That's right. And you know, the west at that time, it has to be remembered, was undeveloped. As we know it today it was very raw, but as we heard about how it had been previously, it seemed like it was well on its way. Yet we had streetcars, you can't imagine how decrepit they were. But it used to snow on Labour Day weekend and stay right through to the 24<sup>th</sup> of May and the winters were cold, very cold. We walked to school every day and occasionally rode the streetcar. As the years went by, they began to. . . they being the shadowy group of grown-ups, we always referred to them as 'they', because they were the power, and they let us have streetcar tickets. We were just on the edge, my sister and I. Sometimes they gave them to us, sometimes they didn't. But when we walked to school, in 35 below zero, we walked to school, some of the neighbours that lived more westerly would pick us up, give us a ride. Including the Bishop, which was. . . we were sort of awestruck that anyone as important as the Bishop would give us a ride and we went to St. John's Roman Catholic school and church. I served as an altar boy etc. When I went to St. Mary's I sang in the choir. But I worked as a Herald newsboy, sold papers on 8<sup>th</sup> Ave. and 1<sup>st</sup> St. W. in the days when the policemen stood in the middle of the road and blew a whistle and turned a sign that was hand operated, it had red with S-T-O-P on it and green with G-O on it. So stop and go and he turned this thing with the hand and blew the whistle, it was just really something to behold. We worked as we could because we had to as I mentioned. It seems to me that while I was going to high school, I worked for the men's clothing department in Eatons and that was good experience. I met a lot of people, I was popular with my friends because they were always looking for inside information on where to buy and what to do. It gave one let's say, a unique position of reference to a good number of people.

SB: And then in 1936, Turner Valley came in again, did that make any kind of impact on Calgary?

JH: Well, it really did. We heard about it and we were excited about it to a degree because it was the fruition of the ambitions of many people. And we were impressed because we had heard people say, hopefully there's more and there was, they found some more. So this led us to a spirit of optimism. In those days you know, Imperial Oil was very prominent because there weren't that many people exploring for oil and gas and Imperial was very active and they deserve just so much credit for what they did. It's very strange that today people take so many things for granted. Imperial has paid its dues you know, the government doesn't recognize that or seemingly overlooks it. But Imperial was here when there wasn't anything and they persevered in the face of horrendous obstacles, very tangible obstacles, aside from what you might call the intangible hurdles that had to be overcome, expertise and direction you know, where do you go and what do you do. And

to think that they discovered Normanville early is I think, terribly impressive, wonderfully impressive.

#187 SB: I guess they helped with facilities, building facilities in the towns that they were in too did they, they'd have to maintain the roads and things like that?

JH: I think that's a major factor, aside from the exploratory work that is being done, the creation of jobs, the impact on the area that's under surveillance is positive. And speaking of roads, let me tell you that roads were almost non-existent. The farmers of today are so absolutely fortunate that they have no idea, the young people have no idea of the problems encountered by farmers active in those days. And I can tell you this because I've driven every square mile of western Canada and the Rocky Mountain area of the United States. When I was a youngster they had a hard top road that was, I guess what you'd call an oil base, you know, from the U.S. border, through Calgary to Edmonton. It was a narrow two laner and there was a road from Calgary to Banff and maybe just a short distance past Banff that was this hard top and I'm not certain that it stretched to Lake Louise, it seems to me that while I was a youngster they extended it to Lake Louise. But it was so costly to build a road through to Jasper that they didn't do it. There was a trail that was mostly impassable. There was a road from Edmonton to Jasper. And those were the paved roads. The road from Lacombe to Stettler was horrendous, you can't believe it, the number 1 highway was impassable, during the major part of the year. And the same is true for the number 9 which went over to Saskatoon. I can tell you that when I went into the service, and of course, at that time I didn't have any idea what I would be doing when I returned. I knew that I was going to get a job and I was full of vim and vigour about that but in the meantime I had to put in my time in the service and I was tremendously interested in that. At any rate, the return from the service was of particular importance because I had completed my senior matriculation before I joined the service and when I tried to join them my mother objected because I was too young, number 1, could have joined with her approval, but she, being a widow, didn't want me in the service. And of course, at that time, 18 years of age was the age of independence during war time. I had joined the navy and when they put me on what they called, divisional strength and then when I was 18, I went on active service. That was in . . . I was on divisional strength until . . . it would be 1944. I was allowed in the navy because this was the latter stage of the war and everybody knew that it was turning but couldn't predict how long it would take. But they stopped recruiting and a lot of the people that wanted to go into the air force were forced to go into the army because the air force wouldn't take them. They had enough people going through training at that time to pick up any slack. And the same was true of the navy, they wouldn't take people in the navy, they turned them into the army. I mention this because the army was, in the eyes of a good number of people, third on the list in terms of preferences you know. I was a very tall young man, so I had always thought of being a fighter pilot but they discouraged that for tall people because the plane was not suited to tall people. Anyway, there are a lot of things not suited to tall people, including clothing stores, I always had trouble getting clothes to fit. The service was a good experience for me.

#263 SB: How did people view World War II in Calgary when it broke out, did they really feel that their country was threatened or what was their attitude towards it?

JH: The attitude was one of support for Great Britain, the mother country so to speak. It was the Dominion of Canada, we had a great pride as Canadians, but we felt a strong relationship with England, Ireland and Scotland. There were so many people here from England, Ireland and Scotland. Canada had a wide variety of immigrants, in terms of let's say the source of supply. We had a lot of Germans and there was some concern for that, we had a lot of Italians, some concern for that. Of course, everyone knows what happened to the Japanese over on the west coast. But that's the price you pay, no one owes them an apology. When you're at war, war is not a piece of cake and it's not a tea party and precautions must be taken. So one does what one considers to be appropriate under the circumstance and it's difficult to look back and justify an opinion without having been there. So war was something that we understood and I understood it. And kids play at war you know. Having lost a father during World War I and most of my friends parents had been in the service in some way, their fathers. So we were not that far removed from the experience of expecting people to serve their time. Personally a lot of my friends were in the service and I lost friends in the service. I was anxious to do what I could do or had to do. All of my friends felt that same way and we all joined the service. I had a couple that had heart murmurs and were rejected and we used to laugh at them, and call them 4F. Anyway, when I got out, I went to the University of Alberta in Edmonton immediately because I had arranged for entrance, while I was awaiting my discharge from Sydney, Nova Scotia, where I had been shipped ashore there from a ??? class minesweeper, to come back to Calgary. I had acceptance so I came home. I got my discharge on the 27<sup>th</sup> of December, 1945 and I was in Edmonton, registering in what they called the January class, which was a class composed of veterans. There might have been one or two non-veterans in it, but primarily veterans and it was a very unique group of people. People that were anxious to make up for lost time, dedicated, studied hard, played hard, had seen things in life that few people their age had seen. I can tell you that without question they were an extraordinary group really. I'm sure that what I'm saying has been said much better by people that knew them and were there and were exposed to them. At any rate, it's well to bear in mind that the economics were pretty difficult. I went to university without funds, I had no money. But the Department of Veterans Affairs had a grant available to those people that had served in the services and it was \$60 a month and I lived at St. Joseph's College, paid them \$30 a month, and got room and board for \$30 a month. I remember when they raised it to \$40 and I didn't have any other funds. I had to pay for my books and my clothing and everything else from the remainder.

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Tape 1 Side 2

JH: Well, I say that I did but everyone did. But there were people attending university that were married with families, men that were 36-40 years of age, some of them. The experience of going back to school was really something else for them. To go back to school and support a family, to live frugally and desperately try to build a better future at any cost. And they worked hard, and they took on part time jobs to supplement what they were doing. And they deserve so much recognition that it's just impossible to compare. Nothing was done for them, they did get some benefits from the Department of Veterans Affairs but they weren't magnificent and it placed them under a great strain. And they're remarkable and I think that their employment history since that time has proven just how remarkable they've been. It's just a pleasure to know people like that.

SB: Did a lot of those people end up in the industry later on, I guess you knew quite a few of them that you worked with or were somehow associated with, did you?

JH: That's right. See, Leduc was discovered in 1947 I guess and the hue and cry was on. Of course, it had a major impact, followed up by Redwater. Immediately there was a concern for the technical requirements for geologists and engineers, for accountants, for business people, for field hands, for drilling people, for seismic people, geophysics operations, for mathematicians, it was wonderful. Bearing in mind that the economic level was still very low, had improved from the 30's, but was in process of being built up and couldn't sustain a great deal under the circumstances. And I found employment, the first year that I experienced in rehabilitation as they called it, which was a funny term for me because I was still a young man. As a matter of fact, I had been in the service for a little over a year and a half and I was still 19 years of age. I worked at the CPR, in the Express, at night for a year, from midnight til 9:00 in the morning and I worked, I believe it was 6 days a week.

#039 SB: And you still went to school in the daytime.

JH: During all this time. . .and I earned good money, relative to what was being paid, I think I was being paid \$162.50 a month, that's what it worked out to. That was considered to be a lot of money. My mother had no money, she raised us on a widows' pension, so my sister and my mother etc, needed some assistance from me. I helped them as best I could and one didn't think about anything else. It wasn't as if there was room for anything else, you had to do these things. So as I said, we could make a nickel speak five languages. I had through the years, worked as a caddy at Banff, during the summer and I had worked out at the Imperial Oil refineries one summer, with Neil Howell and Bill Gadsby???, others, Don Campbell, Bimbo Campbell. Bill Gadsby went on to become a National Hockey League all-star. Neil Howell could have been but he had a murmur of the heart, he was a great athlete. But all of that background sort of fills in for how you get to where you are. When I was attending university I then worked for Sparling and Davis on pipelines. I started off with a pick a shovel and I was, in short order, advanced tow hat

they call a swamper on a cat. And I became a part time operator and then I became an operator on it. It was a TD-14, with side boom and we put in the pipeline crossings, from Leduc to Woodbend, across the Saskatchewan River and we put in the lines from the Leduc oil field to Niscue??? and then the line from Niscue to the Edmonton refinery for Imperial Oil. But that was in 1948 and that was the year that Atlantic 3 blew out. That was a momentous experience in its own right. We put in the water line to Atlantic 3 and I was an operator on the cat that was laying the line.

SB: Was it blowing wild then at the time you were working around it?

JH: Oh yes. They had it fenced off and the oil and gas was geysering up all around the area surrounding the well bore. And the rig fell down the hole and finally caught on fire and had this huge blaze. But the well itself was producing, and I think I mentioned this to you, it was either 14,000 or 17,000 barrels a day, which would have to be confirmed by checking the production rates. But it was either 2<sup>nd</sup> to Turner Valley, or it was producing more than the whole field. And everybody sued everybody and everybody made a lot of money out of the mess. But quite an experience, all that gas, sort of a brownish coloured gas floating away and very dangerous.

#078 SB: And it was sort of a local attraction too, wasn't it, people came from miles around to look at it?

JH: Oh yes, that's right. They wouldn't let them in without passes because it was a protected area. I could tell you stories about the business of becoming familiar with working in the oil field and it's a demanding involvement. I can tell you that I found out that I was blessed with many lives, because I've had experiences in working that were so close to being final that you can't believe it. When you've had a 2,000 pound, 4 1/2" H-angle iron boom loaded, fall over you and escape, it's amazing. I stepped out of the ditch, where we were laying the pipeline to Niscue, on an 8" pipeline and we had the line laid out for a couple of hundred yards and pipe bends, whether you know that or not it does, and we had it laid out alongside, parallelling the ditch. The ditch had caved so we were cleaning out the ditch so that the pipeline could be installed properly. On this occasion everybody had broken off a few minutes early for lunch and I was kidding all of them and saying I'm committed to put in my time and I'm going to do it and I'm squealing on you guys as soon as the boss comes back, you know, they're all laughing at this. And I said, well, I can't let you guys eat alone, so I climbed out of the ditch and I had my back to the pipe that was laid out and of course, I didn't see it but the pipe flipped in and hit the heel of my leg as I was getting out. I was the only one in the ditch. Imagine that, that if I had stayed there I'd have been wiped out. That would have been some kind of blow, I'd have probably not been able to survive. And we were hit by trucks. When we were installing the line to Niscue, a huge truckload of pipe on a big unit approached the highway, this was near Ellerslie, which is just south of Edmonton. This truck approached the highway from the Joseph Lake area, which is east of the highway, came up over the railroad tracks and there is a very steep incline down to the highway. The truck driver with his huge heavy load, had approached it too rapidly and when he came over the track and came down like that, the load shifted and sheered the truck off and sheered him off. These are

the things that you see happening. And I've seen men burnt and we charred the pipe and everything you know. All of this is an education to what is involved in the oil and gas industry, in terms of exposure and labour. And I can tell you some more. The people that did it, it was new. When I was driving a cat across some land, three men came up and told me to get off, in their own peculiar way. They were Ukranian, this was in Leduc area and they didn't speak English well but they knew how to tell me to get off. We had a right of way that went through a slough, well I couldn't drive the cat through the slough, so I went around the slough. They carried offensive weapons, so to speak and they told me, get off, leave the cat where it is and get out of here, you're trespassing. I did. We called the field superintendent, he got the lawyer, the lawyer came out to see them and we got it looked after. At any rate, that's part and parcel of trespassing or of access and egress, you know and all of this is very legitimately required and sometimes it's impossible to stay within the established fence lines as surveyed, you know what I'm saying. If you survey a road of access and it goes through a slough, you can't go through it so you try and go around it. Of course, if you have trouble doing that well you may have further trouble. It seems that the recollections are perhaps a little disjointed but we'll try and keep them in reasonable order. And you asked me about my name and I'm probably known best as Jeep Hall. Jeep as in 4 wheel drive, which is a nickname I picked up in 1938. Because my name is Eugene, T. for Thomas, Hall, and there was a little comic strip character in Popeye called Eugene the Jeep. Well, the first day he appeared, the next day I was called Jeep and I've had that ever since. When I got in the service I thought I might lose it but I never did because when I went down to Cornwallis to take basic training they called all the new entries Jeeps. And would you believe it, I knew all kinds of personnel down there, including some of the officers that were giving the training and the nickname persevered. I really don't have an objection to it, it's a little unique and it hasn't hurt me. I still use my initials, E. T. and I'm now getting a little bit of a needle about that because of the current recognition for extra-terrestrials. I've always told them, well, in our family we've always claimed that we had ESP anyway and according to my mother she called me Eugene, was because she wanted to call me 'you genius'. But that's my story. At any rate, the business of getting ready for life, for me, involved education in the School of Commerce at the University of Alberta. I played football for the university team there. We won all the championships and we had a good club and I'm sure that many of the associates that I had on that club would be recognized today in the field of law, jurisprudence, business, in almost any area, in construction, in the federal and provincial scenes. And I think that we had a really unique group and many of them are members of the judiciary. They're particularly hard on their old friends you know.

#184 SB: You didn't have to go up before any of them eh?

JH: The opportunity doesn't arise that often but it can be humorous. I can give you a shot of that too. But while I was attending university, I left in May of '49, having spent three years in Commerce. When I left I probably owed around \$500 and they were gracious enough to extend that loan to me and the greatest urgency I had was to repay that. So I can tell you some funny things in job searching. Weather was very pertinent to finding the



right kind of job and the idea was always to get a job that paid a lot of money and look after everything you had to and save some. So we looked for employment in the field and the oil and gas industry was the logical place, although I had reviewed employment in Yellowknife in the mines and actually had committed to go there when a friend of mine phoned me from Calgary and said, I've got an invitation to work on a drilling rig that's coming up from the states and if you want a job you've got one.

SB: What was the friend's name?

JH: His name was Vic Collins and he and I had been in grade 1, 2, 3 together, you know, long time friends and Vic had been in the navy. So he came to Edmonton and came over to get me. I stayed at the fraternity house, the Delta Upsalon??? fraternity, of which I was a member. We gave Vic a room for the summer and Vic and I became employed with Falcon Seaboard??? Drilling Company out of Tulsa, Oklahoma. The company had one rig, it was a little Franks rig, and the tool pusher was a fellow named Ray Tulle, and he and his brother and his wife's brother came up along with some other personnel. They were part of the crew from the states and they had to hire some Canadian hands and we were the first two Canadians they hired. Ray Tulle is a good friend of mine today, his brother had left Calgary, is back in the states, but Ray is here and he's been a contributing member of our society, not only in his work but in his extra-curricular activities and he's now retired and he's prominent in golfing and curling circles and he's a fine citizen and a fine person and a good friend. He, in his endeavours, contributed to the development in western Canada. And I think that's true of so many people that came up here from the states and they have remained to become really, first class citizens, great contributors with great attitudes, responsible people that believed in doing things and look upon government as an expression of the people's wishes. Without question, the attitude of people from the states, as compared with people in Canada, although very similar, has a few refinements that relate to, I guess you might call it the basic philosophy that's taught in the states as compared to that which we grow up with. It's not poles apart but there is a bit of a difference.

#249 SB: I guess the Americans at that stage were really coming up and showing the Canadians how to do it in a way, were they, because there was so much growth after Leduc?

JH: Well, that's true. We didn't have the field experience they had. We acquired it rapidly. We didn't have the technical expertise they had. We acquired that rapidly. Today it strikes me that Canadians have established themselves as one of the leading source of experts in the field of oil and gas exploration. I believe that that applies not only to the technical aspects, but to the practical aspects. I think that it's certainly worthy of recognition. And I don't say that in terms of patting anybody on the back, as an expression of I'm better than you are, but just simply to give a deserved recognition. I'm pleased that that's how it developed.

SB: Did the Americans have much trouble coming here and getting used to the climate or to the conditions of drilling?

JH: That's a good question and funny. When I went with this Falcon Seaboard Drilling

Company, we moved on to a location at Redwater. At that time, we were drilling for the Gulf Oil Company and the Field Superintendent was Kelly Gibson, who had come up from the states, was a dedicated Field Superintendent, a dedicated person. Kelly was one of the few people that would come out in the middle of the night to see how things were going. In those days they didn't enforce the rules of safety that you find today. We were on one well, Scoley??? 14 as I recall the name, it was a marginal well in Redwater, right close to the town, very close to the town. You know, some of the humorous things that happen, the well didn't come in as we hoped it would and there was a completion problem. We were trying to complete it in the D-3 zone of the Devonian and we were encountering water. So we tried to swab it in, we treated the well, fracked??? it, you know, and tried to swab it into production. If you're familiar with the terminology of a swab, you lower, it's like a pump, you lower this tubing with a swab on it down through the pipe, into the area of the producing formation and then you pull it out. It pulls the fluid up with it, like a medicine dropper you know. Anyway, you have to rig up for that and as it pulls the fluid up you find little gas pockets that form. Sometimes they form so that as you near the surface the gas pressure blows the fluid out, and the rig became pretty dirty and oily you know. On this one particular night, we had a young fellow come by the dog house and he was looking for a job. He stopped to talk to the driller, we all had shut down our work so we could eat, and he was telling his problems, trying to find employment, which was a problem still. This was 1949, in the late summer of '49. The driller told him to come back after university had started because some of the hands on the rig were going back to university. While we were sitting there, suddenly we heard this great roar, and we didn't know what it was. I had never heard it before but I knew that it was down from under. So immediately the driller knew, he was an experienced man, his name was Farmer, E. only H. only, Farmer, he didn't have names, just initials, E. H. Farmer. He was an experienced man and a great man to have for fellows like myself that had come on to the rig green and were now gaining experience. And I was at the stage where I was in line for a drilling job. At this point I was working derrick man. . . .

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Tape 2 Side 1

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## Tape 2 Side 2

JH: [in mid sentence]. . .of fluid, we thought it was a wild well, we had no way of knowing it wasn't. We had electric lights burning, the danger of fire was just absolute. Came out on the floor and immediately the place was covered in oil, oil in the eyes, blinded. The driller was saying, close the blow out preventor. So Vic Collins jumped over the side and under the floorboards and was trying to close the blow out preventor and he had oil in his eyes and he was trying to get it out and when you can't see you don't know where the rags are. We always had what we called a rag bag. I was on the floor, couldn't see, couldn't have found my way anywhere, if there had been a fire it would have been automatic. And I struggled around and I knew from memory where it was and I finally found it and got a rag and wiped my face clean so I could see, you know, it shielded my eyes. You can't believe the mess. I turned around to see where the other people were and what I saw was this fellow that had been looking for a job and he would have broken the world's record for the 100 yard dash, because he was running, he was off the ground and his feet were out in front like that and back like that and I mean he was off the ground and if you ever saw anybody running inspired with terror, that was the guy. He was flying and the humour of it hit me, I started to laugh, because you can tell the way a person is in the way their head is bent or whatever that they are frightened and this guy epitomized and boy, he was gone, we never saw him again. Anyway, we overcame the problem and there were no injuries, which was a great thing. But the image of that fellow running, I'll never, ever forget. Finally as we moved from Redwater to the Leduc area, we were drilling BA Leduc lease hole, South Calmar??? #1. This was in December of '49 and it was a cold, cold, winter. The winter of '49-'50 and '50-'51, each of them were very cold, severe. On December 23<sup>rd</sup>, 1949, it was 64 degrees below zero, with a wind. I don't know what the chill factor was but I can tell you, it was miserably cold and we were working. I was working derrick and when we made a connection, I oiled the rods on the pump to keep it from freezing up, which was almost impossible, it was so cold. When the driller threw the pump into gear, the area of the gearshift had frozen, just in nothing flat. We had what we called a safety valve on the pump, they call it the pop out valve. It's pushed in so there's a pressure and you put a big spike through it to hold it in place. That seals off the escape of air pressure that activates the pump. At any rate, when that thing is open, the air comes out that valve and the pump won't operate. Well, when the driller threw it into gear, it sheered off that spike and the end of it went through my cloth helmet thing, you know, you've got the tin helmet and then underneath it you have the winter gear with the flaps. It just tore a chunk out of my ear but it hit me pretty hard and I was in a bad humour anyway. There was no reason why anybody would hit me and of course, I resented it and I was a young fellow that was in good trim and ready to go at any time, so I swung around looking for somebody to hit, didn't know that I had got clobbered on the ear. My head was ringing. So I'm looking for someone to hit back, no one there. So I took off my glove and my ear was bleeding and everything. So I stood up there and I said, that does it, I've been going to school for 15 years and I don't know enough to come in our of the cold, so this is my last day, I'm through. And that was my last day. I went down to Calgary. But

you ask about clothing and because. . .and it's humorous really. These people come up from Oklahoma, it gets cold there but not as we get it. And they said to me, Jeep, we're told that it can get awfully cold up here, I said, that's right. They said, what do we wear, how do we dress. I said, I think what you have to do is understand that if you put on too much clothing you won't be able to do anything, you can't move, so you have to remain flexible. I'd suggest what you should wear is long underwear and a pair of pants, medium weight pants and a heavy shirt, or a lighter shirt and a sweater and a pair of coveralls and a jacket. And your winter gear and winter gloves and heavy boots with woolen socks. They said, is that enough, I said, oh yes, that will do it. Well, they wouldn't believe me so what they did is they went down to war surplus and they bought flying suits and they put on all the stuff I had given them plus flying suits and they walked like this. They couldn't do anything, their arms were out here, and they had the parkas going. You can't believe it. I've got pictures somewhere but it was just a joke.

#067 SB: I guess that it would have been dangerous in a way too if they couldn't move.

JH: Absolutely. Well, that lasted about 4 days. And they were so disturbed and it was cold, bitterly cold. They were saying to me. . . the air was blue you know, what are we going to do and I said, well, I told you what to do and you wouldn't believe me, now, you're going to have to get to that and the sooner the better. They said, we sure don't want to get cold, I said, you won't get cold. So they got rid of the flying suits and from then on it was pretty practical. That was '49 and when I came down to Calgary, I had repaid all of my debts and I had acquired some funds and I had acquired some new clothes and I felt like I owned the world. I remember coming down and my mother and my sister and her two children didn't have room for me, so I moved into the Palliser Hotel. This was where all of the executives of the various oil companies were living while they looking for housing and things of that nature. I met all of these people. So after Christmas I had checked around to see what job possibilities there were for me, and I had good friends in Calgary, this was my home town. And I could have gone into the automobile industry for instance. I could have gone into clothing stores and I could have gone into life insurance, I could have gone into a variety of things because I had my Commerce. One of the things that I had to . . . or in addition was an urge to do something that would give me a reasonable income and a lot of personal satisfaction that had a potential for great things. The more I thought about it the more I decided that I needed to stay with the oil business because I had gained some field experience and it was here to stay. So I went to see Ted Link and I said to him, this is my problem, I don't want to be an accountant, that was one thing, I had ruled that out. Although I had taken the accounting courses etc, I did not enjoy them and I wanted other outlets. So I explained that to him and he said, I'll tell you what you should do, you should get a job as a scout. Because he said, that'll give you a chance to have an exposure to many facets of the industry and you'll be involved in exploration and development and you can see it happening. That will prepare you for any future moves you might make. I said, that's great, I can try that. I had no idea what it was but he said, you go out and you gather information and you organize it and you present it. I said, I know how to gather information and present it because I had taken two courses in

statistics at the university and I had all of this background of reports and case studies and things like that. I said, that may be for me. So I made a list of companies that I took from a telephone book and the first one I went to was Phillips Petroleum Company and the reason was that they had a basketball team that they called the Phillips Oilers, the Phillips 66 basketball team. And I had spent all of my life in athletics you know and I really enjoyed them and I said, they've got to be good people because they're athletes and so I'll go and see them. Of course, I knew that there was no guarantee that Phillips 66 basketball team would have anybody up here but I liked the idea. So I went in unannounced and I had decided that I had to speak to the manager, I wasn't going to fool around with anybody else. So I went in and I saw this secretary, receptionist and she was really a very nice person and I remember that, my impression, gee whiz. She was older than I, not that much older but older you know, maybe five years older, old enough that I knew. That's remarkable you know, when you're that particular age, or any age, older is older, that's the way it is. She was really a charming person and friendly and delightful and she knew how to conduct herself and she looked after business extremely well.

#131 SB: What was her name?

JH: Blanche. And I told her that I wanted to see the manager and she said, what do you want to see him about and I told her that I'd like to talk to him about that and she said, he'll ask me. I said, you tell him that I'm looking for employment but I have some special reasons for wanting to speak to him and if he wishes to have me talk to the personnel people I'd be glad to do that, but I'd like very much to have a little of his time. She smiled, disappeared, came back immediately and said, come on in. She said, his name's Mr. Hurt. I thought Hurt, that rings a bell, so I went in the door and here's this guy, Kendall Hurt. I'd spent several nights with him at the Palliser Hotel. And he started to laugh, he said, what are you doing here, I said, I'm looking for a job, he said, a job, what do you do, I said, I don't know, that's one of my problems, I don't know what you have by way of employment but I've just completed my commerce and I have field experience on pipelines and rough necking, and Ted Link suggested I get into scouting, I don't even know what it is. He said, you know something, we're looking for a scout, you may be in luck here. So that's what happened, I got a job, they hired me as a scout. They paid me very little money, I went to work for \$200 a month. They gave me a car and I worked under a fellow named R. W. Barker, Bob Barker, who lives in Midland, Texas, we had a Christmas card from him this Christmas. We're still corresponding, we're friends. Great admiration for Bob Barker, he's about half my height, a little better than. His wife's name was Maurine, M-a-u-r-i-n-e, my sister's name is Maureen, M-a-u-r-e-e-n, which is a very Irish word. Anyway Bob Barker had. . we got along fine, he had a good influence on me and we formed a lasting friendship and I did very well in scouting. I progressed well and I enjoyed it and they were happy with me and I was happy with them. Then they promised me \$100 a month raise, which was pretty significant, 50%. I became President of the Western Canada Oil Scouts Association and I spoke at this convention and I was really dedicated to working and I had progressed well. At least they told me that I was doing fine and I knew that I was enjoying it and it was going all right.

#174 SB: Was Bob Barker. . .was he a landman then?

JH: Yes, he was head of the Land Department.

SB: Was it a very big company, other than that?

JH: The regional office here, I guess, was not extraordinarily large but it had all of the requirements, it had the production department with engineers and drilling department, it was combined, it had a geophysical department. In fact, one of my very good friends today, came up from Denver to work with them and one of the production clerks came up from Oklahoma, from Bartlesville, Oklahoma, which was the head office of Phillips Petroleum Company, to work here and the two of them joined me in an apartment.

SB: What were their names?

JH: Nor Hannon???, Norbert Hannon was the geophysicist and Ernie Crooks, Ernest Crooks was the production clerk as they called it. Nor Hannon is a multi-millionaire today and Ernie Crooks is retired and very comfortable. We have lunch periodically and one of the telephone calls that we cancelled the February 17<sup>th</sup> date and substituting March 23<sup>rd</sup> was to confirm a rearrangement for the next luncheon. Mr. Justice W. Kenneth Moore will be part of the group, Ken was an old friend of mine, best man at our wedding and was in the service with me. We went through school together and university together and played sports together and our friendship has endured, it's lasted and it's delightful.

SB: Were most of the companies thinking about hiring scouts then. It seems that. . .well, maybe we should just talk about the beginnings of scouting in Canada, how it all came about and why I guess there was a change, why the need for scouts came about?

JH: I'd be glad to do that. I think that the interest in scouting was very timely for me. The companies. . . something that has to be borne in mind, were looking at this huge, vast expanse of western Canada that really had hardly been touched in exploration. There had been heavy oil discovered at Lloydminster and Wainwright and that had not really been developed. They had the Leduc discovery and the Redwater discovery, then they got the Stettler discovery. When I was scouting all of this was still under development. There were 14 scouts when I became a scout. They had organized a scout check just previous to my entering the industry as a scout and subsequently. . . that was 1950 and I was President of the Scout Check in 1951. And I went down to the convention of the National Oil Scouts and Landmen's Association, which was the U.S. counterpart and you might say that we considered it to be the forerunner of our association in terms of having established a precedent that we followed. I went down there and was elected to the position of Secretary-Treasurer I believe it was to the National Oil Scouts and Landmen's Association and I was the first Canadian to be so elected. It was a unique honour and one that I really did enjoy and appreciated and was thankful to the support that I had from my peers. I made contacts then that I still enjoy and that's what's so representative about the oil and gas industry. The development of scouting, as I understood it, was traceable to activities in the United States, where entrepreneurship is a way of life that everyone gears for from early childhood. Now, it's changing somewhat but the idea of scouting was to maintain an awareness for activity in the industry, to maintain awareness not only for the who, what, why, where, when and how aspects of it, but to update one's familiarity with

#250 technical improvements, with new geological ideas, because nobody really knew everything. And although they had oil and gas production, there was much to be learned. So there had to be an organized approach to studying the involvements of every company. And they relied heavily on the ingenuity of their employees, the imagination and drive of their employees, because that was key to the company's success. We, here in western Canada were unique in our responsibilities because it was a new line of endeavour, but more than that we had a huge area to cover, all of western Canada. The way we handled it, we delegated areas of responsibility to each scout. The companies sent a scout representative to a weekly scout meeting, Scout Check as they called it and we held it in Red Deer. The reason Red Deer was selected was it was half way between Edmonton and Calgary and there were companies established in Edmonton that were not established in Calgary and vice versa. But predominately they were from Calgary. Red Deer then, became a half way point and it was also appropriate because the field activity required the scouts to go out from the office and make these tours of the field and Red Deer happened to be well suited to those people that were in the field. At any rate, the industry supported the scout movement and the exchange of information. That's a difficult thing because one has to bear in mind that in an industry that is so highly competitive, any piece of information is extremely meaningful. To some people it means more than to others. But to assemble all of that data in a presentable form, tied down to a well location or an area which is being subjected to exploration, to relate it to the sub-surface and to the potential for finding oil and gas in the known horizons or in other horizons that could be surprise. This was a fantastic challenge because everything was new. Further more the impact on the general areas was very strong. Suddenly people were coming in to places like Coronation, Stettler, Mayerthorpe, you name it, Peace River. People looked around, they hadn't seen this activity and these oil men that came in paid cash and they expected food, clothing, services, paid for them. Imagine that prosperity. Now, access throughout the country was very difficult because roads were bad, but the oil and gas industry, almost by itself, brought about the development of roads. The companies invested money in buying mineral rights, which poured money into the coffers of the provincial government. They found production of oil and gas, they sold what they could, they sold the oil, sometimes the gas was shut in or even abandoned because they couldn't do anything with it. But all of this created a royalty income to the province, for which they didn't have to do anything and they got a 12 1/2% royalty, which equated to the full 100% working interest that the companies held. Because the province was free from expenditure. All they had to do was exact their royalty income from the sale of any petroleum products. That's been a wonderful thing, a boon.

End of tape.

Tape 3 Side 1

SB: It's February 16<sup>th</sup>, 1984 and it's Susan Birley interviewing Mr. E. T. Hall again, in his home in Calgary. Mr. Hall, I wonder if we can start today with discussing how you went on in 1950 to Phillips Petroleum and a bit about I guess, how you were hired there, how you contacted people and how you got the job originally?

JH: I think that in our previous discussion I mentioned that I, shall we say resigned from Falcon Seaboard Drilling Company on the 23<sup>rd</sup> of December, 1949 and the reason was pretty simple and basic. The temperatures on December 23<sup>rd</sup>, 1949 registered 64 degrees below zero at the well site location, I think it was BA Leduc lease hold, south Calmar??? #1. And we had some difficulties and the safety pop up valve on the pump blew out when the pump froze up and we didn't have a safety precautions and we had a big spike to hold the safety valve in place and it sheered off and the end of it went through my helmet and the ear protector and took a chunk out of my ear, gave me a pretty good blow. I looked around to see who had done it and I was ready to hit him back, whoever it was. I found there was no one there and I realized what had happened, I decided. . in fact I declared very emphatically, that after having gone to school for 15 years, I didn't learn enough to come in out of the cold but I'd smartened up right there and then and this was my last day. So I came down to Calgary and at that point in time Calgary was humming with plans and preparations for exploration in western Canada. The Leduc discovery and the Redwater follow-up of course, had had a very, very heavy impact on the field of energy in our local area and throughout the world. Certainly the people from the United States recognized it as having opened the door to a fantastic area potential for production. So they were swarming up here and they had all the experience in terms of numbers and quality of exploration outweighing that which was available here in Canada. And although out old hands, the valley hands as we used to call them with great respect, had persevered and stayed on and were well qualified, there just weren't enough people. So they came up in numerous quantities and a lot of companies were registered and when I moved back to Calgary, for Christmas, an unexpected visitor and I moved into the Palliser Hotel. That was the hub of activity. I met all the wheeler dealers and the management men representing the new companies coming into Calgary. The timing couldn't have been better for me because I had an opportunity to meet them under terms of a social nature and it provided me with an entree into the business end. So I had to let the good times roll I guess is what you could say and I enjoyed that. At any rate, the sum total was that after the party was over and the New Year arrived, it was time to get down to business. I didn't know where to start so I looked in the telephone book and the first thing I opened to was the yellow pages and they listed the oil companies. I picked Phillips Petroleum company because they had a basketball team that I admired, the Phillips 66 and I went to see them and I remember telling myself that I had to be bold, so I went in and asked for the manager. The young lady at the desk and I think I might have mentioned this to you, was really a delightful girl, and she took me in to see the manager. He turned out to be a gentleman acquaintance that I had met at the Palliser Hotel, not



knowing he was associated with this firm and he was equally surprised to see me. He said, what are you doing and I said, I'm looking for a job and he said, what kind and I said, what kind. I said, I wish I knew but I talked to Dr. Ted Link, who was one of our great explorationists and he'd suggested that I follow scouting as an entree to the oil and gas industry. So I suggested this to Mr. Kendall Hurt, who was the resident manager of the office for Phillips Petroleum Company Ltd. He said, you know, just by coincidence, we're looking for a scout. So he said, fill out the application, maybe we can do something. As it turned out they hired me. At that time, there were 14 scouts in the industry. The scouting profession, as we like to call it, was peculiar to companies such as Imperial Oil, Shell Oil, Gulf Oil, British American. . .

#074 SB: Most of the majors, I guess.

JH: Home Oil Company. The major operators, yes. Seaboard Companies, California Standard Company, Phillips Petroleum Company, the Ohio Oil Company, Anglo-Canadian as a matter of fact, City Service and the Canadian Superior Oil Company and Staniland??? Oil and Gas Company, which was one of the Indiana companies, one of the original group that was divided in the United States because they felt that they were setting standards that should depend upon other contributions than their own. At any rate, Sun Oil Company was prominent and . . . well, we had a couple of so-called Canadian independents, Great Plains Development Company had been put together to take advantage of exploration opportunities and Texaco was involved and Husky Oil and Gas. So that pretty well represented who was in it. Pacific Petroleums Ltd., as a matter of fact, were in there and that was the company featuring the McMahan brothers, Frank and George McMahan. Of course, it was their well that blew wild, Atlantic 3 that I might have mentioned to you earlier. So the initiation that I had to the Western Canada Oil Scouts Association was through Phillips Petroleum Company, who hired me in January of 1950 and immediately I became active in scouting and familiarized myself with the Conservation Board's reporting, which at that time, enjoyed a great prestige in industry. It had been set up by the precedent established in Texas and Bill Cannode??? had come up here to help draft the modus operandi for the Conservation Board and it was very, very effective in administering to the needs of the industry. ??? what I would call a government.

SB: So you were more or less in charge of starting up a scouting department at Phillips were you or were there other scouts hired after you started or. . . ?

JH: As a matter of fact when I was hired they had a very fine gentleman, named Bob Barker, R. W. Barker, who was a big little Texan. He and I worked together for about a year and developed a lasting friendship. As a matter of fact we exchanged cards at Christmas, I just recently wrote a letter to he and his wife Maurine. They live in Midland, Texas and here it is, 34 years later. It's just a privilege to know people like Bob Barker and to have these lasting friendships. And the same thing is true for Kendall Hurt and the other members of the Phillips Petroleum organization that I met at that time and we still have a kindred spirit, a kindred attachment that is a very delightful feeling. At the time Bob Barker was their landman and scout and the responsibilities were too heavy and that's why they were

hiring a scout, so I became their only scout, reporting to Bob Barker in the Land Department. My function was to attend the Western Canada Oil Scouts meeting once a week. It was held in Red Deer to accommodate those employees living in Edmonton and those living in Calgary, it seemed like a reasonable division. At the meetings we reviewed every well that had been spudded, was drilling or was identified as a location in western Canada or in Canada as the case may be, it happened at that time the only area that was subjected to drilling was western Canada because they had suspended operations in Ontario where they had previously been drilling. Of course, there was drilling that had been done previously in New Brunswick etc. but these places were not subject to a program for exploration at that time. So that we met. . the members of the Western Canada Oil Scouts Association met once a week, each company was represented by a scout or sometimes two scouts, the company had been assigned an area of responsibility for which they had to report all activity. Each company or each scout reported on his area, in sequence and there was a general session whereby any scout that wished to volunteer information relating to other activities in the industry took advantage of that opportunity and you might call it a general bull session, there was an exchange of awarenesses and ideas and signs or indications of something that might be coming up.

#151 SB: So if you'd see some other activity, drilling or whatever in that area, you'd indicate that at the scouts meeting.

JH: That's correct. Now, one of the things that happens, which certainly made it much easier for the scouts to keep track of new locations, is the requirement of long standing, that any company proposing to drill a well in Alberta or in Saskatchewan or in B.C. or any operating area of Canada, must first acquire a license to drill from the proper authority, be it provincial or federal of whatever nature. So an application to drill is made by the operating company, it's accompanied by a plan of survey and the completion of a license application form or a license application form, all of which requires certain details identifying the exact location and the number of feet it is from established lines. We got the legal subdivision, the section, the township and range and the meridian to identify the location of the well and the name of the operator and the intended depth that was proposed to be drilled.

SB: And you would have access to those applications?

JH: It's public information, it's available to the public and the Conservation Board was assigned as a responsibility to somebody in Scout Check and they brought those in and the first thing that they did as a matter of fact, was recite the first reports as they called them, new locations of first reports. Always they were accompanied by the ground elevation and as we called it, the KB, or kelly bushing??? elevation. Now, the import of the geological formations at certain depths is very pertinent to the ground elevations because they were always recorded at a particular depth and the geologists, when they mapped them, subtracted the depths from the ground elevation to establish at what sub-surface depth a geological horizon was encountered and on the basis of this formation they drew their sub-surface maps. All drill stem tests etc. that were made and supporting detail were required to be made public in the scout meeting. Now there were situations

where confidentiality was peculiar to the well that was drilled and information was not made available and the scout check had provisions covering that. There was tight hole status as it was called, was given a certain period of time to enjoy its confidentiality and at the expiration of that time the member company was required to make that information known to the other members. Any exchanges of information they made on the side was their own business. So that there was a well defined, let's say, method of operation employed by the scouts, peculiar to the scouting association. The fence lines were well defined and it should be remembered that the regulations guiding the association were drafted by all members and were approved by all members before they became effective. So that the exchange of information was felt to be a positive move in assisting companies to prepare themselves for this huge and immense job of exploration with all of its demands for very hard work and the great romance that was associated with discovering oil or gas as the case may be. And at that point in time, there was an absolute market available for oil and gas, but the market for gas had to be subject to the establishment of reserves adequate to serve the market. But it was wide open. So the whole thing just had a fantastic appeal. And the fabulous oil and gas industry is exactly what it's been, even though it's experienced some ups and downs. The highs and lows have not clouded the great romantic action that's associated with it. And it's a high risk game and anybody that thinks otherwise should try it. The rewards go with the risk though.

#224 SB: The scouts, when they were assigned an area, did they keep it forever or did you change areas from time to time that you had to report on.

JH: Yes. What we tried to do was work it out so that the scout was given an area that might be peculiar to his own company's area of interest. Although there could have developed a conflict of reporting responsibility in that regard, the company that employed the scout felt that their interests were best served by having their own man cover that area. Also they recognized and respected the need for reporting to the association and he, the scout, was well aware of those requirements and he serviced them adequately.

SB: Did you ever come across a situation where a company would say, represent inaccurate accounts to. . you know, just to kind of mislead people or buy a little bit of time or something like that?

JH: Well, let's put it this way, there's no heaven on earth, although sometimes we come close. Occasionally companies would be slow in reporting and it was the responsibility of the Scout Check to prompt their immediate replies and on occasion some companies were forced to resign or were forcibly, let's say, eliminated from the check for failure to respect and honour their requirements. And if they were suspended then they were no longer able to participate in the information exchange. That's happened several times and finally a competitive organization called Petroleum Information Exchange was organized by Nello Marano???, an old friend, a personal friend of mine and Nello did a really excellent job of putting it together and he serviced a lot of companies that were unable to afford the hiring of a scout and set them up in the field with a car and an expense account and have them participate in the scouting association. They could subscribe to this Petroleum Information Exchange and get all of the information they needed to have because

everybody needed the information. They had to know what wells were drilled, where and by whom and to what depth. And they had to know the supporting data peculiar to drill stem tests, pressures, all of the sub-surface information that goes toward developing an awareness and an instinct for the finding of oil. The other technologies that were employed by the company used this same information also. So that it's a coordination of a variety of inputs but scouting was very helpful in assembling that information.

#275 SB: So besides the information you gathered by the data that was available through the Conservation Board and things like that, you'd also be going out into the field and collecting data, what were some of the ways that you would get data in the field on what was happening?

JH: Well, field scouting was a very realistic part of scouting. When first I was exposed to it, they still indulged in field scouting, perhaps not to the same degree that applied then, but in specific instances the industry and the members of industry today concentrate on scouting particular wells that may have information that will assist them in developing awareness for potential of tracts that may be up for sale, tracts of acreage, petroleum and natural gas lease hold acreage that may be up for sale at one of the scheduled provincial sales. Or it may have a bearing on some available free hold mineral rights in the area. Generally speaking they're already under lease before a well is drilled but always there are exceptions. In the days that I was actively involved, we were a few scouts that had large areas, that required us to do really an extensive amount of travelling in a limited period of time. Each week we went out and covered our area and attended Scout Check, came back in and prepared all of our reports. Bearing in mind that this was an ongoing evolution, a well is drilled an abandoned and there may be 140 wells that are drilling at a particular point in time or it developed later that there could have been 500 or even 800. So you can imagine how much information was exchanged and the time necessary to achieve the exchange. At any rate the field scouting was demanding because at that time, access in Alberta was minimal. Access in Saskatchewan and northeastern B.C. was equally minimal and many times I know, as a personal experience I went places where a car had not been and made a road. And I got stuck on the Blood Indian Reserve when I drove off a short cliff, you might say, that was impossible to detect because of the snow coverage. It was probably a two foot drop you know, but a two foot drop in an automobile when there's heavy snow is the end of the road. I can tell you that. . .and I think it was about 2:30 in the morning when this happened, there was a well drilling and it was a tight hole. There was a heavy blizzard and it was cold. I walked about a mile and a half or two miles I guess across this Indian Reserve, to the rig that was drilling. They were astounded when I walked on to the location.

SB: Did they know what you were doing there?

JH: I told them who I was and what I was doing and they said, well you can't hang around the rig but you can sack out in one of the dog houses, which I did. And they said, when we change towers we'll go out and help you get that car loose and you can head back into town. Well, on the change of tower I went with them, we got the car out, they went back into town and I went back out to the rig. As it happened, I found out. . .and having worked

around a rig I could tell a lot of things that a person without that experience could not tell, and this was a tight hole and they knew who I was. The story of course, had circulated among the drilling rig crew and they knew what I wanted and they said, quite frankly, we can't give you any information, not only that but we don't want you on the location. But I knew how deep they were and I knew that they had not encountered anything and I had achieved, at least for the moment the level of information, or extent of awareness that I needed to. So I had done everything I needed to do.

End of tape.

Tape 3 Side 2

JH: There were other instances and I can tell you that when the Stettler oil field and the Big Valley oil fields were under exploration and development, particularly with relationship to the discovery of Big Valley, subsequent to the Stettler discovery, there was a tremendous amount of drilling in the area and there were a lot of Crown reserve sales where the provincial government offered acreage and reservations etc. covering petroleum and natural gas rights at public sale. Many times wells were spudded so that information became available in timely fashion to assist the operator in placing a bid on the sale date. And if they completed the well just before the date of sale and they had confidential information, they certainly had an advantage over those companies that didn't have it. So this was a matter of some interest to the rest of industry and the rest of industry sent their scouts out to try and get the information. It was a kind of a fun deal to work at it and gain the degree of information, the extent of information required and there were varying degrees of success enjoyed in that regard. There's 9 ways to skin a cat they always say and scouts have a great ingenuity. I believe that they earn their pay because they have to go to great lengths to explore possible ways of gaining information. I believe that it's well handled. We were scrupulously respectful in doing everything within the bounds of the law and while we did I think, introduce a good deal of ingenuity into our efforts, there were times when it was very, very difficult and the air of confidentiality peculiar to those wells that were listed as tight holes was something that was jealously protected by the operator. In many instances successfully, depending on what attention was attracted as far as the rest of industry was concerned.

#034 SB: When you went out to a rig, what kinds of things would you look for to give you information about how far down they were?

JH: I think that in establishing the current total depth there is a good deal to be appreciated by an interested observer. It gives an indication of what zone they may be in and if they're in that zone, they've either gone through some zones or they have them ahead of them, so establishing the current total depth is important. That can be done by watching them run pipe in the hole and you know the approximate length of each stand of pipe. Again, an experienced observer can accurately count pipe and understand what they're doing, if

they're playing games or not, he can tell fairly accurately.

SB: Could they do things like, if they knew that a scout was watching them would they be able to do something to give you the wrong impression, would that be possible?

JH: There are different things they can do you know. If they have three stands of pipe, they can run in two and take off one and lay it down and then they can run in another three and then add the single, take off two. . . they can play games that way. Now, that's expensive, you've got to understand that you're using up rig time while you're doing that, and maybe if they don't find that time well, so much for them. But an experienced hand knows that anyway. A greenhorn might not, he might get confused. The taking of drill stem tests, again, where one has worked on a rig and is familiar with the routines, it's very meaningful to observe the completion of a drillstem test when oil or gas is encountered. It doesn't take too much practical experience to be able to estimate amazingly accurately the rate of flow. I had worked, when roughnecking in the Redwater fields where most of the wells we drilled, with the odd exception, were producing wells. We watched flow tests so the mental image dictates an awareness because of having had the experience and you are measuring the rate of flow, it's all tied together. And if you've ever heard a gas well blow you won't forget it because it'll fill your ears with screams.

#068 SB: That's something they can't disguise I guess.

JH: That's true. You can choke it down or actually let it flow through whatever orifice you desire to. Generally they are choked down and they run them at different level chokes with different pressures to measure the flow rate and they come up with the associated pressures etc. and it gives you an idea of the producability. Of course, the nature of the formation represents the porosity and the permeability peculiar to the formation and that's why cores are taken and e-logs??? and other logs are run. The technical process is really fantastic and there's nothing but absolute respect for those people with their capabilities. I think they're amazing and I'm glad that we've got them.

SB: Would you have any access to the logs coming from the well or would they be. . . ?

JH: We always tried to get them but they were held back as a matter of principle by the operator. And the scout that got them was above average in his pursuits.

SB: Did it help very much to fraternize with the people working on a rig or would you have that opportunity?

JH: You make your own opportunities and of course, I think everybody recognizes that regardless of what their business involvement is, contacts are critically important. It applies as well in the oil and gas industry as anywhere and I think that it's developed and pursued there very aggressively. So I think the question is well placed, perhaps that satisfies. . .

SB: You can't think of any particular instances that you want to. . . or you know, where you. . . I don't know, anything that would happen in a bar that you can think of where somebody would give something away or. . . ?

JH: As a personal preference the bars were always great places to socialize but very difficult to really tie anybody down to anything because it's far too public. One shows little respect for the other if one uses a bar to gain information because obviously you're associating

with that person and other people can attribute the exchange of information very easily to the person that you're with. So one of the things and one of the principles that applies to any scout is never to reveal a source of information, never to reveal a source of information. And it's up to the scout's adjudication to, let's say, rate the authenticity of that source of information and it doesn't take long before one acquires an excellent degree of adjudication. I think that what's important and I find, like most people that have scouted, one is reluctant to divulge the exact ways and means but personal experience leads one to arrive at estimates which can be verified by discussion. If absolute information that is the easiest way to do it, if you can get a record of what has developed or what is a fact of life, then that's the final answer. If you can't get that, then the next best thing to it is all you can do. An experienced person can come up with an amazing degree of accuracy in a scouting review.

#120 SB: What would you say would be the qualifications of a good oil scout, if you were looking to hire somebody or something like that, who would best be suited for that kind of job?

JH: I think that first of all, it has to be a person that is healthy in mind and body and that has an understanding for the job requirements, the field of operation, the manner of conducting the business and the manner in which the information is processed. Obviously a person that's qualified in field experience is a person able to communicate properly and has an ability to get along with people in an acceptable fashion, is a person that should be able to go in and mix freely and understand what's being said by the technical people or the man on the rig, the working man. And can apply to that his own preparation and awareness to facts peculiar to that enterprise. Let's put it this way, a well that's drilled in the Medicine Hat field does not involve the technical references that are peculiar to a well that's drilled up at Mitsu??? or at Sturgeon Lake or in northeastern British Columbia. And the sequence of geological formations that are encountered may be another variable as one would encounter over in Saskatchewan. So preparation is very important and let's say that if one suggested that you needed a graduate in geology or engineering or commerce to accommodate the scouting requirement, that would not be correct. I think that there are a lot of attributes peculiar to the practical man that would fill the bill and have done it very successfully. I think that one of the great things about the oil and gas industry, it has not served as a restraint to people that have not been formally educated but have a great desire to perform and are reliable and are committed to doing things in a fashion that's regulated extensively and is subject to so many requirements that one must be skilful to meet them. No one man is equal to the whole job, that's how it is, so you depend on other people and this inter-dependency is reflected in the variety of what you might call sub-contractors associated with the drilling of a well. It's not just the drilling of a well, the preparation that's required on the part of the operator to prepare for the drilling of the well is fantastic. The development of the land representation, the preparation of sub-surface maps, the accumulation of technical supporting data, the coordination of all of that data with existing sub-surface information and the conclusions that lead to the spotting of a well site. Sometimes you know, there may be 20 years of preparation and

that certainly applied to the Territories and the Arctic and offshore is another point. One of the things that I believe all of this reflects is that government regulations and tax provisions must provide for lead time and changes in regulations that affect the operation of a company or an individual in the oil and gas industry. Must bear in mind, that plans are made, in a really amazing time, in advance. The lead time that's peculiar to all of these plans is based on regulations that apply, not only at the time the plans are made but that are recognized as will have an effect down the road. That's the basis upon which the project is done. So that, any changes brought about in a regulatory sense or in a fiscal sense have a fantastic impact. That's something that becomes more and more apparent and industry has certainly made it's thought known in that regard. And we hope effectively. I think that it's fair to say that at this point in time, there's a good deal of dissatisfaction on the part of industry and the participants, individual participants, along with the corporate entities, as relates to existing regulations. Both operating and fiscal.

#201 SB:       So the scout was actually doing more than just finding out what was going on in the field, he was actually sort of an advisor to the company. You mentioned that for Phillips you were sending them a newsletter, what kinds of things would you include in the newsletter that would be helpful to them?

JH:       The weekly newsletter was intended to cover the oil and gas industry in the area of responsibility, from the standpoint of industry activity, governmental legislation, anything that had a bearing on let's say, the operations of the company in that area. So that political impact was a point of discussion and reference and at that point in time, it was particularly noticeable in the difference in operations as between Saskatchewan and Alberta. The CCF dominated Saskatchewan as opposed to Social Credit in Alberta and the Social Credit was more of a conservative operation and in fact, the rules of operation peculiar to Alberta commanded a great deal of respect, not only here in Canada, but elsewhere in the world. Many people came to Alberta when first formulating their own corporate policies. We reported on the activity everywhere that the company had an interest. One of the great, let's say, unknowns, was what was going to happen politically in Saskatchewan. The other expression that's peculiar to Saskatchewan was, I never yet found a supporter for the CCF, but a lot of declared liberals. In fact, while one does respect everyone's right to vote as they choose, the CCF was not a party of endearment to industry because it had an approach that was in conflict with that enjoyed in Alberta. Saskatchewan went through some varying degrees of interest and expenditure, traceable to industry's satisfaction with the administration. And of course, all of that's affected by results in drilling but they did have considerable success there too.

#246 SB:       I guess there was a lot of activity that was diverted from Saskatchewan into Alberta though because they didn't want to get tied up in an uncertain political climate I guess.

JH:       Without question. And to confirm the pros and cons of that, at the present time, the current Saskatchewan legislation has given the industry incentives to drill in Saskatchewan that did not exist for the previous many years. And the degree of activity



peculiar to Saskatchewan at the present time is tremendously higher and I mean tremendously higher than it was in the previous, shall we say, five years or so. They've enjoyed a good deal of success, they being the industry and the people of Saskatchewan, the Saskatchewan government. Additional production has been brought about by virtue of this exploration. I think that the cash flow accruing to the Saskatchewan government's royalty position has been enhanced considerably. I think that the level of satisfaction has been raised several notches on the ladder. On a scale of one to ten, I would classify it as having graduated from about 2 to about 7. That's just a personal expression but that may give you an idea of how I appreciate it.

SB: When you were in the early 1950's, was that a period of booming in the industry or how were things really going generally?

JH: It was fantastic, it was booming like you can't believe. Everything was geared to assist and promote the exploratory effort. In scouting at that time, and perhaps this is of interest, in 1950 we became associated with the National Oil Scouts and Landman's Association of the United States. We contributed to their annual yearbook review and Canada was listed for the first time in the yearbook of 1951, which was a review of 1950. And in fact, the contribution that was made was my own. Having completed it for Phillips Petroleum Company and having requested Mr. Art Nauss, A. W. Nauss who was a very prominent geologist and had been associated with Dr. Ted Link. Dr. Nauss was a very well respected, highly respected member of industry and he wrote an article accompanying our statistical survey that supported the survey and gave a history of the development of natural gas, requirements in Alberta markets and gave some gas reserves of Alberta in billions of cubic feet for some of the pools that had been discovered, such as Morinville, Legal???, Pouce Coupe, Manyberries, Pakoukie???, Medicine Hat, Provost, Jumping Pound, Pincher Creek, Turner Valley, Viking, Kinsella. This is what spurred industry on to additional effort, the fact that these things had been encountered and it was proven that this potential existed.

#317 SB: Had American involvement been that strong before the 1950's do you think, or was there still a certain uncertainty I guess, about the future of oil and gas in Canada?

JH: I think that U.S.A. involvement had been pronounced most emphatically in the Turner Valley days and of course, followed up by Imperial Oil's involvement, over the years, where they drilled, I'm not certain, it was 130 wells or something before they hit Leduc. But they had been successful at Normanville and they really are owed a great deal of gratitude by the rest of industry because they were there early and they persevered. And they conducted themselves admirably. I feel that they're an integral part of our national effort and I have a great respect for them. As I do for Shell Oil Company and the other companies that have contributed so much.

End of tape.

Tape 4 Side 1

JH: During the year of 1951 I was elected as President of the Western Canada Oil Scouts Association and I worked with Al Baker from Gulf who was Vice-President, and Doug Clark from Superior who was Secretary and Ivan Reddon??? with Anglo-Canadian who was Treasurer and ??? Forsythe with Imperial Oil who was the executive member. We had with us in those days, Tom Hicks, T. R. H. Hicks who's a venerable member of the industry and a great person and Jack Chisolm???, Bill Clark, Doug Leech and Clark Cypron???, they had formed the previous executive. But there were many others that are worthy of mentioning. I'd like to include Jay Bray???, A. J. Bray of Shell Oil Company, who is a particularly close friend of mine and had served in the Canadian forces for five years and returned and went to university and spent three years at university in engineering. He worked with Shell. Hugh Baker with Staniland and he was a contemporary of mine also from university. Miles Atkinson was landman with Sun and he's a prominent lawyer here in Calgary now. Matt Buckam???, who is ??? and he was scouting for British American. Matt and Bill Hughes, who was a successful independent and myself, shared an apartment in those days. So far reaching contacts. Arnold Choquette??? that I'd gone to high school with was a scout for Sinclair Canada, they were member scouts. Bob Klindenny??? was with Gulf and I believe that he's still associated with them in central Canada, working out of Toronto. Shel Crewson??? was with Great Plains and I believe Shel's an independent now. There were others like Ralph Dodds??? who was with the Ohio Oil Company and he had come up here from the states and he returned to the states. We had a fellow named Bill Lansdale who had been here with the Shell Oil Company and he was one of the originals, along with Bob Barker. Al Golden worked for the California Standard Company and he's a geologist and he's practising independently now. Jack Huffman with Imperial Oil and he retained his association with Imperial, a fine gentleman. John Coach was with Shell and he's an independent at the moment. [N]??? Mickey Laneoff??? who was with Sharples??? Oil Company was associated with Ranger Oil and I believe that Mickey has gone independent. Bill Watson was with Texaco and Bill passed away and he was a hard working, sincere person who did a good job always. There was a fellow named Vern Lyons, we used to call him Tiger Lyons, and he was a contemporary at university, a graduate in geology and now he's Chairman of the Board of Ocelot??? and done very, very well. Bob McCossam??? with Seaboard and he has his doctorate in geology, a very well respected and prominent member of the industry. Bob McKinnon has passed away and Ken Marble??? with Imperial Oil and he continued on in his endeavours with the company and did very well. There was a chap named Dave Mitchell, who you may recognize, is now the head of Alberta Energy and he started for Great Plains Development. Dick Moore who was with Seconie Vacuum??? as they called it, and that's Mobil Oil and Dick is prominent in the land department with Mobil. And a fellow named Al Morrison, who is an engineer, another contemporary of mine at university and he is still associated with Home Oil Company I believe and is one of their senior representatives. There was Hank O'Shay???

who was with Husky and he's an independent in Ontario now and he's a geologist. And there was a Jack Phillips with Shell and Jack's passed away. I've mentioned Ivan Reddon and Ivan passed away, was just a wonderful guy. Clark Cypron I mentioned, Don Sutherland, with City Service, was another contemporary of mine in university and he was lost over the Great Lakes flying down to ??? and that was considerably long ago. Kim Thompson with Union Oil of California left that company and he and a group, including Jack Oyman???, Matt Buckam???, bought out Nello Marano??? and they took over PIX, Petroleum Information Exchange. And they developed it into what it is today. And Joe Warbeck??? who was an old friend of mine and just a great geologist and oil finder par excellence. He was with Hudson's Bay Oil and Gas, again I may have mentioned he was a contemporary of mine at university. He subsequently went independent, was very, very successful with a couple of companies and he's retired to California. So you don't have to be ??? to live in California. But the impact of scouting I think, is certainly an integral part of the whole operation peculiar to the oil and gas industry. And I mention these people to you because so many of them went from scouting into positions of responsibility and accomplishment that reflect the benefits derived from the exposures, not only through education but their business experience in scouting.

#076 SB: It seems like it was more multi-disciplinary than any other job within the industry.

JH: I think it's fair to say that. I gave a paper on oil field scouting, the background and purpose of oil field scouting at a Canadian Institute of Mining and Metallurgy meeting or convention in Calgary in October of 1951 and one of the things that we could say was that the scout was sort of a jack-of-all-trades. The information that I think is peculiar to the paper that I gave is certainly that the conceptions of scouting have always been that they're sort of. . . anything from a glorified ??? to a cloak and dagger guy. In fact, as I mentioned in the article that I gave, a scout is defined as a person who is sent out to obtain and bring in information and that's exactly what it is. I think that the popular expression is the scout is supposedly the eyes and ears of his company. He's a liaison between field and office and he's really a jack-of-all-trades. He has to know and understand people, kind of a psychologist you know and he has to be trustworthy and discreet and imaginative and dependable. Of all things he has to be dependable. So I think it takes, to be a successful scout, it takes a dedication of time and effort and tolerance. I know that many times in travelling through the back woods and the boonies as we call it, I have personally been stuck horribly, I have had people help me, have extended that same assistance to other people and done it happily, never worried about being paid for it because it's a reciprocation that goes without saying. It gives one a great faith in the generous nature of mankind, when you need help under adverse conditions.

#110 SB: What were the average wages for a scout in the 1950's?

JH: They were pretty significant all right. When I was hired, January of 1950 they paid me \$200 a month and I had a company car and an expense account of what you'd call a limited nature, but certainly adequate to look after whatever I needed to have done. And

they, Phillips that is, had every confidence in me, they never did question my expense account and they supported my judgements. As a matter of fact, I hadn't been there long when they increased my salary to \$250. After I had been there for a year they recommended \$100 a month raise, which was really quite significant, which would have escalated me to \$350 and at that time, for a young guy that had only been away from university for a relatively short period of time, that was a healthy increase. As a matter of fact I was approached then by Western Leaseholds to establish their scouting department and they offered to pay me \$375 a month and they gave me a car and an expense account, secretary help and so I took the job and built a scouting department for them. Started all their reporting teams and correlated it with the other departments and when I went with them I asked them to bear in mind that I aspired to work in the Land Department. Western Leaseholds, as you may know, was the company started by Eric Harvie who was a fabulous individual in the history of our industry. At the time that I went to work for them Eric Harvie had made \$93 million out of the industry and the Alberta government had only made 90. So that's how significant he was. He had two companies, one was called Western Minerals and they owned mineral titles and the other one was Western Leaseholds, which was the operating entity and it was a private company. Finally he went public with Western Leaseholds but he retained Western Minerals. He was a very able and canny operator. Jack Gallagher, with Dome, at the time when he was operating the old Empire Trust, from New York, was one of the few people that knew and understood him, that is Mr. Eric Harvie, to a degree that prompted mutual enterprise and effort and a Western Dome alliance was responsible for Drumheller discoveries etc. But I left Western Leasehold because, at that time, everyone in industry that worked at all gained a reputation. It was small and companies were pouring in, they wanted people and they wanted people that were proven producers. I was approached by a fellow named Al Wynn???, whom I had met through Arvil Miner???. Arvil Miner was the head of Riley's Reproductions. He had replaced Jack Riley who started Riley's Reproductions here. Arvil, whom I met the day he arrived in the city, through Jack Riley had introduced Al Wynn to me. Al Wynn represented Ashland, Murphy and A. G. Becker Corporation, a Chicago financial house. And he came in, said he was going to start an office here and wanted me to go to work for him immediately and I had, at that point, had only been with Western Leaseholds for about six months. But there had been opportunities, I had set up their scouting department and had asked to go to the land department and had been bypassed and I didn't feel they had my best interests at heart in that regard. So I was really quite interested in what Mr. Al Wynn had to say. In addition to which I had personal ideas regarding exploration as a result of my experience in scouting. I had tried to interest Phillips Petroleum Company in it and they wouldn't move on it, nor would Western Leaseholds. Bill Farmelow??? was the Chief Geologist there and Bill's a fine person and he's very active, very successfully active in the industry today in senior executive capacities and has done well. However, I finally agreed to go with this new group. They didn't have a name for it at the time, they suggested Amertex and all of these names but they wound up with the name Amurex, the Amur was really Murphy corporation, the A was for Ashland, the Mur was for Murphy and the Ex was for

exploration, Ashland, Murphy Exploration sort of thing. Amurex Oil Development Company Ltd., a long name. I was their first employee, I didn't start until January 1<sup>st</sup>, 1952 but they took my deal. My idea for exploration and they drilled a Cessford and drilled a discovery oil well and they drilled 28 straight wells. And I was employed with them, initially as a scout and at that point I hired Jack Orman??? to come in as scout and I went into the land department and I worked with another gentleman who was a lawyer and he resigned from the company, not too long thereafter, to go into his own business and I took over the land department. So I went from a Chief Scout to Landman and then I became head of the Land Department and I became Assistant Secretary to the company.

#199 SB: Was there much of a change in duties, going from a scout to a landman?

JH: Very much so. Of course, the function of landman is to acquire acreage as recommended by the technical people associated with the company in the areas of interest peculiar to the company's operations. To maintain records peculiar to ownership of that acreage, to negotiate deals on behalf of the company or in association with requests from other companies regarding the company's area of operation or acreage held, farm outs, things of that nature. To liaison between management and the other departments in terms of defining the land function and responsibility and to coordinate activities. At that time as landman, I did all of their field operations and their in house operations. So I was one man in the land department. I bought all of their surface leases, all of their free hold leases, negotiated all of their deals, went to all of the sales in Saskatchewan and Alberta, the government sales and worked with Al Wynn, who was the Vice-President and General Manager and coordinated with the production and accounting and geological, technical people. It was a very busy period of time and we started off with the Cessford operation, which was eminently successful but it was remote. And the income generated by our operation was about \$1.70 a barrel of oil. The transportation charges knocked that down to the point where we were realizing about \$1.20 a barrel. Times were very difficult in that regard. But that pool is still producing, it's 343 years later and that same pool is still producing. I wish I'd had a royalty income because it would have set me up. However, we then went into Saskatchewan and we discovered the Hatton??? gas field in southwest Saskatchewan and I negotiated all of those surface leases over there and I dealt with the Saskatchewan government. But there was no market for gas then. Murphy and Ashland, working with the A. G. Becker Corporation of Chicago, the financial house, had initially put up \$5 million. Of course when that was depleted the cash flow was not sufficient to maintain the company's activities, even though the reserves established were sufficient to keep it in business. So they cut back on personnel and they wanted me to stay with the company and they asked me to accept a transfer down to the states, with Murphy Corporation, which I did. I went to Billings, Montana, my family, Lorraine and I and our little daughter and Lorraine at that time was expecting our first son. And we became established at Billings, where I worked with the Murphy Corporation, covering the Rocky Mountain area. The high line, as we called it, was the area close to the Canadian border, running through Montana, North Dakota. I spent a lot of time in the field, covering that area, buying leases, extending it down to Wyoming and Colorado.

#258 SB: If you just want to outline what's involved in applying for leases and land holding.

JH: Right. The land function then, we'll establish as being the responsibility of acquiring and maintaining lease hold rights and the right to explore over specified areas. All of this is controlled by documentation, the most common reference of which is to petroleum and natural gas leases. They identify the relationship between the holder of the mineral rights and the operator, the holder of the mineral rights being called the lessor and the operator being called the lessee. Obligations and responsibilities are identified in the body of the lease document. It involves payment of a consideration and an annual rental and establishment of a royalty reserve to the holder of the mineral rights. Now the history of oil and gas in western Canada is related absolutely to the history of land ownership. If you're dealing with the province, which owns the major part of the mineral rights in Alberta, then to acquire those rights you have to purchase them as a public sale, sponsored by the province. These are advertised and they've been eminently successful in building up the treasury of the province of Alberta. The province of Saskatchewan has a relatively high degree of individual ownership, but it too, has profited from the same approach of using public sales to dispose of its mineral interests to those parties interested in exploration and development. Every acquisition is made subject to certain requirements, established by each province. They grant the disposition of the petroleum and natural gas rights in a variety of forms. They've gone through such things as drilling licenses, drilling reservations, gas licenses and petroleum and natural gas reservations, just simple petroleum and natural gas leases. And all of these are covered by extensive regulations, all of which describe what must be done by the operator and what is accruing to the holder of the mineral rights. The fact that the Crown holds so much of the rights has actually simplified exploration to a very large degree, because the cost of building up a land representation, where ownership is held by individuals can be astounding. Astoundingly high. Imagine that the area has been inhabited for 200 years, ownership has been handed down in the family, there have been any variety of numbers of children associated with the family, the transition of mineral ownership is subdivided as the family's grow and with each new successive generation. It's not uncommon to go into an area and find that one lease covering let's say, 320 acres, needs 3,000 signatures. Now imagine the cost of putting all of that together. And the whispering interests that are held are not a positive thing, they are a negative thing. Something should be done to restrict the disposition of a mineral interest below a certain percentage point. Because it makes it impossible to achieve an acceptable degree of approved documentation. Now the landman's function of course, is to achieve all of this, to deliver to his company a title satisfying all the requirements for the acreage that they propose to drill upon. If they achieve that status then they can go ahead and drill. They make their provisions with the surface owner and having acquired access, move in equipment. Now the establishment of the . . . or the selection of the well site involves a good deal of preparation on a technical basis, but we're assuming that all of that's been completed.

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Tape 4 Side 2

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Tape 5 Side 1

SB: It's March 19<sup>th</sup>, 1984 and I wonder if this time we could just start by going over some of Aubrey's questions, just backtracking a bit on what we discussed in the last interview.

JH: Susan I would be glad to do that. Relating to the notes that Aubrey has made, I can respond to those as they are written if that's all right with you.

SB: Sure that's fine.

JH: The first thing that I notice, Aubrey questioned when I was transferred to Billings with Murphy Corporation. And I believe that we had established the Murphy was one of the principals behind Amurex Oil Development Corporation, the others being Ashland Oil Inc. I guess it is and A. G. Becker Corporation from Chicago, a financial house. At any rate, Amurex had been organized to explore and develop prospects in western Canada and had been financed to the extent of \$5 million. We were really quite successful because we delivered discovery wells at Cessford in oil, we drilled 28 straight oil wells there. The oil was selling at the magnificent price of about \$1.58 or \$1.72 I think it might have reached and economics were rather discouraging. In addition to that we discovered the Hatton gas field in southwest Saskatchewan. The deal was made with Canada Southern ??? and as will subsequently be made clear, it seems that I had a series of experiences with Canada Southern and I think that it's worth expressing an admiration for that company and its modus operandi employed in building up an acreage position and exploratory lands in western Canada. Always they were ahead of the industry it seemed like. I believe that their Chief Geologist, Mel Reasoner, who not only was an outstanding geologist but a fantastic fisherman and outdoors man. At any rate on with the questions. He, Aubrey that is, made reference to my returning to Calgary from Billings and that was in January of 1957 and I was hired by Signal Oil and Gas Company, while I was in Billings, with the purpose of coming back to Calgary and reestablishing Signal's office in Calgary. Previously active to a limited extent in Canada, Signal had built up some interests in the general Minnihick??? area, associated with the Pembina field. And a couple of other exposures but had not really made a significant mark. They had employed a fellow named Cleve Bowles??? here and Cleve was a U.S. citizen who came to Calgary, a very delightful person, a geologist and was active in industry affairs but Signal was not too active. So Cleve was spending most of his time maintaining awareness and maintaining his contacts and looking after the corporate business and enjoying the good life here in Calgary. At any rate, I returned to Calgary as Manager of the Canadian office and Manager of Land. We brought up from Abilene, Texas, a geologist, employed with Signal Oil down there. His name is John Knebles and John has since returned to the United States independently. At the time that we were . . . when I say we, that is Amurex Oil Development Company was dealing with Canada Southern in southwestern Saskatchewan and subsequently my own experiences with Canada Southern in northeastern British Columbia. We became familiar with a company called Act Oils and Act Oils was named after Austin C. Taylor, who was a gentleman of some initiative from Vancouver. They had associated themselves with the Buckley family from New York and

they were certainly aggressively involved in the frontier areas. I believe that it's fair to say they were reasonably well financed, to the extent necessary for their operation. Their principle routine was to build up acreage in areas of production potential that could be supported by geological mapping and in building up the acreage picture, they would encourage third parties to come in and assume the exploratory role. In attracting outside parties, or third parties, Canada Southern presented, not only the attractive acreage picture, but some geology and geophysics that were of sufficient merit to warrant attention from outside third parties. Canada Southern did this very successfully in southwestern Saskatchewan, in northeastern British Columbia, in the Territories and they had some acreage in the Arctic Islands. They did it in Australia also.

#087 SB: Who were some of the third parties that were involved in Canadian development?

JH: Well, in Canada, of course, Amurex was the principal connection with Canada Southern in southwest Saskatchewan, we discovered the Hatton gas field. That was on about a 650,000 acre spread, part of it at least. In northeastern British Columbia, they had several deals that were made up there but I think that principally they dealt with Pacific Petroleums, with some dealings competed with Amoco and with Dome. And in the Northwest Territories with Signal Oil and Gas Company, which was my particular forte with Signal. I arranged that through contacts with Mel Reasoner. Appropo, the Signal operation, Signal had expressed an intent to find major deals of significant size and merit and they were not interested in anything less in Canada. I concentrated all of my energies towards finding these particular type deals. I had recommended tho Signal that they become active in the Arctic Islands by way of acquisition, in the Oil Sands by way of acquisition and in fact, when acreage was available for filing throughout the northwest region where Rainbow Lake and Zama Lake were discovered, I had recommended to Signal that they file on that acreage. They'd agreed to do it if we could find an operator to join us in our quest and I approached Ken Germond, who at that time was with Union of Louisiana I believe it was or Union of Texas. The two merged at any rate. Ken liked the idea but his company wouldn't give him permission to operate north of township 65 in Alberta. Subsequently and approximately a year later, perhaps even a little longer than that, Rainbow Lake was discovered and Zama Lake and Ken used to give me a little needle about how I had missed out on these big finds. Anyway I mention that only because it's nice to pat oneself on the back and say, well, at least we had an idea. The Canadian assets of Signal were retained at the Minnihick area. I believe they might have been sold finally to Canadian Delhi???, which was a joint operator in the project. The acreage that was earned in northeastern British Columbia, which I mentioned from Canada Southern, was part of a \$6.5 million package that Signal committed to. We invited Home Oil Company in as a joint participant with us and Home acted as operator, although we had 2/3 of the obligation and they had 1/3. But they were happy to be a participant and act as operator under those conditions. And it resolved everything that Signal wanted because Signal didn't want to be an operator. They wanted to be I guess low profile participant. When Signal bowed out from Canada they sold that interest to Dome Petroleums, I believe for \$2 million. On the western extremity of that acreage was



part of the Continealy??? trend, which is a structure that had been drilled by Amoco and was a prolific producer of gas. Subject to the qualification of further correction. My recollection of the Continealy gas production was that it was developed and produced at an extraordinary rate and was therefore depleted rather rapidly. But at the time it was of major consequence in attracting other companies into the search for oil and gas in the northwestern portion of Canada. Of course, there's nothing that's more attractive than the smell of success. So . . .

#154 SB: What year was it that Signal sold its assets to Dome?

JH: I believe that it was probably in the early 60's. Signal closed its office in 1960. They had asked me to move to California with them. In fact they had asked me every time they talked to me for four years and I had said no. We had even gone down to Los Angeles, my wife and I, to let's say, familiarize ourselves with the routines there. We were there for ten days and it was 82 above every day, blue sky, it was like heaven on earth.

SB: But you decided not to go there.

JH: My wife and I didn't want to raise our family there and they'd had the Watts incident, but that was really not our principal concern. We had lived in Billings which we really enjoyed. We had elected to come back to Canada, we felt that the future for us was in Canada and it held a great future for our children. We wanted to raise our family in Calgary because although we were native sons and that would account for some prejudice I suppose you might say, we still enjoyed the activity associated with the industry in Calgary and in Canada and we enjoyed our contacts and our friends and we enjoyed the Canadian way of life. This is not to disparage the way of life in the United States, which we enjoyed too but we found from a personal standpoint that we liked Calgary with its varieties of weather, its geographic position and the size of the city and the people here. So we came back happily. Now Aubrey has asked some things about people like Gene Vallet??? who had been with the Ohio Oil Company as Chief Geologist and Divisional Manager and then he left them and became an independent geologist, quite successfully here and finally retired. Gene has subsequently passed away. I never did put together any deals with Gene, although I had an excellent rapport with him over the years. When I first got into the business he was the Division Geologist, soon to become Division Manager for Ohio and there was a Russ Schoonmaker???, that was employed with Ohio, who was a very delightful person, who moved ahead within the organization, went back to the United States and became one of the senior executives with that firm. They had a scout named Ralph Dodds that was employed with the Ohio Company and transferred up here to Calgary in 1949 and I met him at the Palliser Hotel, as a matter of fact, in that little experience that I'd had there that I mentioned earlier. Ralph stayed here for a couple of years with Ohio as scout and then went into the Land Department. At that time Phil Lansdale, we called him Cooney, was with Shell Oil Company here as a scout and he was from Louisiana, had been transferred up here, along with Bob Barker who was the scout with Phillips Petroleum and also landman and he had been transferred here from Midland, Texas. The other questions that Aubrey had mentioned as relates to Signal. . when I left Signal and established my own offices, I subleased from Peter Bawden of Bawden

Drilling, for a short period of time at least. As the industry developed and things changed we moved to different locations to accommodate our own needs. I subsequently established an office in Elveden House, I believe it was the 7<sup>th</sup> floor at 711 - 7<sup>th</sup> Avenue S.W., which should have been one of the luckiest numbers in the book. It would be a crap shooters delight anyway. I have to say that I enjoyed all of it and I considered myself very fortunate. Aubrey had asked about Ashland too and Murphy corporation. When I started with Murphy corporation it was through a contact I had made with Al Wynn, A. F. Wynn. Al had been sent to Calgary by Murphy and Ashland to conduct a preliminary geological survey, the results of which were to either encourage or discourage the companies from coming into western Canada. Now at that time I had met Arvil Miner and Arvil Miner had. I met him the day he arrived in Calgary. He was working with Jack Riley, Riley's Reproductions, they used to call it Riley's Superior Reproductions. Jack Riley was from Texas, had a successful Riley's Reproductions in operation in Texas, I believe it might have been in Houston or Dallas, I'm not sure which. He played the guitar and sang and was a charming individual and set up an office here and had it working very well. Arvil Miner came up to work for him and subsequently bought him out. Arvil made Riley's Reproductions into a very active and successful enterprise here in the Canadian oil and gas industry. Arvil was eminently successful in most things that he did, a delightful person.

#261 SB: Were they reproductions mostly of maps and that type of thing or what would they be?

JH: They catered to the oil and gas industry to a large degree and they looked after the distribution of electric logs and they had an arrangement where they would take over the electro-log, run off copies and distribute it throughout the industry, all in accord with an understanding established with the operator, owner of the log. If it was confidential they wouldn't release it to anyone except those companies authorized and approved by the operator of the well, the owner of the log. And they worked closely with the Western Canada Oil Scouts Association. Arvil was very effective in that regard. Now Mr. Wynn, Al Wynn, when he came out here, he approached me to work with him. At that time I was employed with Western Leaseholds and I helped him gather together some information regarding wells that had been drilled in western Canada and it helped him to relate to information he used in the preparation of maps. Because I had all of the well data, the tops, the Conservation Board picks and the e-log markets picked by the operator, together with all of the drill stem test data and core data. So it really did help him and I was free to do as I pleased with that information as long as it was not considered to be confidential to the operator or to industry. Once it became available through the Conservation Board, it was simply a matter of using one's judgement in making the information available to outside parties. Al Wynn followed a suggestion I made to him concerning the Cessford area of Alberta. I had information which I had given to Phillips Petroleum Company, I had acquired it on a confidential basis. The area had been tested by three wells forming a large triangle, drilled by Canadian Delhi under farm out from Hudson Bay Oil and Gas Company. The three wells encountered oil and gas, were completed as gas wells, but they

were completed high in the zone and it appeared to me that there was oil in the wells. So I confirmed this to Al Wynn, he made a study of it, he was convinced I was right. So the first deal he recommended to Murphy and Ashland of course, that they come into Canada, which they did. And he was sent up here as General Manager and I was the first person he hired and the first deal he made was a Cessford and we drilled a discovery well. Then we drilled 28 successive wells. So I felt that I had made a contribution. Those wells are still producing. I believe I mentioned that in the original tapes. Al, who was a geologist, worked extraordinarily hard and actually it ruined his health. It became a matter of some controversy between Ashland and Murphy Corporation as to policy decisions because we ran through the \$5 million reasonably quickly, but we had a very active program. They relieved Al of his responsibilities towards the end of the time I was with them here.

End of tape.

Tape 5 Side 2

JH: While I was with Amurex and subsequent to our discovery of oil at Cessford and then gas at the Hatton field, in southwest Saskatchewan, Mr. Vernon Van Zandt??? came to Calgary on behalf of Ashland Oil. At that time it was called Ashland Oil and Refining.

SB: What was his position with them?

JH: He was an accountant for Ashland and he came up here to maintain an awareness for the financial requirements because as I mentioned, we had a very active program. We were drilling a lot of wells and spending a lot of money and although we had discoveries we couldn't see the gas from Hatton gas field and the price that market paid for oil at Cessford was extraordinarily low. So the times were difficult. I mentioned, in those days, the boonies, as we called them, were let's say, representative for most of the plays for oil and gas. There remained much to be done in developing roads throughout the province. It was kicked off but certainly a long way from what we have today.

SB: There weren't any pipelines started or anything like that I guess.

JH: There had been some pipelines initiated, the Trans Canada Pipeline was very prominent in discussions. Of course, the objective was to firstly establish reserves of gas and oil that would warrant the building of a pipeline. We had tremendous difficulties with federal legislation in certain respects and with marketing in Canada. The central Canadian action, although positive in certain respects, was discouraging from the standpoint of available markets for western Canadian crude oil and gas. The role the Van Zandt paid with Ashland was, as Chief Accountant, he came up here initially on a visiting basis and then was transferred up here permanently and is now living here. In fact he never did leave. When Amurex was continued Van left the employ of Ashland to stay with Amurex. But he didn't stay there too long before he transferred over to Whitehall Canadian Oils and became their General Manager.

#053 SB: Where were they based?

JH: They were engaged in exploration and development. And then built that into a very successful operation, hired some good people and he maintained and expanded upon his

contacts and Whitehall was merged into, I believe Ashland. Ashland came back into the picture and rehired Van. So all of these things continued to roll around. They say the wheel just completes its revolutions time after time.

SB: Was Whitehall based in Calgary?

JH: Yes. But they had financial attachments in the United Kingdom. All of those were developed further by Van. And Van's had a very highly successful career in the industry. I think that I mentioned to you at a point in time, in 1972, I was approached by Ashland and Van was President of Ashland Oil Canada at that time, to reestablish their land department. They had gone through some mergers and they included in that the Whitehall Canadian and the Carl Nickle company, Anglo American. And there were several people vying for the one authority . . . or the one authority in several different departments and it's a very difficult experience for all concerned when mergers are completed and job responsibilities are laid out. At any rate I finally accepted their offer. It took me quite awhile because I knew that it was not a garden of Eden. And it proved to be no garden of Eden, I was correct. However, good people. I changed the structure of the department and hired some excellent young men and succeeded in building a far more efficient and effective land department. I found that the restrictions of the corporate action were not to my pleasing and while I had a five year deal with them, we agreed that it would not be in anyone's best interests for me to continue. I was not pleased and there was no change that was going to come about that would suit me and while I liked everybody there and they liked me, it wasn't really advantageous to either of us. So we arrived at an understanding and called it quits. I still have an excellent rapport with all of those people but I'm glad that I made the decision to leave. And when I left I resumed my activities with Parkland???. Now Aubrey has asked about Ashland, when did they arrive. Ashland arrived in Canada in 1952, in association with Murphy Corporation. The name Amurex Oil Development Company was taken from A for Ashland, Mur for Murphy and Ex for Exploration. I mentioned earlier that it was Ashland Oil and Refining from the United States and Murphy Oil Corporation. When we, at Amurex, ran out of funds, Murphy asked me to go to Billings as a landman, which I did. And we were transferred, my wife and our one child and myself. At that time my wife was expecting our second. So we went down there with our little daughter and had our first son in Billings. We came back to Calgary in January of '57 and had our two remaining children here in Calgary, both boys.

#116 SB: With Parkland Petroleum, what were the type of activities that you were involved in?

JH: With Parkland I had started initially, to put drilling deals together. I would contact the owners of petroleum and natural gas leases or reservations as the case may be, properties and try to set up a deal whereby I could introduce finances to drill wells. I would take it then to outside parties and organize some interest, get a well drilled, I would get some cash and a carried interest, a royalty. At that particular time, I had a series of plays developed in southeastern Saskatchewan. The first one I made was at Parkland, I had six plays lined up. In the initial ventures we drilled three wells and two of them were oil

wells and one was dry. But it was a successful venture. Before I could carry on with my remaining deals that I had set up, there were five left, I played the third hole the wrong way out at the Country Club and I sort of suspended operations for awhile. It took me awhile to get back into the swing of things. When I went back into business action, I was sort of rehabilitating my awareness and efforts and I devoted a good deal of time to leasing activity. And I did that quite successfully and I bought surface leases and mineral leases throughout western Canada and/or the United States and attended sales on behalf of clients and acted as an oil and gas consultant in matters of land jurisdiction. I was very busy and hired a landman to work with me. I retained him on a salary and an expense account and provided him with a car and I had a secretary and I really had an effective action going.

#151 SB: What were the names of your employees, just for the record?

JH: Jay Bray was one of them. He and I had been contemporaries at university, Jay took engineering. But when he left university he went to work with Shell Oil Company as a scout and he sort of branched into lands after a number of years. I had him as a permanent employee but. . . let's see the secretaries, I had . . . names are a little difficult to recall. I had a couple of really good secretaries. It seemed that in terms of continuity, through what I would call circumstance, initially, when I had everything interrupted I had to start from scratch after that. I hired a young girl, her name was Trowdy??? and she had just graduated from Modern School of Business and she was really excellent, she had a great attitude, she was quick and she was interested. We got along very well and she understood what I was doing and what I was trying to do and she was talented in her job responsibility and function and she learned rapidly. It went very well. She got married and left to raise a family. Generally what I was trying to do was hire younger girls because economically they were less expensive for me and I found it easier to train them to follow what I did as compared with hiring older girls that were very well established in the industry but were also very established in their attitude and in their recognitions. Some of which would be very good and a little might not be. So it was a policy that I followed and followed successfully and had a very satisfying experience with it. The girls that I hired were all capable and positive in their approach and thinking and had a good sense of humour which everybody needs to have, right. I think the change of locale from downtown office to home, which is quite an experience, character building for everybody, but that prompted a different approach to the use of secretarial services, where then I would call them in as required. I would try to plan my job functions and line them up and then bring a girl in and dictate, whatever I had to do and she would type it and leave it for me. I spent a lot more time doing jobs that were not rewarding, filing and things like that, that didn't pay any money. But again, in establishing a rapport at home, it's very awkward for family because the business of the home is an intrusion into the old home life. Our family had left, in fact all of them had gone, it was just my wife and myself, the cat and the dog, so it worked out. We continued to operate from here as you know. Perhaps to carry on here, specifically, Aubrey had asked what happened to Ashland. Ashland sold out to Keiser Resources, which in turn sold out to Dome. That's the I guess what you call,

the genesis of the whole thing. The business of resuming activities as Parkland Petroleum Ltd. was easy to do, but in addition I did some consulting work and went over to Saskatchewan and Manitoba on a lease play. Took my oldest son with me to try and break him into the land business and he decided he didn't want it. So that looked after that. My next son, Tom was really keen to go but he was too young. While I say he was too young, in terms of responsibility and awareness and eagerness to perform, he was ideal, but when you're dealing with the public, the public has a tendency to judge you harshly when you send a very young person out to do a job that they feel should be handled by a person that's older. They feel that it reflects upon them unfavourably, which is really not correct but can be correct to a degree because you must consider the source and you must recognize that people who are dealing with someone from the oil and gas industry would like to feel that if they have questions of a general nature they can be answered by someone with experience. If a young man is learning his own business, he certainly hasn't got much experience in any other facet of the industry. So it's difficult for young people but we could have resolved it had we spent a lot of personal time with the one young person. But to do that takes away from time spent with other people and from the general administrations required for the job. At any rate. . .

#259 SB: I was going to ask, is a lease play different from a land play or are they the same?

JH: They're the same, they can be the same thing. A land play might relate to the acquisition of Crown owned acreage, whereas a lease play can relate to not only Crown acreage but to free hold mineral rights. In western Canada, moving from east to west, the degree of free hold ownership varies from a heavy concentration in southwestern Manitoba, southeastern Saskatchewan to a relatively minimal degree of ownership in southwestern Saskatchewan with an increased rate in southern Alberta but not that extensive. In fact, about 90% of the mineral rights in Alberta are owned by the Crown, with the remainder owned by individuals and by the CPR and such corporations, Hudson Bay. A lease play is interesting because where you have free hold rights, the acreage is not subject to the administrative rules peculiar to Crown owned mineral rights. So you have to draft your own lease documents and they have to reflect certain provisions, including royalty and the prime return of the lease and the amount of payment for the initial year, or let's say the initial payment as a bonus and the annual rental. And certain other provisions that are peculiar to the region and area and Crown leases are all the same. They may vary from province to province but the provisions of the lease in the province, in each separate province are the same for other leases in that province. Now there are a variety of land holdings in each province and these varieties are introduced by the Department of Energy or Mines and Resources peculiar to each province. They try to present an approach to exploration and development within the bounds of the province by offering their provincial owned mineral rights for acquisition by public sale in the form of leases or drilling reservations or petroleum and natural gas. . . reservations we used to call them, they have a variety of names now. But the size of which was always established by legislation. And in Alberta it used to be that you could hold, I think it was 90,000 acres. . . 100,000 acres in reservation form, in one reservation. Of course, you don't have that

now and only in the frontier areas do you find that much acreage available. Where the wells have been drilled and developed, why you don't get the spreads of acreage that huge.

End of tape.

Tape 6 Side 1

JH: I noticed that Aubrey asked if I had completed my university and I spent three years as I had mentioned and ran out of funds and was forced to go out into the cold cruel world, which I did. When I left university I went to work with Falcon Seaboard Drilling Company with Vic Collins and I noticed that Aubrey had questioned what happened to them. They sold out here to Cambridge Drilling Company which was Ray Tulle???. He had a partner, Frank. . and I've forgotten his name, a delightful old gentleman who was semi-retired when he came up here with Falcon Seaboard Company and when he started Cambridge with Ray Tulle, it was kind of a play thing for him. Ray Tulle carried that on until he finally sold the company and retired. Aubrey has asked who I worked for at Atlantic 3, at the time Atlantic 3 was blowing out and I worked for Sparling and Davis. As I had mentioned I was working initially for them as a field hand and a swamper on a cat, then I became a part time operator on a cat. In fact, I operated a TD-14 with side boom and I also operated a wrapping??? machine when we were running the pipeline.

#026 SB: It wrapped the pipe?

JH: Yes. We ran that pipeline from Niscue to the Imperial Oil Refinery. I spent a lot of time as a wrapper operator. At that time, I worked with a lot of people that are still in the oil patch. Some of the people that worked with me as part time employees had gone to university with me and they're in the oil business still, as I am, in a variety of responsibilities.

SB: Could you run through some of their names just for the sake of. . .?

JH: The names are a little hazy. One of them was with Superior Oil and he recently left them to go in with a firm where he assumed some of the senior executive responsibilities. I think it's fair to say that all the people that I went through university with progressed very well in the oil and gas industry because I can talk about more than the oil and gas industry but I'll relate to that because that's the subject matter that we're involved in. One of them was George. . what was his name, we used to call him Bus. . he was associated with one of the great curlers, Matt Baldwin. George Knowles???, Bus Knowles we called him. He was one of the first graduates in petroleum engineering. They had Knowles and Baldwin service rigs, which were eminently successful. Bus had a heart attack and Matt continues in his own inimitable fashion. He's a Director of Alberta Gas Trunk . . . Alberta Energy Company, I guess they call it. One of the people that I went to university with was Joe Warback??? who is now independently employed, but he worked initially with Hudson Bay Oil and Gas Company as scout and geologist and he graduated in geology. Joe has been very successful and he's moved down to California and he still keeps his finger in

the pie up here but he's moved down to the land of sunshine and oranges. Many of the other people that I attended university with became active in the industry and have progressed as one would anticipate they might into the independent role where they have prospered or into executive responsibilities in a variety of companies. And they've all done well. He asks about Dallas Hawkins. Dallas had been associated with Scandia Drilling but Dallas liked to get into the wheeling and dealing end of it and he finally formed Oakwood Petroleums and concentrated on some particular aspects of it and did very, very well. Dallas is now in the happy position of having enjoyed the degree of success that makes it possible for him to retire and enjoy the benefits of his labours. I believe that he has retired to a particular degree. I think that he's active to a minimal extent. Aubrey asked about encounters with angry land owners and dangerous situations that might have been experienced and what happened about throwing scouts into the sump and things like this. I can tell you all kinds of funny stories. One of the first angry land owners that I ran into was when I was operating the cat for Sparling and Davis and we were working in the Leduc field area. We were going to install some gathering lines, pipelines and I was operating the cat, pulling some equipment up in preparation for this development of the pipeline, installation of the gathering system. I came to a slough and I couldn't get the cat through it and it doesn't take too long to recognize what you can or can't do when it comes to sloughs as far as a cat is concerned. So I decided to go around the slough. Well, that wasn't included in the easement and half way around, I noticed three angry farmers, very close, very angry, equipped with clubs and an axe. They were Ukranian and they didn't speak English but they had a universal phrase that I recognized and I did just exactly what they suggested and I got out of there. We had to get the sheriff to come out and to prove to them that we entitled to do what we were doing. In fact, they were right because we were not entitled to go around the slough. And although I was careful not to damage productive acreage and I had exercised a lot of care and caution in that regard. Notwithstanding, they were unhappy about it and some public relations was appropriate, which I'd have been happy to attempt had they been able to speak English. I was not familiar with Ukranian. I've run into many cases of unhappy landowners wherein I've made damage settlements with people that own acreage that complained that their house had settled in one corner because the geophysical crew had been through there and set off charges and the explosions had undermined the ground and they've lost their water, their wells had stopped flowing. Cows have gotten loose, gates left open, I could tell you all kinds of things. There have been oil sprays where the wind had caught it and spread it hundreds of yards away and left a spray of oil that killed the grain and many things of that nature. I've been on leases where the weather had turned bad and people coming in to the rig or leaving the rig went off the access roadway and just chose their own course and chewed up the field and really created damages that should not have been experienced.

#121 SB:       You had to deal with the people then and try to negotiate some agreement with them?



JH: That's right. So what I would do is I would go out and settle a damage claim is what we called it. In one instance, I was with Amurex, we had a location we wanted to drill in southwest Saskatchewan. I went over to see these people, they owned it and the owner of the land said to me. . I was a young fellow you know, he said to me, it's all right with me if you want to drill on there, you just go ahead move in. I said, we can't do that unless we have written permission and we try to handle that in a manner that's acceptable to the owner of the surface and to industry and to government and we use these lease forms. Well, I don't sign anything, and I said, we certainly can't go ahead and trespass without written authority. He said, I won't give you written authority, I said, well, we have an alternative, we can apply to the government for an arbitration and they'll grant us license to use the land for the purpose of drilling a well. Certain payments are required to compensate for damage and for use of the land etc. This fellow he didn't speak English very well but he could think clearly and he could express himself clearly. He finally agreed to discuss terms and we signed a lease but he was obviously unhappy that he had to sign anything. Anyway his son got a job on the drilling rig and I was aware of this person under current of felling you know. I spoke with our field operations superintendent and he went out of his way to help him, make things easy. They fenced the location and they were very careful about keeping everything very clean. However he complained to the authorities that it was a dirty mess. So they came out to look at it and I went over, as landman, to ensure that everything was in order. I had called the field superintendent, his name was Bob Clarkson. Bob Clarkson was a colourful person in his own right because he ran our drilling program over in southwest Saskatchewan. Bob Clarkson was from Texas and he could hold a rifle at his hip and make a dime jump, you know, throw it down on the ground and he could shoot at it and make it jump and he was quite a guy. But he was also a good field inspector and a field superintendent. So the government representatives came out and examined this location, I went along, so did Bob Clarkson and so did the farmer. They were really impressed with the cleanliness and the care that had been exercised and they had a public hearing as a matter of fact, at Golden Prairie I believe was the name of the little town. I was the sole witness for the defendant, we were the defendant and all the people from the area came around. I was totally unprepared for that but it had aroused a considerable interest. So they held the hearing, they swung into it and I got up and gave a dissertation on what the company did and how they did it and what our intent was and that we wanted to cooperate with the owners of the surface rights and we wanted to be reasonable in every way possible. Anyway it all went clickety click, just as though we'd written the script ourselves. The adjudications made by the arbitration board were very much in our favour and they agreed to the prices that we had offered. So it was pretty effective. On the other hand, we tried to avoid arbitration as much as possible because I felt then and still feel that two people should be able to work something out. Over the years when I was active in leasing activities, I didn't have to go to arbitration often. Generally it was because of an extremely stubborn land owner or a man or woman as the case may be that was caught up in a situation. I can give you a couple of examples. On one occasion, I went to . . I phoned, I always phoned beforehand to set up a meeting and I believed then and now in

giving notice. Because there's nothing to hide, one should be very open and above board in every way. In this particular instance I phoned and was unsuccessful in making contact so I went up to the area, which was up near Trochu. I went out to the house and lo and behold the family was in mourning because their husband and father had just passed away. Now, industry sometimes is very remiss in that some of the people in positions of responsibility fail to give their own people sufficient notice and they may have a rig available and they say get the surface lease and move this rig because I want to hire that rig and it's \$150 a day standby time. So you can't have any delays. So I went out under a circumstance similar to that, they said, we've got to get this and move in right away. I said, I'll do the best I can do. We can only go by best efforts. So when I found out about the husband having passed away, I came back to Calgary and I told the people, I'm deeply sorry and I apologize for any intrusion I might have created and if you tell me when I can come back and see you, I'll do so. Understand that we have a problem in terms of we have a drilling rig that's available and we'd like to have it move in and there is a timing problem. It can be resolved, it's not going to mean that we lose our interest or anything but it would help us and we would certainly very much appreciate any consideration and cooperation you can extend to us in that regard. These were very nice people but a very difficult time. So I went back to Calgary and I explained to the company how it was and they said, can't you get anything, I said, listen, if you think you can do better go ahead. And they couldn't of course, and they didn't want to. So about four days went by and I called them and they said, you can come out any time, we might as well get on with it, we understand that you have an urgency. Which was very nice of them. So I went out, met with the widow who was a delightful person and her three sons, and they ranged in age from 20 I believe, 22 or 3 and 25. I considered that to be a reasonable age. When I was 20 I knew everything. And when I was 22 I thought the guy that was 20 was a dummy and when I was 25 I was beginning to realize just how much there was to know. But at that point in time, I wasn't sure that I knew everything. So I negotiated with the widow and the three sons and if anything I would say that I was prejudiced in their favour. At no time did I ever attempt to reduce them to a level of ineffectiveness because my practice was to over indulge rather than under indulge because I'd rather be criticized for being generous than being tight fisted. But I tried to be practical in so doing. I followed a strict formula and I related to their prices and I knew if their prices were inaccurate and always told them if I thought they were and we always resolved it. I've always been able to go back to anyplace that I dealt with and that's the mark of making a good deal. Anyway, we made a deal, they were quite happy. The lady said to me, there's only one thing, I promised my husband that I would not do anything without first going to they lawyer and I said, I think that's fundamental. We'll pay for the lawyers fees for completing the lease documents. If he acts in a consulting capacity to you, we can't pay for that. However there are charges for completing the adjudicates, the jurats and everything and we'd pay for them. They said fine, so away we went. It turned out that the lawyer was a contemporary of mine from university and he was of the lowest order in my estimate. We went in and we were introduced and I said that I remembered him from university. His first remark was I don't remember you and I said, well, I was not registered in law and as a matter of fact the only

reason I remember you is because I had many friends in the legal studies. You weren't active in sporting activities, which I was, but I'm aware of you and brother of yours. Anyway, he said, I intend to hold you up as long as I can and force you to pay as much as I can get and I'm convinced that I can get you a lot more money he said to the widow and her sons, by going to arbitration. I said, I'm astounded that you would advise them on that basis. That really puts the onus on the government and the arbitration board. They need to be advised of that. Anyway he said, that's what I'm going to do and that's what I recommend you do and I would oppose your signing this lease document. Well, she said, what am I going to do. I said, I think you should do what your conscience tells you to do and don't feel badly. She said, you have been very, very nice and I appreciate the consideration you extended to us, you came out, you left us and then you came back and the boys and I are all happy with what you've offered but how can I go against what I promised my husband. I said, you can't, so let's go to arbitration and I'll be happy to enter an opinion to the arbitration board relating to the circumstance attached to this deal. I said, you can be assured that it won't harm you in any way, I'm not at all pleased with your lawyer though and I intend to make it clear to the arbitration board the nature of his comments. So it went to arbitration, we got clearance to go in and drill a well and it came time for the abandonment, the rehabilitation, the restoration and they had damage claims and the lawyer was responsible for this too. I said to them, well, one of the strange things that I'm sure you're aware of is that the lawyer charges you for everything you do and his feeling is that the more he gets the more he can charge. Now I said, maybe he has good will for you and maybe not but that's a part of his scene and whatever your damages are I suggest to you that you don't need the lawyer, he's just going to charge you. I'll guarantee you that we'll look after the damages because it all has to be done in accordance with the requirements of the arbitration board and you have that added protection. The lawyer is not going to help you. She said, I can't do anything that my husband might not approve of, so if you don't mind I'll have to go along with the lawyer. I said, fine, I understand that, so he came out. The arbitration board was very unimpressed with him, he made outlandish claims and when the smoke cleared they made an award that conformed exactly to what I had offered them. When that was over with the lawyer was very upset, went his way, but the family said, we think that you are really everything we had hoped for right from the outset. We've done what we felt we should do and we're glad it turned out the way it did. And that was how it went.

End of tape.

## Tape 6 Side 2

JH: At one occasion I was acquiring a surface lease in southern Alberta in an area that was highly productive and the owner of the surface didn't want the company to drill on his land, he's a dedicated farmer and he said, my Jeep, my vocation is farming, I don't care if I never see a drilling rig on my acreage, I would pay you to stay away, can I pay the company to get them to move somewhere else. I said, not really, the surface has nothing to do with the sub-surface and what is under the surface is not reflected on the surface. You may have a hill here that may be recorded by sub-sea??? mapping as being a low. Anyway he said, there's no way you can pay me what I consider this to be worth. I had spent considerable time with him and the man was a highly intelligent and delightful person. He and his wife were everything that anybody would hope to find in people that you meet anywhere. He said, Jeep, what can we do. I said, the law establishes rights, you own the surface rights and your title says that they mines and minerals are reserved to Her Majesty the Queen in the right of the province of Alberta and they're free to recover the minerals by mining or any other method. As long as it is not an imposition on the owner of the surface and as long as adequate compensation is paid. Anyway, that being understood, this is part and parcel of what you own. Well, he said, I never thought of that, I said, perhaps not but there it is. In the eyes of the law, ignorance is no excuse because it's a fact of life and you're aware that a lot of drilling has gone on in the area over a long period of time. He said, yes I am. So the decision then was difficult for him and he said to me, I don't know what to do, I appreciate very much your approach. I can see your job function and responsibility and what you're trying to do and he said, I find your approach at least pleasant but I don't agree with the right to come in and drill and if I have an alternative I'd like to make use of it. I said, the alternative is you can allow it to go to the arbitration board, if you find that you don't have value acceptable to anybody else, and he didn't have, he'd told me what he wanted and I'd told him that was beyond the limits that we could establish credibility for. He said, perhaps that would be the thing to do so we went to arbitration. When it was all over he said to me, Jeep, I suppose we could have worked it out. I said, well, I'm sure that we could have but at least in this fashion you get an outside opinion. He said, I don't like it. I said, we don't like going to arbitration either but what can you do and he agreed with that. I had another one where I went to a location on the western outskirts and it was acreage that was being cleared by a German immigrant, who couldn't understand English and I had to go and get an interpreter. While we were getting an interpreter, he sent someone else to get his brother, who could speak

English. So I told the interpreter everything and the German chap was very, very suspicious of me. I'm sure that he would have been suspicious of anyone. I say that in self defence. But I really do think he would have. Anyway his brother came along and his brother was very fluent in English and I repeated everything and it worked out fine. His brother said, my brother says he doesn't trust you and I said, well, I'm sorry and I think the answer to that is he should go to arbitration because what I've told him is exactly how it is. And I told his brother, under no circumstance would I lie to you or to anyone, there's nothing to be gained, there's no advantage, in fact, it's a disadvantage, which is something I would prefer to avoid. Anyway, it went to arbitration and arbitration came out and made a decision, gave the decision, and I had told them what I had estimated they might get and I was pretty certain of my grounds. So it came out just like that, within a very close range and when it was over the two brothers came out together. You know, you have a series of hearings and they came out. . I had called at the house to be sure everything was in order, which was standard procedure to follow. . at least I did, for me. They came into the yard and the brother that spoke English was speaking in German to his brother and he turned to me and he said, my brother said that he hopes that you're not upset with him. I said, no, not at all, why. He said, my brother says that you're a very honest person, that he was wrong about you and that he's sorry that we did what we did when we might have gone through with the lease that you suggested but he has had a good experience and hopes that it will stand by him in the future and hopes that you will come back sometime and he very much appreciates what's been proven to him. And the English speaking guy said, and let me tell you that I know what my brother runs into, I know what he's like, I know what the people around here are like and he's had a lot of problems, some of which he creates for himself and some of which is a reaction he gets from people. But he said, I would like to thank you too. Because first of all you can't go out and hit people between the eyes, you have to exercise diplomacy you have to have understanding to a well developed degree and you must recognize their needs and the needs of the company and you have to practically resolve it, that's all.

#097 SB: You mentioned that you had an equation or a formula for figuring out the cost, could you just run through that, is it possible to summarize it?

JH: Yes. It's a matter of damage, inconvenience, nuisance and severance. Every location is unique unto itself, there is no one standard that applies to all of them. There's one phraseology that you use to accommodate each one but the adjudication for undertaking varies from location to location.

SB: So would you find out, say what the cost of the land was and try to figure it out that way?

JH: I always looked at it from the standpoint of value in terms of recognizing that land of high productivity was certainly more expensive than land of low productivity. This was a matter of recognition, but it's not so much judging the value of the land because that's the easiest part, the difficult part is to determine what the company's doing by way of intrusion into the privacy and rights of the owner of the land. Now, let's say that the owner of the land has a young family of four children, the oldest of which might be 6 or 7 years of age and they're playing around the house. The location has a lot of. . .because of

the location there's a lot of traffic up and down the road allowance, that the house may be just 150' from or 600' from, you know. There may be traffic in the area that's peculiar to the operation of the drilling rig that is not peculiar to the operation of the farm. There may be birds, like geese and chickens that wander around or cattle and extra precaution has to be taken. It may be that there's an interruption in the flow of traffic to feeding and what have you. All of these things are intrusions into the normal method of operation employed by the farmer. So inconvenience and nuisance then becomes a consequence and it varies from inconsequential to major. So how do you compensate for that.

#132 SB: It's hard to put a dollar value on something like that.

JH: It's sometimes very, very demanding in that regard. So one has to have some sort of precedent to go by, some acceptable logic that meets with the approval of the surface owner and the courts and some degree of common sense that says this is acceptable and that isn't. I think that that's not too hard to do if you try and understand the other party.

SB: Can you remember any figures on what. . .

JH: Oh yes.

SB: Would it be fairly general or what would it vary between . . . ?

JH: I think the first time I bought a surface lease, as a matter of fact, I bought it in Kindersley, Saskatchewan when I was with Phillips Petroleum Company and it was in I believe, about late February or early March of 1950. I got over there and it was 48 below or something and I couldn't get in by car, it just was immovable, no roads so we went over by train. I got out, went up to the hotel and everything was frozen, you can't believe it. They couldn't believe that anybody was coming out there to stay at the hotel in that weather. Anyway, I went to see the farmer and his family, they were just delightful people, I had never bought a surface lease before. They didn't speak English so I went to get the parish priest and I had a super time. The parish priest was the interpreter, we did everything that had to be done and got the documents signed and back to Calgary I went. I was in there with the completed documents and all of a sudden we got a phone call and he said, I'm afraid that I've signed away everything that I have and I don't want to and I'm very concerned. They said, is everything else okay, he said, it was a very nice young man that you sent over here but I've never done this before. At that time there wasn't that much drilling in the area, there hadn't been that much so he didn't have anyone to go and talk to him. So in 1950, the Phillips Petroleum Company sent a landman, a senior landman over there to talk to him and it was confirmed, everything worked out just fine. So I didn't get back into that for a couple of years and then the next time I went out I went up to Cessford with a landman who had been a lawyer. He stopped practising law because he wanted to get into the oil and gas business and he thought that he could develop an entrepreneurial activity in the land business. So we went out and I have to say that he embarrassed me because the man was without conscience and he signed a lease, a surface lease for \$160 on a quarter section of land that I felt was shameful. But I could do nothing about it. I was not in a position of responsibility and I told him about it, I told him that I resented it. He said, what does that matter, you've got nothing to say about it, you're here to learn. I said, I learned, I learned a lot, not to your credit. Anyway it turned out that he. .

this fellow had been in the Air Force, he'd been a pilot in the Air Force in World War II, he was married and was a lawyer, graduated in law. Obviously he was intellectually developed but his conscience operated on a different level of satisfaction than mine did. Subsequently he left the company and carried on with his independent work and he eventually established a reputation, he was very able in certain respects but very difficult in certain respects. And he established that reputation. Unfortunately he passed away, he became very ill, I think he got cancer. Nice person but I mention that characteristic because payment is always important. Any time you make a deal it's what goes between the people. In that area, which was a run down area, as run down as it was it was worth more than he paid. Now, I'll give you some funny things. I then took over the responsibility in the area and I got along famously except for a family of brothers. They didn't want to have anything to do with our company. I would go out and see them and I always made a deal with them and then whoever I made the deal with would go back and see his brothers and they'd just give him such a bad time that he was always sorry he had made the deal. So on this occasion, and I always phoned, it was my practice to let them know and I told them I was coming out. So I went out, went through Hanna into Cessford and to the farm, he wasn't around. I said, well I can see him, he doesn't want to see you, well, I said, I have to see him, tell me where he is, I can wait. Well they said, he's out on the tractor. So I went out and there he was, I waited, he wasn't going to stop and he was pretty obnoxious you know, wouldn't speak. So I knew his name, and I chuckled at this because I knew what was happening and I knew about the attitude, at least I had an understanding, a recognition for it, it would be pretty hard not to recognize. And he wouldn't talk to me, he gave me a note, see my lawyer. That's all it said on the note. I said, who's your lawyer. Well, he wasn't going to talk to me, he'd made up his mind he wasn't going to talk to me so he got a pencil out and he wrote his name down on a piece of paper. I said, where is he, and finally he broke down, Hanna he said. I started to laugh and he was mad then. I said, can you tell me his name, so he gave me this last name. So I said thanks very much, I'll go and see him. He just left, went back to the tractor and away he went. So I went into Hanna to see the lawyer and I got in there about quarter to six as I recall and I went to the lawyer's office immediately. This lawyer was a big strapping guy that was a man that had certainly. . he gave the impression of having been through thick and thin. This is post World War II and I immediately assumed that he had been in the service. There was something that clicked about the name and I couldn't figure it out. Then I remembered, this lawyer was married to Yvette LaBelle??? that I had gone to university with and she was the brother of Louis LaBelle, who was the land manager at Chevron Canada then and I knew Louis. Louis is a very able guy you know. Yvette was a very nice delightful person. This lawyer's name, it rang a bell and I finally figured that out too. But those are secret weapons you don't tell anybody and he finally deigned to see me and it was getting toward the end of the day. So I told him who I was and as soon as I told him who I was, he wouldn't let me finish, he interrupted and said, I'm going to hold you up for as long as I can and get as much money as possible. I said, well, that's fine, that's an honest expression, why not, if I was in your shoes I might have that same thing in mind. My intent is to attempt to find reasonable grounds that are mutually attractive

and satisfying. I said, I'm prepared to do that and do everything I can to achieve that. Alternatively I said, if we find it impossible then we'll apply for arbitration. We'd prefer not to do that but if we find that every reasonable effort is fruitless then we must resort to that or you in your own rights can make that decision, it's available to either one of us. So I'm going over for dinner and if you're interested I'd be happy to buy you dinner and maybe we can develop a conversation about it, see what the problems are. He said, I'm not interested. I said well, if I don't see you while I'm there, feel free to come over, I'd be happy to talk with you, if you want to eat be my guest. So he . . . I don't need to see you, you're the one that's got business. I said, fine. So I went to eat, surprisingly he showed up when I was about half way through and he had coffee and we talked some. He was much more amiable, but certainly not yielding and we talked about different things. I was trying to find some common grounds that might establish a better understanding. I asked him if he had gone to University of Alberta, he said yes and I asked him with whom and he mentioned all of these people that I knew, which I told him. Also I knew that he'd been in the service and I asked him and he said yes, I don't really care to talk about it, I was in the army for six years, I have been through every theatre of war and I did what they asked me to do. He said, I don't like it, I don't want to talk about it. I said, I appreciate that and I respect that and I respect the fact that you put in your time. He'd been a Major in the war and he was some kind of a real fighting man is what I'd heard. I had a deep respect for him and I'd been in the service myself, in the navy during World War II. So I didn't see everything as he did and as long as I was in it I did everything they asked me to do but certainly I didn't have the experiences that he had. Anyway, we agreed to meet in the morning and I asked him what his convenience was and he said, you suit yourself, I have certain things that I'm busy with but I'll make time for you at 10:00. I said all right, if you'd rather have earlier, I'll accommodate you. What I wanted to do was start at 8:00 because that allowed me to get on with it. So he said, all right, I'll see you at 9:00. I said, okay that's great. Anyway 9:00 here we go. He started off by not yielding anything at all, wouldn't concede anything and I said, it looks as though we have no alternative but to go to arbitration because no matter what I suggest you say nothing doing and what you offer as an alternative is unreasonable in my view. So I said, I'll just carry on and he said, what will happen, what will I get if I go to arbitration. I said, I don't know what you'll get, I don't know what your fees are. I'm guessing at what they'll get out there, I try to pattern my offer over what they might get if it went to arbitration. Obviously it's to our disadvantage if arbitration will provide more than we offer. There's every reason why we should be very close to what they might adjudicate. So I said, I think that. . . and I believe at that time, for the location, the surveyed location, that's the area around the well site and the access roadway. . . and it's good to bear in mind that this acreage wouldn't produce 10 bushels of wheat per acre, it was just the worst.

SB: I guess that's the are that had blown out during the Depression, all of the top soil had gone.

JH: Yes absolutely. As a matter of fact, it was a distressed area. And it would hardly sustain cattle.



End of tape.

Tape 7 Side 1

JH: I offered him. . I started off with \$375 for the location and the access roadway and of course, we undertook to do certain things. We'd put a . . . build up the ditch and put a drainage pipe through it, things like this that they needed you know, they needed things like that. And I said, we've got a cat that'll be working here and if you need some cat work done we'll do some work for you. So I was offering him some other benefits. But in cash I was offering this. They had, these brothers, about five homes that they moved to around the area and it depended who they were mad at and things like this, you know. There was a home close by and it had not been lived in but now the fellow claimed he was living in it. So I was prepared to go higher than that but that's what I offered. Well, he wasn't going to take it and I said, well look, why don't you come on out to the well site, we'll get the land owner, there's a house out there and we can meet with him and you can act for him. I'll tell you what I'll pay you \$50. Now, mind you in those days, \$50 for him was cash in hand that he could get right away, it was good money. And I'd have gone to \$100 you know, because I needed this guy to get off my back, this was good public relations. So I said to him, I'll pay \$50 if you'll come out and act. . you can act for this fellow. I said, that may sound like a contradiction but we want you to understand that we're not trying to beat anybody here, and it takes out your time and I can't ask you to go out there without being paid. But I believe that it would be good for us and you have to be paid and the farmer hasn't got much money, somebody's got to pay you so we'll pay you. He said, I'll go out if you'll add that on to what you pay him. I said, I'm not adding a nickel on to what we pay him just to have you come out there but you are entitled to compensation, I'll pay you. And I'm not bribing you. I'll tell him that I'll pay him the money on the condition that he pay it to you if that's going to help. Anyway, he finally agreed to come out and away we went. Cessford is about 60 or 70 miles out of Hanna, it seems to me, maybe a little less, maybe as a matter of fact, it's around 40 or 50 depending on where you're going in the Cessford area. Away we go. . I'm still trying to build up a rapport with this fellow, we're driving along that rough road and about 40 huns??? jumped up. Look at that, I said, gee whiz I love them. . you know what I'd do, you ever shoot any huns, he said, I haven't shot anything since the last time I shot a man. This is the kind of guy he was, see. So we got out close to the location and I could see a derrick standing, a rig standing and I thought, surely that's not the rig. That's exactly what it was, the drilling contractor had moved the rig onto the location. I didn't have a surface lease, that was trespassing. The whole thing was a joke. He said to me, is that your rig, I said, I don't know, but I can't reason why it would be anybody else's and you know, if that's so, it's

certainly not with our blessings or our approvals. I said, it's as much a surprise to me as it is to you. He said, I'll sue you, I said, I hope you won't do that, let's find out what's happened, maybe there's something that we don't know about. Well, he said, that's possible. So we get out, here is really some mess, the landowner's there, the drilling contractor is there, our engineer is there, everybody is mad. And we walk in and the lawyer, he puts on a bigger show than anybody and I started to laugh and they all looked at me and I said, hey, let's settle down, did you just hear the noise, I can't believe it. They said, well, what are you going to do to resolve it, I said, let's get everybody under control here, here's what we're trying to do and the contractor can confirm to you that they did not act on our instructions. In fact, they acted without our instructions. My thought was, I'll nail the contractor, we're not going to pick up the tab for that. So the contractor acknowledged that to be so. The lawyer then recognized that I wasn't lying to him and of course, this is always the concern that somebody is telling a lie you know. And I never have to worry about what I say because I don't lie and that's the truth, life's too short to lie. That's one of the principles by which I've always operated. My feeling is if I can't stand the gap, I shouldn't be there and that's the truth. Now, would you believe it, we made a deal, made the deal out there, signed, sealed and delivered and I think it cost me about \$400 or \$425, something like that. And I didn't mind paying it because it was an extra price that we had to pay because the guy had moved in there, was trespassing. In fact, it might have been \$450, I think it was \$450 we paid for that. I went back to Calgary and they knew that the rig was on location. When I went in that office the next day, they said to me, how did you do. I said, I went through a hell of an experience but I got it. They said, we understand the rig was on the location, I said, yes I had the lawyer there, the whole bundle. Well, they said, Jeep, what's the bad news and I told them and they couldn't believe it. And they were really proud that I had smoothed things out with everybody.

#073 SB: Without having to go to court or anything.

JH: Right. Now the after math is even funnier because at this point in time I had hired Jack Orman??? as scout. Jack wanted to progress and he wanted to do some land work and I said, I'll get you some chance. So we had a deal coming up at another location out at Cessford and I said Jack, why don't you go out to Cessford. He said, you want me to buy a lease, I said, yes, great he said. I said, these are tough cookies, these brothers but you'll get along with them all right. I'm not going to tell you how but I can tell you something about the guys and then you suit yourself, but this is what you have to do and I went through everything and we went through the forms. I had a rough draft made up with pencilled figures in that he could relate to, so he was well armed in background and data and away he went. He got out there and he met two of the brothers together and they'd been at the beer parlour. He said. . . I asked him, which one of them owned the land and he said, they have him a pretty smart reply. So I said, well, I can talk to the horse maybe and make more sense out of the horse than you guys are making. So they said, well, we're not interested in talking to you, we've got some people coming to get us. So he said, where are you going, they said, we're going in to Hanna to drink beer. Here comes this

car, in fact a couple of cars, they jump in and take off. So Orman figures, I'll follow then, so he jumps in his car and takes off and they stop at a main intersection because they see him coming. And as he rolls up, he rolls the window down and says to them, is it okay if I come along and they said, suit yourself. So he went into Hanna with them and watches what beer parlour they go into and then he went in. As he told me later, my first thought is, I'm going to go in there and buy a couple of rounds, so that's what he did. He's going in there to pick up the tab. During this period of time and I guess they'd already. . these farm boys had already been drinking and they have a few more beers and now they start insulting the company. Orman says, now hold up, we're all sitting here, having a good time and drinking a beer and now you're insulting the company that's paying for the tab, I don't need that. So one guy said, not only that but we've got some things to say about you too, and all the rest of those people in that company. So Orman says, what might that be and the guy sounds off so Orman says, why don't you dome on outside. So they went outside and had a scrap and Orman beat him up. Now, it's back in to the beer parlour, everybody is back into the beer parlour and more beer you see. So I guess they go to a country dance that night and the next day. . or during the course of the evening, more or likely about 3 or 4 in the morning, it breaks up. I don't know if you've ever been to those rousers because they really are rousers and people stay there until the last dog is hung you know. So they said, we're leaving, so Jack went with them and he stayed that night at the house of one of the brothers, whatever time it was, late or early, whatever you want to call it. So Jack said, I woke up, this guy was shaking me and I'm trying to fight him off, leave me alone. The guy said, we've got to get up, we've got to go. Orman said, what do you mean I've got to go, I don't have to go anywhere, what are you doing. Come on he said, we're going to get the cows, Orman said, the cows, yes, he said, come on. So Orman said, I'm probably into it anyway because I don't have a lease, I got into a fight and got into the booze last night, and now this guy wants me to go get the cows with him, if I don't go I'll never get anything done. So he said, I felt really lousy but I got up and went with him and you know what he did, we drove over to this place where they had a barn and the guy saddled two of horses and I had to get on one of them, old nag, every time he took a step, my head went into orbit, but I helped him round up the cows. He said, we got it all done and we went back to somebody's place and had some food and a beer. I began to feel pretty good so I said to this guy, well, listen, what are we going to do about this surface lease. The guy said, have you got it ready. Orman says, yes, I've got it ready, he said, give it to me, I'll sign it. So the guy signed it right there and Orman said. . you know, the fellow had found a pen and he was waiting with his hands out sort of thing, for the document. Orman said, what about the price and he said, what have you got down there, Orman told him, he said, that's fine. So he did it, everything that we had laid out. So those are some of the funny things.

#149 SB: It tells you what extent you had to go to sometimes to get a deal.

JH: That's right. When I was scouting a couple of times, I've had people try to . . what would you call it. . dissuade me from my activity. On one occasion. . these are with people that I'd gone to university with. . they tried to, in a sense, forcibly remove me from the

premises, which I laughed at. I was a pretty big, husky young guy and that didn't work. But on one occasion I was scouting the well that Gulf was drilling, not too far from Big Valley, it might have been Gulf Jay Roll Main???, I've forgotten. But I was with another chap and we were scouting the rig from a hillside, we were glassing. . they were on a trip??? and changing bits, you know, when they run the pipe out of the hole and change bits and then run back in the hole. I'd roughnecked as you know, so I'm pretty familiar with a rig operation. They try to fool you by running pipe in and then taking two stands off and fooling around like this but I had all of that pegged. Anyway they shut down to eat and they knew we were up there. So somebody on the rig and we couldn't tell who or where, got a rifle and shot at us. You could feel the zing going by, you know. So this fellow I was with, it was Scott McCullough??? as a matter of fact, he was the scout for Cal-Van. He said, I'm getting out of here, that's a bullet. So he ran over to the car and got into the passenger's seat and he got down on the floorboards and he said, I'm staying down here, the bullet can hit the motor before it hits me. So I got in and he said, let's get out of here, so I backed around and instead of leaving I drove right down to that rig. They saw me coming and they pulled up three pick-ups in front of the gate. I was going to go right through that gate. It was a Cambridge Drilling rig, I had rough necked for them, and the driller or the tool push was Big Red. I boiled out of that car and I said, all right, who did the scouting. Silence. I said, I want to know who did the shooting, otherwise I come back with the sheriff, because I tell you right now, nobody shoots at me, nobody. And if you don't tell me, I said, I'll go back into town and get a rifle and come back here and you're going to see some fancy action. Finally Red said, you're not allowed here, I said, who's in there, I'm allowed anywhere I want to go and you can't stop me. You start shooting at me, I said, I'll get you in trouble, I'll get a lawyer. You want to see how your position will stand up in law, let's just find out. In the meantime get me that guy, I want him, I want to pound him into the ground. And they wouldn't get him. They apologized and said they wouldn't do anything, they'd never do that again. I said, I'm astounded. . you know, I went into my. . what would you call it. . dissertation on how they should behave and what our rights were or anybody's rights and what a serious mistake they'd made.

#205 SB: Because actually it's completely legal to. . there's no law against watching what you're doing.

JH: None at all. As long as I was not on the leased acreage, they had no right to stop me from doing anything I wanted. Anyway, that's the one and only time I've ever experienced that. But I never did find out who shot. They knew if I ever found that out there's be a riot right there. Another time Orman went out to scout on our behalf and they threw him in the. . . [laughing]

SB: Oh in the ???, yes he told me about that.

JH: In the pit, yes.

SB: So it was a hazardous business sometimes.

JH: Yes. Anyway, those are tales that are peculiar to the experience of scouting or doing land work, as the case may be. One of the other things that I notice Aubrey has asked about

was when I was President of the Western Canada Oil Scouts Association. I thought I'd mention that, it was for the year 1951. He asked here, names of famous scouts. Of course, when I was scouting, at that time, Harry Reidford??? was the Chief Scout for Imperial Oil and he has his name, Reidford here, he didn't have his first name, it was Harry Reidford. And he mentions Jack Drager. But Jack Drager was not a scout. . . yes he was, he was a scout with Shell Oil Company. And Jay Bray was a scout with Shell Oil Company and Vern Lyons was a scout with Shell Oil Company. Vern had gone to University of Alberta and taken geology and he went to work with Shell. Vern is now Chairman of the Board of Ocelot??? Industries. . . . What do they call it, Ocelot Industries Ltd. and the first initial in that spells oil you know. So Vern always had an imagination. Bill Allen was subsequently Chief Scout for Imperial Oil after Harry Reidford left. Allan Baker. . first of all Al Williams was a scout for Gulf Canada, and then G. Allan Baker, whose father was with James, Richardsons and Sons, quite prominent name, became their Chief Scout. And he was most out when I was President of the Western Canada Oil Scouts Association. Doug Leach was scout for Union Oil of California and he hired Jim Thompson and I went to university with both Doug Leach and Jim Thompson. Jim was Doug's friend.

#255 SB: So you got to know them all.

JH: Yes. Doug went into the land department and Jim then took over scouting. Norm Bartley was the scout at British American and he went from there over to Staniland??? Oil and Gas, which later on became known as Amoco. Nelo Marano???, who we called Shorts Marano, was an old friend of mine, long time friend and we had gone to university together and in fact, we belonged to the same fraternity. Nelo had a job working with Riley's Reproductions and I'd introduced Nelo to Arvil Miner??? and Arvil offered him the job, Nelo said sure. So he was doing this good job for Riley's and then Norm Bartley called me and told me they were looking for a scout and I said, why don't you get Nelo Marano, he's scouting at Riley's. So they offered Nelo the job and Nelo took the scouting job at Staniland. Staniland then became Pan American and then became Amoco. So those are some of the people. . . Ed Bragg was the Chief Scout for Superior Oil of Canada, Canadian Superior. Ed was a man who had some background in geophysical work, a very friendly guy and nice person, with a delightful wife, Flo. Ed played the piano. And he worked from Edmonton. He lives in Edmonton now. Ed Bragg. Joe Warbeck??? was scouting for Hudson Bay Oil and Gas Company. Mack Buffam, he scouted for British American. Let's see. . . Hugh Baker scouted for Staniland also. Hugh had taken geology at U. of A. when I was there so he was another contemporary. Hugh then went into geology with Amoco and lasted with them for a lot of years and Hugh became ill actually, and he's passed away now. But he married a gal named Mavis who was a super gal and they had a great family and Mavis was another contemporary at the university. All of these things are part of the scene. Eric Bland had worked at Cal-Van with Scott McCullough. Scott McCullough and Eric Bland flipped a coin to see who would be landman and who would be scout. Eric Bland got the land job and Scott McCullough got the scouting job. That was Max Bell's company. I think that that's really the major part of the scouting. Oh, there were some others but . . . Bob Macrossan??? was scouting for

Seaboard and he's got his PhD in geology you know. And he is a very eminent geologist now. Gordon Ward served as scout for a short time, he was with Sun Oil Company. Gordon has his B. A. and he had his Masters of Business Admin. from Harvard. All of these people have gone on to bigger and better things you know. Jim Seymour replaced Don. . . what's his name. . . as scout for Phillips Petroleum. When I left Phillips and went to Western Leaseholds. . . what's this fellow's name. I'm embarrassed because I have a mental image. He became just an extremely wealthy person in real estate. He left the oil and gas business and moved to Edmonton.

End of tape.

Tape 7 Side 2

JH: I notice that Aubrey has asked about such people as Rod Morris. Rod Morris as a matter of fact, was the Imperial Oil geologist that sat on the discovery well at Leduc. He was hired by Amurex Oil Development Company as Chief Geologist and he last for awhile. They had a difference of thinking and went their separate ways. Rich Swan, Don Harvey and Bill Farmelow were people that I worked with at Western Leaseholds. I say I worked with them because Don Harvey actually hired me, he was sort of the General Manager. Don Harvey was Eric Harvey's son and Eric Harvey at that point in time, had made \$92 million out of the oil and gas industry and the Alberta government had only made 90. And that was Western Leaseholds. Bill Farmelow was their Exploration Manager and he had formerly been with Cal Standard, which is now Chevron. Bill is a very nice guy and he has gone on from that to bigger and better things, and I think has made out extremely well. Eric Bland passed away. Before he got into the oil business he had been a reporter and photographer for the Albertan and the Herald and was very able in that regard and Eric was a delightful guy. He asks also about Ponder Oils, Devon Drilling, and the Amurex situation. Amurex, started by Murphy and Ashland and A. G. Becker persevered through . . . well, it started in 1952, but persevered through oh. . . let's say, 1958, I think it was, probably in there when they made the division whereby Ashland and Murphy decided to go their separate ways. I'm approximating these dates here because I'm really not that certain, but finally, Ashland was merged in to Murphy Oil of Canada and that's the growth behind the present day Murphy Corporation in Canada. Charles Murphy and the Murphy family out of El Dorado, Arkansas started the Murphy Oil Company. They've been very positive and very highly regarded in industry and they've made a lot of significant moves. They were into the offshore drilling ships early, and . . . well, they're international and extend really. I think that one of the offshoots was Ponder Oils. Lorne Falconer, who, I believe had been an old Imperial man, left Imperial and started this company called Ponder Oils. And he was a great friend of Ted Link's, who had been the Chief Geologist and Exploration Manager for Imperial. Ponder got into several deals and Lorne Falconer was a very astute guy, and experienced and did some good things with Ponder. Harry Reidford, as a matter of fact, left Imperial Oil and went with Ponder. Harry

was in fact a geologist that had gotten into scouting and then he resumed his geological career when he went with Ponder. Murphy Corporation tried to buy out Ponder. One of the subsidiaries of Ponder was Devon Drilling and Murphy was trying to hire the guy that owned Devon Drilling and a piece of Ponder and vice versa, but Ponder owned a piece of Devon Drilling and they did. And so they brought in the Devon Drilling, which owned shares in Ponder. It's kind of an involved, back and forth share holding ownership puzzle, but Murphy tired to buy Ponder and Lorne Falconer wouldn't sell it. Murphy tried to buy it in the market but Lorne Falconer had enough shares that Murphy couldn't do it. So it persisted in existence and I've forgotten what happened and I don't know, in the final analysis, what Murphy did with the shares. Amurex's collapse that Aubrey refers to was not so much a collapse as I've mentioned to you, as it was running out of the initial funding. There was ample reserve, in terms of established oil and gas reserves in the Hatton gas field and at Cessford, to warrant maintenance of the company but the marketing was so bad that it destroyed a lot of things in industry. And there was a long period there when it was a very trying situation and that's when Amurex was merged into Murphy Corporation. Ashland had retained its interest in Cessford and I believe they sold their interest in the Hatton gas field to Murphy. But as I say, I believe that, that's subject to further qualification. At any rate, that's the history behind some of those things. In terms of getting back to what you and I were talking about, what happened to me, starting in 1952. I believe that I've already related those things to a large degree in this rehash because I was with Amurex. I went through the various responsibilities from scout then into land and then assistant secretary and manager of land. When things became very difficult for Amurex, as we've referred to, I was transferred to Billings, Montana, with Murphy Corporation. That was in 1955 and I stayed with Murphy in Billings, until Signal Oil and Gas Company asked me to come back to Calgary and reestablish their office, which I did in January of 1957. My wife and I moved back with our little daughter and our little son. We became happily ensconced in the Calgary scene once again. At that point, my principle objective was to put Signal Oil and Gas Company into a major geological play, having great potential for production of oil and gas and located somewhere in a prospective area, more likely to be found in Alberta or northeastern B.C. or those immediate trends. I say that because the Territories was then under question or under surveillance. At that time, I established an area of mutual interest, in northeastern B.C., with Home Oil Company. I approached Alec Clark and he knew the Signal people and liked it and he talked to Bob Brown, who was the Chairman of the Board of Home Oil Company and they liked it so we had an area of mutual interest. The area extended from Fort St. John to the Yukon border. When I uncovered the Canada-Southern deal in my pursuits, it was outside the limits of our area of mutual interest. This was a major deal and it attracted industry attention like you can't believe because they'd established a fantastic geophysical structure, which looked as though it might indicate major reserves of oil and gas. I found out about it from Mel Reasoner and I took the deal and got Signal going on it and we got Home into the deal and we took that deal with Canada-Southern in face of competition from Imperial Oil, from Amoco, from Continental, from Chevron, who was looking at it. I think Dome was looking at it in conjunction with others, but we

took the deal. It was a \$6.5 million deal, which at that time was the biggest deal that had been made in the oil and gas industry. We drilled a well at Salabedo??? Lake and got gas and we lost it, they said for mechanical reasons and drilled a follow-up, which was dry. Then went through some geophysical work, which Signal didn't like to do because their tax treatment was different from that employed in Canada. And we got some interesting things, but Continealy??? was on the western edge and that was very attractive and there was a 1,250,000 acres in the deal, so it was a very highly attractive package. After we drilled a dry hole, we then had two dry holes and Signal became very lukewarm toward Canada and they really wanted me to move down to Los Angeles. As much as I like to visit California, it's kind of a tourist haven you know, we had made our decision and despite their promptings and the efforts they made to persuade us, we decided to stay. Now, when I say we, certainly, although I was the breadwinner, the decision that one makes is not one's own decision alone, there are other people. My wife and I take a delight in going back to California visiting but we're pleased that we elected to do that which we did. Subsequent to losing interest, Signal had other facets of their operation that certainly had a strong bearing on their policy. They had built this huge office building in Los Angeles, I think it was west 7<sup>th</sup> Street, and they decided they were going to close their operations in Canada because they weren't getting the return that they'd anticipated. They really liked the deal but they felt that perhaps they should direct their attention elsewhere and then come back to Canada. They were heavy in Venezuela where they had bid on known reserves, established reserves and they didn't want to do that in Canada. And that's a way of getting started, you can build an income by buying established reserves and when you do that, you're really playing with tax dollars and . . . how would I describe it. . . you're buying your way into a producing position. But once you do that you can carry a staff etc. well, they didn't want to buy their way into production. They hoped that Canada was at a stage of development where the prospectiveness for discovery was very big. We did what we did, it worked out as it did. They closed the office and that's when I went independent and put together the deals at Parkman and named my company at Parkman. And then my career was interrupted by some negative factors and when I resumed activity I began to get into lease plays. At that point in time, I was just trying to get back in the door if you understand what I mean by that and when I say back in the door, I mean into the dealing end. To create a deal and I don't know what you know about such matters Susan, but. . .

#179 SB: Not that much. But you have to establish your contacts I guess in a way and find out what possibilities there are?

JH: Well, I think that I can summarize it for you this way, that one looks at areas that are prospective for oil and gas or looks at an area that has established production and you look for something that may be close to it, that's still prospective. Then you go to the owner of the mineral rights or the holders of the lease, if they're unleased you try to buy a lease, if they're Crown acreage that you think you can buy cheaply you ask to have it posted for sale and then you compete for it. If you're lucky you get it, if you're not, you don't. Or you go to the holder of the existing lease and ask them if they're willing to farm



out their interest and if they are then you offer to drill them a well or wells as the case may be, and of course, you can't do that if you don't have the funds. So getting funds together is part of the business of organizing a deal. In many ways you look at it from the standpoint of what comes first, the chicken or the egg, because you can't go to people that have funds and attract them into an investment unless you've got supporting data that makes the investment look attractive. And so if you go to the company and you say to them, I'd like to have an opportunity to deal on this acreage, they might say, fine, can you commit to something or are you speaking for other people or are you just hoping, because we don't want to waste our time or yours. So the obvious requirement is that before you talk to anybody you should have all your forces assembled. Now, sometimes you do and sometimes you don't. If you don't, then you rely upon your own imagination and your own recognitions to contact the owners of a lease or leases that appear to be prospective and you put together some sub-surface maps. You acquire all of the positive information you can that confirms the prospectiveness of that property in terms of producing oil and gas or of achieving production of oil and gas. And then you take that deal, such as it is, it may be you don't have the acreage and you go to people and you try to sell them on the deal. It's a very precarious position because they could say no to you and then go around your back and negotiate for it. So you're much better off if you have a handle on the acreage and if you do then you can say, I've got this acreage. This is what's available and this is why and these are the terms and if you'll pay for 37 1/2% of the cost, that's 3/8 of the cost, you can earn 2/8 of the interest, which is generally the way it's done. Now, there have been variations, but that's a formula or an approach that's been followed over a long period of time. Now, one can do that with a great deal of success if one achieves success in doing it you see. Difficult to do it on large spreads because generally you need a lot of back-up information that's more than just a sub-surface study, you really need expenditures on seismic and that is expensive, it doesn't come cheaply. If you can buy second hand seismic and if you can get an interpretation made, it generally costs you \$10,000 you know, depending on how much you buy, to get the interpretation. And it may be that it would cost you \$25-100 thousand and that's a lot of money and the well itself might cost \$1 million. Obviously only people that have well established funds are going to undertake something like that. So the business of putting deals together can be very, very difficult, very demanding and exhausting in terms of gathering together data adequate to complete the requirement. At any rate, in attempting to do all of this, one finds it necessary to diversify one's activity and do buying leases for clients that may want to have an experienced knowledgeable landman act for them. I've done that in all the provinces of western Canada. As I've mentioned to you, I've driven just about every square mile of western Canada at one time or another. And the same is true of the Rocky Mountain area of the United States. When I was down there with Murphy Corporation, I spent most of my time driving all over the country and checking out land in the county records and helping on lease acquisitions or actually leasing them myself. And of course, as a Canadian, I had a little difficulty there, it was a little awkward because I couldn't acquire the authority of a notary public.

#274 SB: You have to be an American to do that?

JH: Yes. Because I was not a U.S. citizen and in executing documents you need to have a notary stamp. So I generally had to take the people into a notary or a lawyer to complete the action. And that's a nuisance because it gives away the confidentiality of your program and also it introduces an outsider into the deal and generally they see something like that happening they try to worm their way in so that they get some more responsibilities and therefore earn some more money. Anyway in the pursuit of all of this I was approached by Ashland to build this land department and although I disliked the idea of going back to work for a corporate entity, because of the great freedom one enjoys as a . . .let's say, an independent entrepreneur, I did it because it gave me an opportunity to stay in Calgary and spend time with my growing family. And certainly, in terms of opportunity, it was appealing from the standpoint of income, because I was going in as manager of the department. And the role was one of the better job vacancies available in the oil and gas industry in the land end.

SB: Looking back over the different positions that you've held, are there any things you accomplished that you felt were more significant to yourself, that you enjoyed more or that you feel were a really significant accomplishment.

JH: Well, I've really had a great delight in everything that I've done and at a point in time, everything that I've done was really significant to me. For instance, when I was in high school I worked out at the Imperial Oil refineries. While I didn't do everything that's done that's done in a refinery, yet I have first hand information in observation and I recognized what they did do in a refinery and that was educational and paid well for a summer job. Extremely well. It opened the door really to the oil and gas industry because I had mentioned to you, oil and gas had affected our daily lives, so to speak, when we were children growing up on Bowness Road because of the impact of Turner Valley lighting up the sky and we'd get the odours. We'd heard about the drilling of wells and how people either had dry holes or producers and those that had producers did very well. And of course, the Imperial Oil refinery was just one more step. And with the advent of the Leduc and Redwater discoveries, all of this seemed to build a rosy hue around prospectiveness in Alberta for the discovery of oil and gas. And they had oil over in Lloydminster, it looked as though the same thing held true for Saskatchewan. Somewhere, somehow. You have to bear in mind that at this point in time, they didn't have all of that oil over in Saskatchewan. They didn't have anything beyond Lloydminster. When I say that, that's a broad brush, using Lloydminster as a reference. But they certainly had nothing in southeastern Saskatchewan or southwestern Manitoba. None of that had been discovered, it was like a blank page you know. When I worked on pipelines, I mean I saw a phenomenon. I saw wells that were pumping on tests and they fired the oil in the pits, sometimes to get rid of the B, S & W, there might have been water, they might have acidized and they burnt it. But I saw smoke rings in the air that were perfectly symmetrical and not just one but a whole series you know. On occasion there might have been 4 or 5 or even 6 of these fires going and these smoke rings covered, I mean really they were huge and it was unbelievable.

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Feb.-Mar. 1984

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End of tape.