**Beaver Barks**

In recent years there has been a tendency towards the unpopularity of football in the public eye. Just as in boxing, there is no longer increasing belief that the sport is unfair and therefore should not be played. These sentiments are felt by coaches, doctors, and parents alike. This means that sufficient “know-how” is lacking. A lack of playing experience. This means that adequate “chalk talks” must be given. It has been suggested that the coach be to place both the sophomore and freshman teams on a freshman level. The problem here is that Tech is too far in many as not only does the coach have to be brought into top physical condition so as to avoid the possibility of injury but the majority of the players have had little or no previous playing experience. This means that sufficient “know-how” is lacking and that adequate “chalk talks” must be given.

The first half was well-played, and the Engineers were in contention throughout the half. By early goal by Gordon J. Cusack ’44 gave the Techmen their only score of the half, but only two Wildcat shots past goalie Joseph P. Bova ’54. The next two periods were a different story, however, as New Hampshire stars Lendholm and Hunt went to work, scoring five times between them during the game. The score was scored twice in the third period and twice in the last quarter, but New Hampshire licked Tech in each period. One thing of note in the game was the fast that Tech received only three penalties during the whole game.

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**The Tech**

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Fulfilling the second half, the Beaver Lacrosse team lost to the University of New Hampshire for the second time this year, 7-4. The loss was the sixth in seven games for the Cardinal and Grey. The first half was well-played, and the Engineers were in contention even in the face of little resistance throughout the half. By early goal by Gordon J. Cusack ’44 gave the Techmen their only score of the half, but only two Wildcat shots past goalie Joseph P. Bova ’54. The next two periods were a different story, however, as New Hampshire stars Lendholm and Hunt went to work, scoring five times between them during the game. The Tech scored twice in the third period and twice in the last quarter, but New Hampshire licked Tech in each period. One thing of note in the game was the fast that Tech received only three penalties during the whole game.

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**THE DU PONT DIGEST**

DU PONT SCIENCE AND ENGINEERING GRADUATES MEET THE PUBLIC IN Technical Sales

More and more, industry is on the lookout for technically trained men and science majors who have an interest in sales and administrative sales. A number of department stores at Du Pont prefer men with such training for sales positions. A technical understanding of the properties of a substance before one can effectively sell it and offer the customer better service.

Because of the diverse applications of Du Pont's many products, there is a need for sales representatives with widely varying technical backgrounds. There are problems involving chemistry and many types of applications in such fields as plastics, ceramics, textiles and many others. Technical men may work in direct sales, service sales, or sales development groups, depending on departmental organization. In some cases technical men handle all phases of selling. In others they deal mainly with customer problems. Some departmental sales representatives also maintain a sales development section that works on technical problems related to the introduction of a new product or a new application for an established one.

Here are examples of the kind of problems attacked by technical men in Du Pont sales groups:

1. Find a more economical way to apply sodium silicate using in making corrugated paperboard. Du Pont men, as in many other instances, were able to make substantial savings for the customer.

2. Introduce fabrics of "Orient" acrylic fiber in use for dust filtration. This involved evaluation and modification of filter fabrics in cooperation with manufacturers of dust-control equipment, and with plant personnel having serious dust-recovery problems. 2. Reduce the time needed for processing motion-picture film used by technical men interested in sales work at Du Pont usually acquire needed background in a laboratory or manufacturing plant. Depending on their interest and abilities, they may then move into technical sales services, sales development, or direct sales.

In any of these fields, the man with the right combination of technical ability and technical knowledge will find not only interesting work but exceptional opportunities for growth in the Company.

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**The Tech**

Page Three