Henry Louis, president of the Lebanese Management Association, explains the concept of "Management by Objectives" or "Goal Oriented Supervision" to participants in the training conference organized by the Lebanese Management Association at the Bristol Hotel in Beirut.

KUNGALAND Lifts Unprecedented Record Cargo of 790,170 Barrels from Sidon

The M/T KUNGALAND loaded on Sept. 21 the largest amount of crude oil ever lifted from Sidon Terminal by a single tanker.

The 108,500 deadweight tonne tanker took aboard 790,170 barrels of crude oil in 12 hours and 18 minutes or at an average loading rate of 44,242 barrels per hour.

The previous record cargo of 745,977 barrels had been lifted by the S/S GOLAR NOR a year earlier, on Sept. 19, 1967.

The S/T S. S. GOLAR NOR, the largest vessel ever to be loaded at Sidon, loaded 110,842 barrels on Dec. 2, 1950. In fact, the KUNGALAND took aboard about 77,000 barrels more than the total amount of crude lifted by all four of the tankers loaded from Sidon Terminal during Tapline's first operational day.

This contrast is typical of the changes in the tanker industry during the past 18 years. Although there was only one tanker over 40,000 DWT in service in 1953, there are now more than 70,000 barrels more than the total amount of crude lifted by all four of the tankers loaded from Sidon Terminal during Tapline's first operational day.

The economic attraction of the giant tanker has been quantified. While it is true that the Middle East crisis and the closure of the Suez Canal last year accelerated the demand for the new giant tankers, the underlying motivation was and remains simple and sound economics. Savings stem both from capital outlay per deadweight ton and from operating expenses per barrel of oil transported.

The economic attraction of the giant tanker has been quantified.

8 Tapliners Attend LMA Conferences

A total of eight Tapliners from Beirut and Badanah attended the "Management by Objectives" training conferences organized by the Lebanese Management Association at the Bristol Hotel in Beirut on Oct. 2 and 7.

(Continued on page 8)
PIPELINE PERISCOPE

Page 2

“Tapline was created to provide an economic service for the transportation of petroleum. It has existed, and can justify its continued operation, only by continuing to provide a more economical means of moving crude oil from Saudi Arabia to the Eastern Mediterranean. It can be provided by tankers, with which it is in direct competition.”

Tapline has met this competitive challenge through the development and application of modern pipeline technology, and through the constant search for more efficient and less costly ways of doing its job.

The search for improvement in the way we do our work and the vigilance with which we protect the interests of the Company are not the property of a few select people—they belong to all of us. Each of us has the opportunity to make his own contribution to the continued effort in his own way. And the process is not merely one of dramatic improvements or additions of modern facilities; it is also a process whereby hundreds of individual daily ideas, decisions and acts, at every Tapline location, combine as an organized and effective whole, as efficient and competitive enterprise.

This is what President W. R. Chandler said in part in his message to employees in October, 1966, when Tapline handled its second billionth barrel.

These achievements based at Rafha have just made their counterparts in London—throughout the world.

Group, London, England, in mid—August on commissioning of a 12—work running course in General Radiography, and attended a two—month training course in special radiographic procedures; it is also a process of continuous improvement and application of modern technology.

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A fleet of 99 used company vehicles, as well as a total of 33 loose engines, was put up to auction for the first time at Turaif on Oct. 10. The used vehicles and engines had been made available for inspection by the public about a week earlier. A number of Typhoons from Kuwait, Rafha and Badanah flocked to Turaif to participate in the auction with scores of townpeople. The unprecedented auction was such a crowd-getter that all cars and engines were sold out in one day. The auction was conducted by official auctioneer Sabbah Muraihin al-Sharari under the supervision of Customs Representative Saleh Abdallah Bedaiwi and in the presence of W. P. Moore, Superintendent of Mechanical Services, Maurice Nasr, Superintendent of Materials and Administration, and Michel Abu-Jawdeh of Beirut Accounting. The Pipeline Periscope carried live views of Photographer K. Naur who recorded these views of the successful auction.

<table>
<thead>
<tr>
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<th>September</th>
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<tr>
<td>1. Sikon Receipts</td>
<td>476.7</td>
<td>468.2</td>
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<tr>
<td>2. Deliveries</td>
<td></td>
<td></td>
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<tr>
<td>Offshore Ships</td>
<td>431.7</td>
<td>426.3</td>
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<tr>
<td>IPC Exchange</td>
<td>13.3</td>
<td>15.9</td>
</tr>
<tr>
<td>Medreco</td>
<td>16.4</td>
<td>16.5</td>
</tr>
<tr>
<td>Jordan</td>
<td>8.3</td>
<td>8.3</td>
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<tr>
<td>Total Deliveries</td>
<td>439.5</td>
<td>427.8</td>
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Latest forecast for October liftings, including Medreco is 468,000 barrels per day.

Five new all-time operations records were set in September:
1. On Sept. 17, the Rafha-Badanah section pumped 520,000 barrels, highest throughput for any one section of the pipeline with an uprated auxiliary pumping unit on stream.
2. The M/T KUNGALAND lifted Sept. 21 an all-time record cargo of 790,170 net barrels.
3. The fastest loading rate in one hour (72,273 barrels) and the highest average loading rate per ship (57,465 barrels per hour) were set on Sept. 23.
4. The size of ships loaded during September reached the unprecedented average of 362,317 barrels.
5. The unprecedented average of 362,317 barrels.

General view of the fleet of 99 used company vehicles put up to auction at Turaif on Oct. 10.
Badanah
Our hats are tipped for seven newcomers to the station. Joining Badanah's ... work on
two 24-inch gate valves which
were being prepared for the Birth
3-4 crossover.
(Continued next page)

Beirut
During the absence of J. J. Kellner on business assignment in New York from Oct. 14 to approximately Dec. 16, D. M. Pelzer will assume the duties and signature authority of Manager of Operations. R. M. Haury, Manager—Employ
ees Relations (Lebanon and Syria), will assume from Oct. 2 through Nov. 13. During his absence, matters normally referred to him should be referred to R. M. Haury, Manager—Relations.
Medical Director J. D. Thad
don returned Oct. 23 from a 14-day business trip to the "Line." 

Rafha
A pair "swallows" dinner was held here in honor of a visiting medical group from Badanah Hospital which included Dr. Amer Rayes, Dr. Philip Samaan and Moses A. Sughomonian. V. Gueyikian and Najat Kaedbey. The welcoming mat is out for
two 24-inch gate valves which
were being prepared for the Birth
3-4 crossover.
(Continued next page)

Page 6
Qaryatain

Back in Qaryatain from annual leave are H. Kreitem, Senior Technician—C. E. & I., and other employees who have returned from their trips. The Medical Department reminds all travelers to Saudi Arabia that they must carry a valid inoculation certificate.

Qaisumah

Effective Oct. 1, O. E. Ritter was appointed General Foreman, Operations and Maintenance—Qaisumah Station. Mr. Ritter is reporting to the Station Superintendent and is responsible for the following functions: Pumphouse operation and maintenance; APC operation and maintenance; pipeline maintenance; and all station maintenance including C. E. & I. and the Motor Transport service.

The Station Office, Storehouse and Plant Protection groups, continue to report to the Station Superintendent.

LMA

(Continued from page 1)

They are Local Company Representatives Muhammad Abdul-Rahman of Badanah and Senior Project Engineer Nadeel Mabshoob, Voucher Section Supervisor Michel Abbas-Jawdeh, Senior Engineer Electrical/Instrumentation Sami Kabroun, Chief Dispatcher Michel Mokhabir, Coordinator-Compensation Joe Selha, Senior Engineer Technical Services George N. Esho and Publications Editor Fawz Najja of Beirut.

LMA President Henry Louis led the two-day training conference on Management by Objectives or Goal-Oriented Supervision. Each of the two training conferences started at 9 a.m. and ended at 5 p.m. with breaks for coffee and lunch.

The concept of Management by Objectives revolves around the actual goal, target or objective a manager or supervisor is expected to accomplish on his job. Its intent is to ensure that results are achieved according to plan and to improve job performance, employee development as well as manager evaluation. Its process involves delegation (i.e., the assignment and clarification of a job to a subordinate), timely coaching contacts and periodic progress and forward-planning interviews.

The second group of Saudi Arab Tapliners to complete a one-month English course at Turaif under the reorganized RIC system on Sept. 21. They have now returned to their respective work locations.

EFFICIENCY CHALLENGE MET AT RAFHA

(Continued from page 3)

Eight Saudi Arab Tapliners from Quasimah, Rafha and Turqif completed Oct. 16 a one-month English course (Level 1) at Turaif under the newly reorganized system of attendance and study in Tapline's Related Instruction Classes.

They are Combination Wecker Abdul-Malik of Turqif, Hosein Qudairy Abdul-Karim of Abu Dhabi, and Cook-Baker Omar Saleh Muhammad of Rafha. They completed the Level 1 English course on Sept. 11.

A third group of eleven students who participated in Tapline's Related Instruction Classes at Turaif on Sept. 21. They have now returned to their respective work locations.

The first group to attend classes at Turqif under the reorganized RIC system on Sept. 21. They have now returned to their respective work locations.

The second group of Saudi Arab Tapliners to complete a one-month English course at Turaif under the reorganized RIC system on Sept. 21. They have now returned to their respective work locations.

REMEMBER

The Medical Department reminds all travelers to Saudi Arabia that they must carry a valid inoculation certificate for cholera and smallpox on their trips.