



# OUR HERITAGE: EARLY HESS



## ENTREPRENEURIAL ROOTS

In 1933, during the Great Depression, Leon Hess took over and reorganized the family business delivering fuel oil to homes in New Jersey in five gallon cans. He drove a second hand, 615-gallon delivery truck and often worked seven days a week.

From 1942 to 1945, Mr. Hess served as head of transportation logistics for General Patton's "Red Ball Express" as his Third Army raced across Europe. He earned the rank of Lieutenant Colonel.

In 1964, Mr. Hess spearheaded the selling of toy trucks at Hess-branded gasoline stations, establishing what would become a legendary holiday tradition.

To the general public, Mr. Hess was best known as the long-time owner of the National Football League's New York Jets, one of the sports world's most valuable franchises. Throughout his life, though, he modestly and quietly contributed to educational institutions, medical schools, hospitals and cultural institutions.

Mr. Hess remained involved in running the company until his death in 1999.

## ENTREPRENEURIAL ROOTS

The Hess Oil and Chemical grew quickly, building its brand on superior customer service and reliable supply, and continually re-investing for the future.

In 1938, Hess purchased land in Perth Amboy, New Jersey, where it built its first oil storage terminal, the initial step in constructing the largest oil storage network on the East Coast of the United States.

A year later, Hess built its first distribution terminal and nine years later purchased its first tanker ship. In 1958, production commenced at its first refinery in Port Reading, New Jersey.

The company acquired its first gasoline station in Perth Amboy, New Jersey in 1941 and, by 1969, had established a retail chain with operations in 14 states along the East Coast of the United States.

At the same time, Hess was acquiring interests in producing fields in Mississippi and in a pipeline running between Mississippi and Alabama. Hess had become an integrated oil company involved in every phase of the oil business.

## EXPANDING GLOBALLY

Founder Leon Hess traveled the globe for more than 50 years, developing relationships in countries such as Venezuela, Abu Dhabi, Saudi Arabia, Iran, Algeria, Libya, Gabon, the United Kingdom and Norway. Many of these relationships continue to bear fruit for the company today.

After establishing a development office in Singapore, Amerada Hess expanded to Southeast Asia with the 1992 acquisition of the Pailin gas field offshore Thailand. Four years later it entered Indonesia, acquiring interests that included Jabung. In 1998, it added blocks PM304 and SK306 in Malaysia.

The company moved into the Caspian region in 1997 with interests in Kazakhstan.

A major historic milestone was the July 2001 acquisition of Trion Energy, which boosted Amerada Hess' oil and gas reserves and established a strategic foothold in West Africa and Southeast Asia.

## INDEPENDENT

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