

## Rifle Team Finishes Eighth in Match

(Continued from page one)

are sent to the school from Sixth Army headquarters just before firing. Each target is stamped and numbered to make sure no one fudges. Rifles of .22 calibre are used on a 50-foot range and are fired from standing, kneeling, sitting, and prone positions.

According to Sgt. Mudd, next year things may be different. Though he could pick up his brass and move off the firing line with 22 years secured, he intends to go for 30.

"No point in my quitting now," he remarked, "I'm just hitting my stride."

## Weigle to Speak

Milwaukie Kiwanis members will hear C. F. Weigle, dean of the school of journalism, speak on "Trends in Mass Communication" at a dinner meeting this evening.

The meeting was arranged by J. S. Rayner of the Portland Journal staff.

## Spring Rushing

All girls interested in spring term rushing are asked to sign up in Dean Golda Wickham's office this week.

## Kwama to Meet

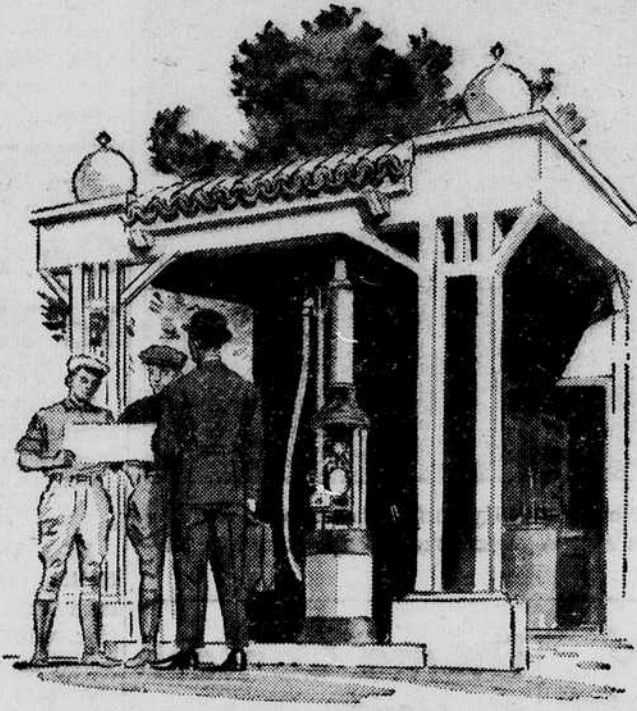
There will be a Kwama meeting today at 6:30 at Delta Zeta.



# The Pagenkopp brothers' story



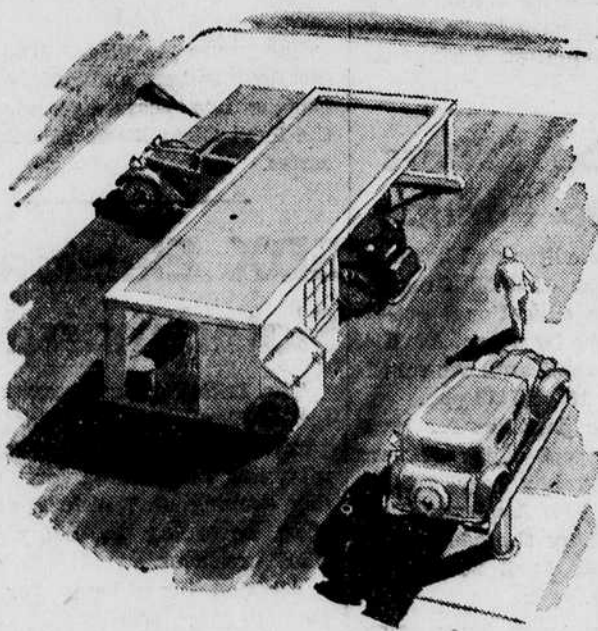
**1. When the Pagenkopp brothers finished school in Los Angeles during World War I they both went to work for the railroad—Willard as an apprentice mechanic and Edmund as a roundhouse clerk. But by 1922, when both brothers were married with families started, they got the urge to go into business for themselves.**



**2. Since neither one had any capital, this was not the easiest thing to manage. But after scouting around they found that Union Oil Company was willing to rent them a service station in Santa Ana, California, for \$35 a month and set them up in business. They took the station over. During the first year their earnings averaged \$200 apiece per month.**



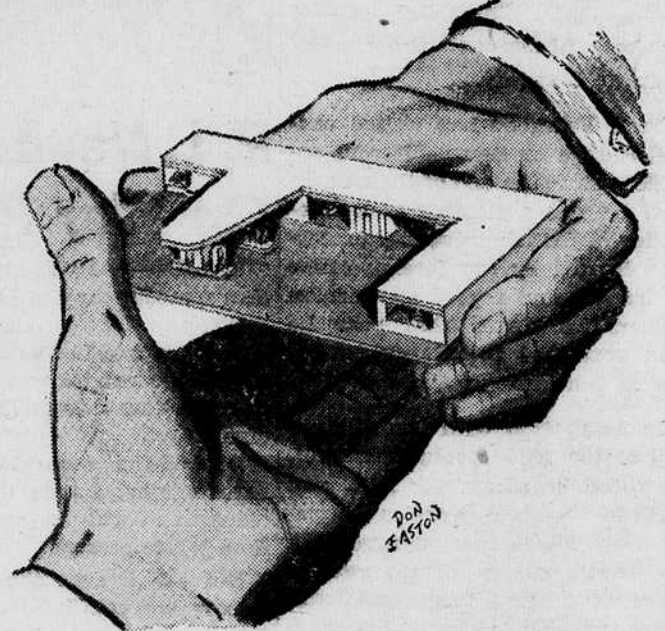
**3. During the next 6 years, as their business grew, they managed to save up \$6,500 between them. Then they went to Union Oil again. The northwest corner of Main and Walnut in Santa Ana was for sale for \$41,000. They wanted to buy it and put up a \$10,000 service station. \$6,500 wasn't much of a down payment. But with Union Oil's backing and the brothers' business reputation, the deal was put over.**



**4. A few months later they moved in and started paying off the mortgage. Today the Pagenkopp brothers' complete, one-stop Union Oil Service Station does an annual business of \$100,000. Bill and Ed employ 5 men and a book-keeper in addition to working themselves. The business is free and clear. And their property—including station and facilities which were modernized and expanded in 1941—is valued at \$85,000.**



**5. In addition to all this, Ed and Bill are members of the Chamber of Commerce. Both take an active part in Santa Ana civic affairs. Ed owns a ranch in Ventura County. And Bill owns a 10-acre orange grove near Santa Ana. To us the story of the Pagenkopp brothers exemplifies another of the many benefits inherent in a free, competitive oil industry. Union Oil, like every other oil company, is in constant competition for customers.**



**6. Consequently, it is to our advantage to help provide facilities for dealers who can get those customers. As a result of this competitive situation, a qualified man can go into the service station business with less capital than is required in almost any other field. And thousands of men throughout the country—who otherwise might never have the chance—are given an opportunity to build an independent business for themselves.**

## UNION OIL COMPANY OF CALIFORNIA

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This series, sponsored by the people of Union Oil Company, is dedicated to a discussion of how and why American business functions. We hope you'll feel free to send in any suggestions or criticisms you have to offer. Write: The President, Union Oil Company, Union Oil Building, Los Angeles 14, California.