

Teachers Wanted Now

Three mid-year positions are open for high school teachers in band, math and speech and drama, according to E. M. Pallett, director of the University teacher placement service.

Bridge Chairman

A special events chairman to handle bridge instruction and a bridge tournament is needed by the Student Union Board, Chairman Clyde Fahlman said Monday.

Position Open in SU

Petitions may be picked up in rooms 302 or 310 of the SU. Deadline is Friday, Jan. 16, at 5 p.m. Petitions may be turned in at the same rooms.

Directorate to Meet

The SU directorate will meet at 4 p.m. today in Student Union 302, according to Clyde Fahlman, SU board chairman.

Emerald Classified ads bring results.

Fulbright Winner

A Fulbright Foundation educational exchange grant has been awarded to Frederick A. Cuthbert, professor of landscape and architecture. The grant will enable him to conduct research in landscape architecture in New Zealand.

PICTURE QUIZ

Answers at bottom of page



1. Two gallons of today's gasoline do the work of three gallons of 1925 gasoline. On the average, how does the price of today's regular grade gasoline compare with the price of regular grade gasoline of 1925 (excluding state and federal gasoline taxes)?

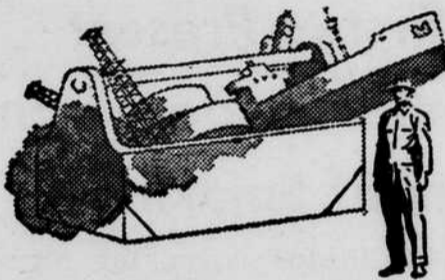
Check one:

- The same
- 15% greater
- 50% greater

2. In 1951 Union Oil made a total net profit of \$27,295,971. Of this, \$15,851,712 was plowed back into the business to meet the expanding needs of our customers. \$11,444,259 was paid out in dividends to our shareowners. What did these dividend payments average per common shareowner?

Check one:

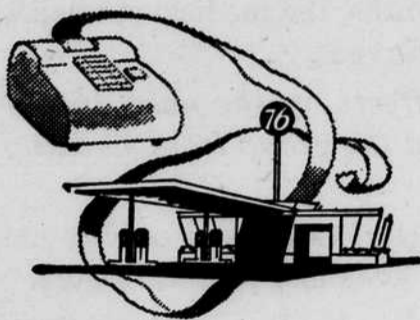
- \$285
- \$5,276
- \$10,560



3. How much investment in "tools" does it require to provide an average job at Union Oil Company?

Check one:

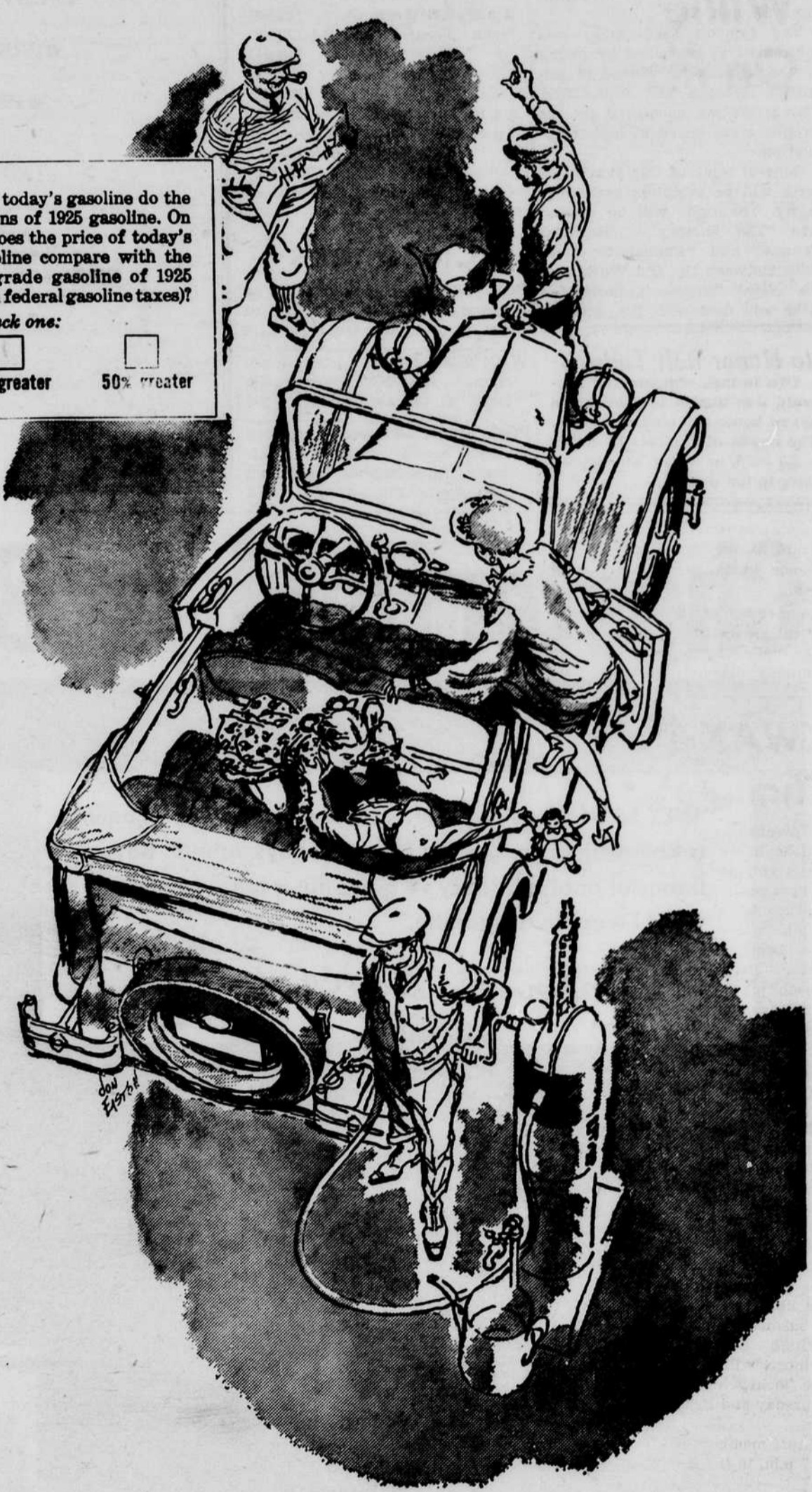
- \$755
- \$3,100
- \$70,920



4. In 1910, Union Oil did an annual volume of \$12 million. This represented 23% of the total oil business in the West. Today we do an annual volume of over \$275 million. What percentage of the total oil business in the West do we have today?

Check one:

- 31%
- 13%
- 23%



Answers:

1. The same. The reason: Under our American profit and loss system, U. S. oil companies have the incentive to compete for your business. Because of this constant incentive they spend millions of dollars every year on research and development to put out the best possible gasoline at the lowest possible price.

2. \$285 per shareowner. \$11,444,259 is a lot of money but it was divided among the 40,093 shareowners of Union Oil Company. And our largest single shareowner has less than 1% of the stock.

3. \$70,920. That's why in most industries today you have to pool the money of a lot of people under legal agreements known as corporations. Very few individuals could finance the "tools" required by heavy industry.

4. 13%. We do over 22 times our 1910 volume. But we have a smaller percentage of the total business—mainly because the oil industry is far more competitive. There are many more oil companies competing for the business today than there were in 1910.

UNION OIL COMPANY OF CALIFORNIA

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 17, California.

MANUFACTURERS OF ROYAL TRITON, THE AMAZING PURPLE MOTOR OIL