

Who gets the money Union Oil makes?



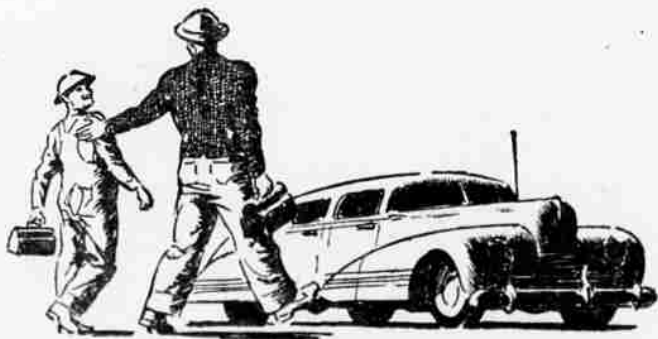
1. Arithmetic sometimes makes more sense than headlines. The following figures are a matter of public record - checked and verified by Uncle Sam's tax men. If you have two minutes to spare we think you'll find them rather interesting.



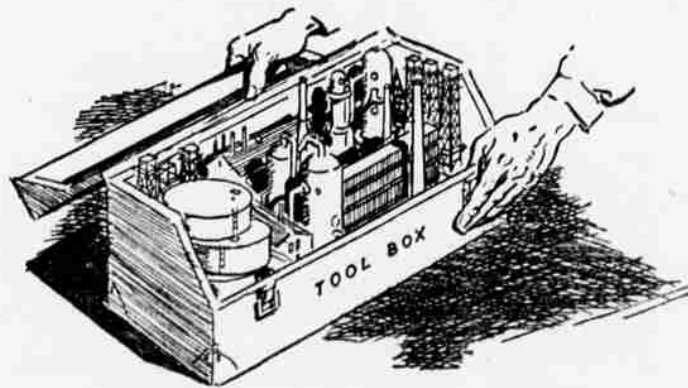
2. Last year Union Oil Company took in 127½ million dollars in round figures. This was from all sales of its products and services. 91 million dollars of this was promptly paid out for *things* - rent, materials, transportation, equipment, depreciation, interest, and taxes.



3. This left 36½ million dollars to be divided among *people* - the employees and the owners. Of this sum 27½ million dollars went to the employees in wages, salaries and employee benefits. 4¼ million went to the owners in dividends. 4¼ million was left in the business.



4. In other words the employees got 75% of what money there was to distribute, the owners 13% and the business 12%. This doesn't mean that the owners got 13% on their *investment*. They got 13% of the *dollars* left over after the company's expenses were met.



5. On the *capital invested* in the company the owners received just 3.2% in dividends. For that 3.2% they have financed all the oil wells, service stations, equipment, etc., with which the employees work - \$43,525 worth of "tools" for each employee.



6. It also happens that the 4¼ million was divided among 32,000 Union Oil stockholders, whereas the 27½ million was divided among less than 9,000 employees. Consequently, the employees got an average of \$3,108 apiece - \$259 per month.

UNION OIL COMPANY OF CALIFORNIA