Mr. Gerard Swope Presents Some

Convincing Facts At Meeting.  

Last Wednesday evening a major-

ity of members of the E. E. Society 

listened to one of the best short lec-

tures that the Society has yet ar-

ranged. The speaker was Mr. Gerard 

Swope, vice-president of the West-

era Electric Co., explained in detail 

that selling goods on a large scale is 

purely an engineering problem.  

In effect his ideas were the fol-

lowing: A business project dealing 

with a small area of operation is suc-

cessful to a degree depending upon 

the ability of the operator. If this 

project is to be extended to embrace 

a larger field of activity the ability 

of the operator becomes subordinate 

to the method of operation. As an 

example, where the small dealer 

was successful in a small field but failed 
in a larger one, the case of the H. B. 

Coffin Co. of New York was cited. 

It is a well known fact that this cou-

(Continued on Page Two)  

BOAT CLUB MEETING  

Mumford Itg Outlines Plans— 

Indoor Practice Starts.  

A meeting of those out for class 

crews was held Wednesday after-

noon at the Union. N. Y. S. Mem-

bers hearing which will cause her 

to fall for you as she has never 

done before. Way, think of it, man! 

For less than five dollars you could 

entertain all the girls you ever had! 

(Continued on Page Three)  

RIFLE CLUB TRIPS  

Season Opens Tomorrow—First  

Shoot At Walnut Hill.  

The outdoor shooting season will 

be started tomorrow when a squad 

will go to the Walnut Hill Range. It 
is the plan of the Executive Com-

mittee to send out two parties each 

week, one on either Wednesday or 

Thursday afternoons and the other 
on Saturday, in order to accom-

date the large number of men wish-

ing to shoot.  

(Continued on Page Six)  

ELECTRICALS HEAR  

HOUSe GOOD TALK  

of the combined musical clubs has announced that the-

tickets for the Spring Concert, in 

copley Hall, April 15th, will be on 
sale Monday. The concert in-

clude a variety of original features, 

such as the Hawaiian Quintet, In-

strumental Trio, Indian War Dance, 

etc.  

The concert will be followed by 
dancing which will last from ten 
two, and the temporary order of 
dances will be announced in a 
short time. The present tickets rep-

resent a change in the system of 

charging, which, it is hoped, will 
give increased satisfaction. The charge 
per couple will be $3.50, and for 
single ticket, $2.00. Tickets may be 
obtained, beginning Monday, from 
members of the clubs, the Caeo, or 
the Musical Club Office.  

MUSICAL CLUBS TRIPS  

Program For Next Week Calls 

For Three Concerts.  

Arrangements have been made for 
three concerts to be given by the 
combined musical clubs next week, 

on the following dates:  

March 15—Lynn High School.  

March 16—Mount Holyoke College. 

March 20—Wrentham College.  

All men are expected to attend the 
Lynn Concert. A special trolley car 
will leave the entrance to North Station 
1:30, returning after the concert. 
All men are to report in full dress. 
The train for South Hadley leaves 
Trinity Place Station on the 3. 4. A. 
at 2:55 p.m. Tuesday. The men 
will dress on the train. At the col-
lege, the men will be guests of the 
girls of the Sophomore class at a din-
ner party at the Crayfiede Inn, 
South Hadley. Those who will make 
the trip are: Abram, Achard, Barr-
ner, Bradsedge, Brooks, Brown, 
Coutts, Dole, Driskell, Eichten, Eichten 
Duryea, Eckhard, Forder (B. E.), 
Foster (L. F.), Gardner, Howlett, Kurns, 
Ling, Kingsbury, McIvain, McNair, 
Martin, Mendelson, Mowers, Odell, 
Overton, Patten, Pinkham, Rollert, Shu-
racker, Sherman, Thyberg, Wells, 
Willis, Williams, Woodward (B. M.), 
Woodward (P. G.).  

(Continued on Page Six)  

FIELD OPENS MONDAY  

Tech Field at Cambridge will open 

on Monday, and all track candidates will report there. 
Lookers may be obtained at the Field 
at a rental of one dollar per year. 
All men substituting track for gym 
work will, in the future, run at the Field.
COMMUNICATION

Fellow Undergraduates:

If any of you agree with Baxter that outside activities should be abolished, all we can say is, your judgment is warped. As to a mandatory tax, it wouldn't work; not because the student body doesn't want athletics, but because they don't want to part with the money. There has arisen a slight prejudice against this tax but this is due to the ignorance of what such a tax can do. There are various kinds of taxes but the principles of the one best suited to present conditions are as follows:

Each student when he pays his tuition pays, at the same time, an assessment of two or three dollars on: at the rate of one dollar or a dollar and a half each term. The total sum of this tax will enable all athletic expenditures of the year to be provided for. In return for this the efficient receives a series of tickets which will admit him free of charge to all the recognized athletic events of the year, such as Field Day, Track Meets, Indoor and Outdoor, Varsity and Interclass Wrestling meets and so forth.

This plan has the two primary advantages of greatly reducing the cost to individuals of seeing all these sports, and of bringing out a larger percentage to witness the games.

Many students will ask why such a tax is needed and two instances will explain. The Athletic Association is so poor that it could not give a tax is needed and two instances

In maintaining an exclusive foot-wear standard we appeal directly to the discriminating man who demands that his shoes reflect the newest style, combined with absolute comfort and serviceability.
MR. CHARLES D. HURREY SPEAKS AT UNION

Gives Interesting Talk On "The Tragedy Of Student Life."

"The Tragedy of Student Life" was the subject of Mr. Charles D. Hurrey of New York at the Union yesterday noon. Mr. Hurrey gave an interesting and straightforward talk about the conditions that cause the student to break down, morally and physically, and told of the work which the Christian Associations are doing to put such men on their feet again.

College men usually break down, either because they do not take care of themselves in body and mind, or because they lead a double life, a life that they would be ashamed to have their fellows at home hear about. As a rule, when they get out in the world and meet the strong competition, they are unable to stand the strain. When a man gets in this condition, so generally loses confidence in himself and goes from bad to worse.

The Christian Association does not consider a man hopeless just because of his past, but has the idea of a clean sheet for every day.

It is a general belief that technical students would not make good engineers. Mr. Hurrey does not agree with this idea. He believes that technical students make the best possible engineers, because they are examples of what a good Christian should be.

NIEAND ZU HAUSE

(Continued from Page One)

It is rumored that several of the Institute's best known seniors are planning to do this very thing.

There is to be a farewell section reserved. Moreover, it has been decided that the affair will be strictly informal so that there will be no ex-handy bill for you to pay. Also, you won't have to get that dress suit out of look. Let "uncle" loan it a little longer.

There is now to be a reserved section for the faculty and alumni. It is expected that the faculty will turn out in large numbers for the support of Institute athletics. At any rate they are all expected and are sincerely urged to come. They can be assured of many a hearty laugh. They will also be able to understand why so many students will be busy on the next day's rehearsals.

But it is up to you to fool them. Get those recitations prepared now in anticipation of the best Institute party of the year. And one more thing. Buy that ticket now. Al ready information from the ticket office has it that they are going like hot cakes and even the capacity of Huntington Hall is limited. Okay by inclination and part with those iron men!

NEW HONOR CONFERRED

At a recent meeting of the New England Railroad Club at the New American House, C. D. Breed, assistant professor of Railroad Engineering at the Institute, was elected president of the club. This club is composed of officials of all the railroads operating in New England.

FIRST RUN OF HARE AND HOUNDS SEASON

Coach Kanaly Will Run With Men Over Newton Course—Elections Today.

The first Hare and Hounds Club run of the spring season will be held over the Newton course. This course is of an ever popular one with Technology runners and should bring out a large number of men, especially from the Sophomore and freshman classes, as their meet is only a few weeks distant. The pace set will be that of the slowest man, so that no one should feel that the run will be too difficult for him. The course is made up chiefly of road work and easy field running with a few rolling hills. The run will start and finish at the Newton Y. M. C. A. as an added inducement, the swimming pool will be at the disposal of the men. This pool is one of the largest and finest in the state. Chase Captains H. P. Grey will be at the Trinity Place Station at ten o'clock Saturday afternoon and those who wish to take the trip will purchase tickets from him at that time. This will be Coach Kanaly's only opportunity to run with the squad and, as he is desirous of owning the new conditions himself, it is important that they be on hand.

There will also be a meeting of all members of the club on Friday afternoon at four o'clock in A Eng. C. The election of officers for the ensuing season will be held. Besides this several other matters of importance will be considered.

ELECTRICALS' TALK

(Continued from Page Two)

1. What is the cost of this plant?
2. What percent of the gross does the company expect to supply?
3. What is the cost of the material to be used?
4. What are the gross returns from the sale of all goods?
5. What is the Net return?

The methods, then, must be on the same large scale as the growth of the business demands. Certain rules and principles must be understood in order that the big concern may thrive.

At the conclusion of the hour the speaker asked the question: Is there really a chance for a man to do something in a large company? To answer this Mr. Swope pictured his own case. After graduation he entered the employ of the General Electric Co. His original salary was $250 per week. For some time he continued to strip old resistance counters until one day the foreman asked him to tabulate some part lists. This work, done after the style learned at the Institute, commandeered the attention of those higher up and eventually one jump after another came. Mr. Swope therefore concluded that the chance came to any man and a big company offered as much of an opportunity as a smaller.
CORPORATION ELECTS FOUR NEW MEMBERS

Howard Elliott And Edwin Webster Are Elected Members For Life.

At the last meeting of the Institute Corporation, Howard Elliott, Chairman of Directors and President of the N. Y., N. H. & H. R. R., and Edwin B. Webster, were elected life members and William H. King, '94, of New York; James W. Rollins, '78, and Jasper Whiting, '88, both of Boston, were elected term members for a term of three years. It is the custom for Technology to have in its corporation a leading railroad man on account of its close interest in railroad engineering. Lucius Tuttle, who died a short time ago, for years was the representative of this department, and his place is now taken by Mr. Elliott. Mr. Webster was president of the M. T. T. Alumni Association in 1909 and was the next year elected term member of the corporation, his term expiring the present month. Mr. King is assay- and smelting councellor of the city of New York, and was secretary, vice-president and president of the Technology Club of New York, and was very active in starting the Federation of Technology Clubs.

Mr. Rollins is vice-president of the Boston City Club and was elected at Pittsburgh to the presidency of the M. I. T. Alumni Association. Mr. Whiting is a well known chemical engineer of Boston and in 1912 was a special commissioner for Technology in Japan and China in investigations of the educational needs of those countries. Last year he was president of the Alumni Association.

COSMOPOLITAN CLUB

Dinner Last Night A Pronounced Success.

At the dinner of the Cosmopolitan Club last night, the members were privileged in hearing two addresses of rare merit, by Mr. C. D. Harvey and Mr. W. C. Allard. Mr. Harvey's talk, which was on the subject of Cosmopolitanism, was pronounced as one of the best heard at the Institute for a long time, and Mr. Harvey is a true cosmopolitan himself, having travelled very widely.

Mr. Allard is a member of the Michigan Chapter of the Cordage Fraternity, of which this Cosmopolitan Club is also a member, and he brought the good wishes of his chapter to the Institute.

Mr. Harvey also addressed the Latin-American Club later afternoon.

RADIO TELEGRAPHY

The meeting of the Harvard Engineering Society tonight will be devoted to three lectures on Research in Radio Telegraphy, and all Technology men are invited to attend. The meeting will be held in Crust Memorial Laboratory at eight p.m. The lecturers will be Professor G. W. Pierce, Dr. D. L. Childress and Mr. Polk Cutting.

By a student vote taken last week at the University of Illinois it was overwhelmingly decided to award "life" membership to the gymnastic, wrestling and tennis teams. The rifle team was also granted a memorandum letter.

The Senior class of the University of Pennsylvania recently accepted a proposition to perpetuate the tradition of the class in a novel manner by having moving pictures taken of them before they leave the college. Pictures will be taken on the campus, illustrating the various activities of the class, and it is intended to preserve the film and show it at future class reunions, thus bringing back reminiscences of campus scenes.

University of Illinois scientists are searching for the "invisible sleep microbe," to explain the drowsiness of students in class rooms. When it is found they plan to inoculate the students against this very prevalent "disease." The Columbia Spectator suggests that greater success might be obtained if search were made in the subject matter of the lectures.

An interesting application of mental suggestion is seen in the baseball cage at Harvard, where Coach Sen- son has had the walls of the baseball cage toward which the pitchers throw, covered with placards, reading in large letters "Control the Ball." It is expected that this experiment will produce the desired results.

CHINESE PLAY

"See Yue Chi" Presented Tonight At Copley Hall.

Tonight at eight p.m., in Copley Hall, the Chinese students of Washing- ton, Harvard and Technology will present a play in Chinese, entitled "See Yue Chi" (The Adventures of Don Quix). The play, which is, in large measure, a repitition of last year's production, is given under the joint auspices of the Copley Society of Arts and the Chinese Students' Alliance. Tickets may be obtained from Mr. Loo, or at the Cages.

C. R. SOCIETY

Authority On Irrigation Speaks Next Tuesday.

An unusual opportunity to hear an eminent authority on the science of irrigation is presented to the members of the Civil Engineering Society, in the shape of an illustrated talk in the Union next Tuesday evening at eight o'clock. The speaker is Mr. P. H. Newell, director of the United States Reclamation Service, and his address will cover many features of the work which has transformed many regions of the arid west into veritable garden spots of the continent.

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India Takes Up at Discussion Group
Dr. Strong And Mr. Basu Speak
On Engineering Conditions And Difficulties.

Yesterday at the meeting of the Students' Discussion Group for the study of foreign engineering affairs, Dr. Strong, who has recently returned
from an investigation trip to India, and K. C. Basu, a graduate of the Presidency College of Calcutta, and a student at the Institute, spoke on conditions in India. Dr. Strong considered the industries in India under-developed and the opportunities for
such very meager. About 65 percent of the population is engaged in agriculture for a living, but there is only one agricultural school in the country. This has an attendance of only eight students which, considering
that India has a population of 335,000,000, is very small. Irrigation is
rudely being taken up and also rotation of crops and dry farming are practiced to a small extent. The next most important industry is cotton
weaving. Cotton is one of the staple products of India and, since it is the standard article of clothing for both men and women, its produc-
tion is very necessary to the country. India exports raw cotton to England and imports cotton cloth. There are a few modern factories in India, however, with modern American and English machinery, but the people are very poor workers and do not even the same regularity and attention that American operators do. It was in this connection that Mr. D. C. Churchill, '99, did great work for the Indian people. Most of the cotton weaving is done in the homes by the women in their spare time and it was formerly a very slow process. Mr. Churchill invented improvements to their hand looms which enables the output of cloth to be tripled. The British Government took up the perfected loom and now it is to be sold article placed on the market throughout India. There are only 15,000 miles of railroads in the country and the fact that we have over
ten times as much and our area is only a little more than that of India, shows that it is very much behind the times in that respect. Dr. Strong considered that the so-called "caste system" has much to do with the hindrances of industry. A man may be a trained mechanic or tradesman but because of the fact that he belongs to a certain caste prevents him from working outside it and so hinders him in getting along.

Mr. Basu next spoke. Besides being a member of the Presidency College of Calcutta, he told how the whole work for the student, from the time he entered in school until he graduated, was designated by the head of the school, who was also the vicerej of Bengal. He also told about the studies, degrees and occupations of the graduates of this University.

Next week Mr. Brever Ely will speak on Turkey. He has written a book about this country and has a set of lantern slides which will be shown. One of the Institute feature rooms will probably be obtained for this meeting and it will be made

Metal Yacht Free From Corrosion
Polished Underwater Surface Is To Replace Paint.

The use of a material in the building of pleasure yachts which does not corrode, which does not have to be painted, and which requires
little or no attention, is something entirely new in the science of shipbuilding. A metal which is mined in the ore in the Lake Superior Region has been found that fulfills these conditions. It is known as Monel Metal and is an alloy of nickel and copper roughed
ly in the proportions 3 to 1.

The Cup Defender "Vautee" was built of this material, and her own-
er. Mr. Alexander Cochrane, found it worked so well that he is now having a yacht built of Monel metal at Lawley's yard in Lowestoft. This avoids the use of paint and gives a low skin resistance. The portion of the hull above the water-line is to be of Chrome-Vanadium steel, having a breaking strength of about 120,000 pounds. The deck and deck fittings will be of Monel metal.

The "Red Call" is a three-masted schooner 210 feet long, equipped with a 600-horsepower auxiliary and a feathering propeler. She will probably be launched some time in May. Professor Everett recently conducted the Junior Class in the Course of Naval Architecture on a trip for the inspection of the structural details of the yacht.

Institute Committee
Revision To Class Constitutions Brought Up.

The Institute Committee met yesterday at five o'clock in the Engineering C. The committee on the revision of the uniform class constitution re-
ported. The committee wants sugges-
tions through The Tech from students regarding changes which might be made concerning the Bye-laws and regulations pertaining to the general elections in October each year. Some dissatisfaction was expressed and the committee wants an ideal election
next year.

A final draft of a reply which is being framed by the Management Committee of the Manchester Municipal School of Technology was consid-
ered. Upon completion it will be framed in the trophy case of the Union a few days before it is sent across the water.

C. A. Finbrow was absent.

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THE TECH SHOW MUSIC
(Continued from Page One)

June 19, 1916, the author of "Getting Across" has written the greatest number of pieces. The next successful competitor was Earl P. Collins, a teacher at the Institute. His success wore in the music for six of the numbers. The complete list of numbers is as follows:

ACT I.

CONTINUATION OF "TECH SHOW MUSIC"
(Continued from Page One)

5. "I Can Stand All Your Kicks!" Edgar L. Kashel, 1916; Earl P. Collins, 1918.

Lee Hall Jones has been chosen assistant to the general manager. Jones lives in Minneapolis and studied at St. George's School before entering the Institute. He has been connected with the chorus and is a member of the Delta Kappa Epsilon Fraternity and the Walker Club. His duties consist in assisting General Manager Lord in carrying on the regular show business and also in taking charge of the Boston performance on Saturday afternoon, April 27, and in the selling of this year's score and poster.

THE CLOTH TOP BOOT
IS THE FEATURE OF THE SEASON

MUSICAL CLUBS TRIPS
(Continued from Page One)

Returning, the train will leave Northampton at 7:45 a.m., Holyoke at 7:54, arriving at Boston at 10:55 a.m. Wednesday.

The train which the men will take for Wheaton will leave the Back Bay Station of the N. Y., N. H. & H. R. R. at 5:55 p.m. on Saturday evening. The men will report at the station, dressed for the concert, and will have dinner beforehand. A dance will follow the concert and the men will return to the train at 10:54, arriving in Boston at 11:55 p.m.

ENGLISH INSTRUCTOR

Thomas G. Goodwin has been appointed instructor in English to replace David Cobb, who went to France some time ago to serve in the hospital corps in the European war. Mr. Goodwin is a Harvard graduate of the class of 1912 and up to the present time has been an instructor in the University of Illinois.

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