

AIR SERVICE DIVISION OFFERS FLYING COURSE

Instruction in Both Airship and Airplane Work

Men of ages from 20 to 27 will have an opportunity to enlist as flying cadets, the training to lead to a commission as second lieutenant in the reserve flying corps, the chief of the Air Service announces. The training will occupy nine months for balloon and airship pilots, and fourteen months for airplane pilots. Cadets will receive pay of \$75 a month while training, besides allowances for rations and clothing.

All civilians who have received a high school education or who can show that they have been accepted by a college are eligible, a physical examination being the only other requirement. Examinations are held the second Tuesday of January and July, 1923, in various places throughout the country, the nearest to Boston being Mitchel Field, Long Island. The course of training begins September, 1923. Those who elect the balloon course will start with a course in the use of balloon gases, followed by practice in free and captive ballooning, and will at the end receive training in dirigibles. Cadets taking the airplane course will receive a thorough foundation in the necessary mechanical details, followed at the end with instruction in flying. Men who desire further information regarding the courses should see Captain Wright in room 3-310.

New President For Colgate

Rev. George Barton Cutting was inaugurated as president of Colgate University on last October 4. In addition to a new president, Colgate is also to have a new dormitory, a new gymnasium, and a new football coaching system.

MAINE CHAMPIONS RETAIN NEW ENGLANDS TITLE

(Continued from Page 1.)

his years of track work at Technology have proved better than anything else and his unconquerable gameness.

Expected to follow Hendrie in to victory Elmer found himself hopelessly out of it with the race only half over. It was enough to have stopped nine men out of ten but Sanborn fought just as hard as he did when he was in front. In spite of the condition he was in he actually picked up five places before the finish but at what cost to himself is not easy to realize. If unflinching steadfast spirit is any measure Elmer Sanborn ran the finest race of his career Saturday. Not if he won a championship could the old reliable Engineer star give a grander exhibition of loyalty.

Bemis Second Engineer

With Elmer cut out by sickness Frank Bemis was the Engineer who followed closest on Hendrie's heels and the best he could do was fifteenth. Had things gone as the dope forecasted that might have been quite good enough but under the circumstances it spelled ruin for the Institute hopes. Frank ran a good race and considering the competition he was pitted against as well as the fact that it was his first intercollegiate contest it was even better than it appears at first glance. If he can improve next year at the same rate he did this the 1923 run will find him well into the first ten.

Parky in Fine Fettle

Roger Parkinson scored eighteenth, third on the Technology list, and the way he worked Saturday afternoon sends his stock higher than ever. Parky was running the race of his life from the very start. For the first two miles he trailed Bob, then fell back a little but he was giving his best at every step and the results showed it wasn't fruitless.

Leo Poore was the fourth scorer for the Cardinal and Gray adding 37 to the total. Leo was having an off day like more than one man on the course Saturday. In every race thus far he has managed to beat out Parky, not by much of a margin at times, but still he has done it. Then Saturday, when the former went out so well, Leo couldn't stand the pace and dropped back. His and Sanborn's misfortunes cost Technology a championship. Neither one alone could have saved the day had he been in old time form and neither of them could in any way help what happened. They both of them fought gamely, it was just the luck of the contest.

Maine and Bates Outshine Rest

The Bates and the University of Maine outfits were simply not to be kept out of their own. They crowded their men together in a group well up on the list in the most approved cross country style. The real team contest was between these two.

Maine's star harrier, C. A. McKee-man proved to have too much staying power for McGinley of Bates and by his victory over his old rival wiped out the defeat he suffered at the latter's hands in the Maine State run. Just as their leader came through the entire Maine team had the necessary punch to carry off the trophy. Raymond was sixth for the Pine Tree

team with his team mate Hillman directly behind him. Patten was twelfth and Kneeland in twenty-second place completed the important five with a total of 49.

Bates Pushes Winner

The Bates aggregation pushed the champions hard all the way. McGinley in third place was their best man, Ward in ninth place was next, Sargent made eleventh, Holt thirteenth, and Dorr in seventeenth, finished the list. All the Bates outfit tallied before the last Maine man was in but nevertheless the score was 53 and the champions of 1921 made it two straight. The Bates representatives fought hard and it almost seemed as if they would stage a comeback after bowing to Maine in the state competition. They bunched their men even better than the winning team but the stars of the rival outfit settled the matter.

Dark Horse Lost in Shuffle

New Hampshire, the much touted dark horse of the meet, totally failed to live up to expectations. Martin was the first to bear the Blue and White across the line and he was back in thirtieth place. At that point the Mountaineers were well bunched as was their reputation but bunched as was their reputation but bunched a team after thirty scorers are in isn't a great deal of use. Jazakawiz, Graves, Higgins, and Snow followed in the order named, the last finishing 42. Snow

also must have had an off day as he had been running the best among the Durham men all season. The total of 184 the New Hampshire team piled up was only good enough for seventh in the list of team scores.

Gubby Holt Completes Tally

Gubby Holt lead Poore most of the race but the latter squeezed through at the finish while Holt was two places back in thirty-ninth. Gubby showed the strain of his exertions. It's no easy matter to run a New England championship at the pace they set, but he took his punishment with the best of them. His steadiness saved the Technology disaster from being more sweeping than it was as his position went into the team score. Elmer Sanborn finished fortieth just behind Gubby, and his appearance showed plainer than words the awful fight he had been making. Not even at the tape did not falter, however, but walked off to the team's quarters in a way that was a contrast to the "flop-pers" of the cross country game who seek to emphasize how hard they work by indulging in stage faints at the end.

H. C. finished only three men so while they counted individually they were not allowed in making up team scores. Colby and B. C. did not run. B. U. last, ran one man in street clothes, and heavy leather shoes.

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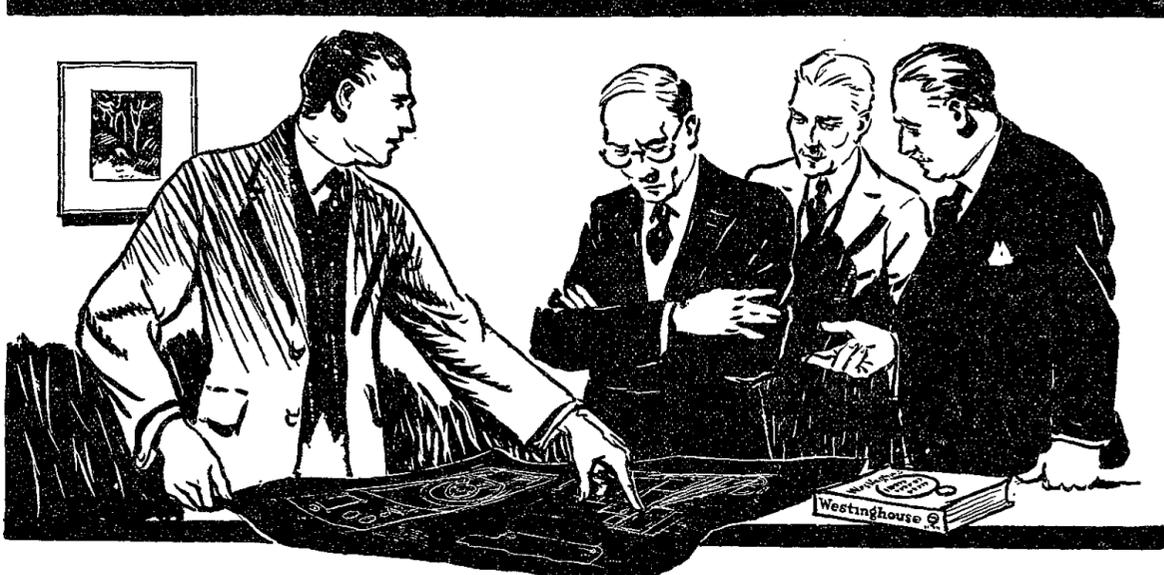
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Engineering Sells, Too!

A whole lot of the make-believe has been eliminated from selling operations in the past ten years. The old idea that salesmen were born to the sample-case, that they carried some sort of a special diploma from the University of Pooh, has had to break camp, along with the other exploded theory which insisted that a salesman must be a "good fellow", a man of strange habits, tremendous stories, and unquestioned qualities both as a mixer, and as an assimilator.

Now we believe—nay, we *know*—that the best salesman is the man who knows most about his goods, and can talk most *interestingly* about them.

This being the proven case, it isn't so queer that engineering should find a real and effective application in the selling

field, especially if the merchandise marketed is an engineering product that is bought and operated by engineers.

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