1. One old wives' tale that bobs up periodicall is the story that American oil companies protect the sale of their established products by keeping new developments off the market. An example of how far this fairy tale misses purple truth oil purple motor oil.

2. Shortly after the war, we introduced our new post-war motor oil, Triton. By all standards, Triton was unexcelled. In fact, it was so good we told people they could safely drive it 6 months between drains if they chose. Consequently, we thought our oil program was set for several years. But 12 months later our research engineers came up with a purple motor oil for passenger cars which they said was even better.

3. Just to prove their claims, they sealed it in the crankcases of four new automobiles and drove them continuously up and down the Pacific Coast for 30,000 miles! At the end of the test they opened up the motors and showed us the results: The engine parts were as good as new and the oil The engine parts were as good as new and the oil
-by every analysis-showed no more deterioration than ordinary motor oils exhibit after 1,000 miles.

## Lecture on Stars

 Scheduled Monday"Stars-Giants and Dwarfs," is the title of a lecture which Dr. K. O. Wright, of the Dominion Astrophysical Observatory at Viccoria, B. C., will give at 8 p.m. Monday in room 207 Chapman. The lecture, open to the public, is sponsored by Sigma Xi, national science honorary.

4. That posed a question. Should we hold this new purple oil off the market for a few years and protect Triton, or put it on sale immediately? The in competition. If we didn't put this purple oil an the market as soon as possible, some of our comtutors might develop a comparable product and petitors might develop a comparable product and beat us to the punch.

5. As a result we introduced our purple oil to the motorists of the Pacific Coast under the brand name of Royal Triton. Royal Triton was not only an overnight success with our own Western custosmars; visitors from the East even took it home with them and continued buying it by mail. Consequently, we've had to expand our manufacturing facilities and lay plans for marketing it throughout the country.
Moral: Next time anyone tells you oil companies hold improved products off the market, please tell him to see us.

## UNION DI COMPANY

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INCORPORATED IN CALIFORNIA, OCTOBER 17, 1890
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.

