Dartmouth Tops Squashmen; Cohen, Stahl, Hahn Victors

The MIT squash team traveled to Dartmouth last Saturday for the opening of their intercollegiate season, and the host team emerged victorious in a 7-2 decision. The Tech team was defeated handily by the brilliance of sophomore Cohen, who turned in a commanding 15-7, 15-10, 10-12 performance. Cohen's triumph was followed by a solid showing from junior Stahl, who defeated his opponent by scores of 15-9, 15-12, 13-15, 15-18, 18-17. Senior Hahn also contributed to MIT's victory, defeating his opponent with scores of 15-9, 12-15, 15-10, 15-12.

Cohen's win solidified the brilliant victory of Howie Cohen, who turned in an enviable 15-7, 15-10, 15-12, 12-12, 12-12 performance against his opponent.

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Del Potro has only made it into the next round with a 6-7, 7-6, 6-3 score, which is quite surprising for him. Del Potro has often been criticized for his lack of motivation and consistency, and his performance against the strong player shows a significant improvement. Del Potro's serve and forehand have been particularly strong in this match, and his defense against the rival's powerful shots has been solid. It will be interesting to see how he performs in the following rounds.

The next major event on the calendar is the US Open, which starts in a few weeks. Del Potro has prepared well for this tournament, and his recent form suggests that he is in good shape. He will need to maintain his focus and consistency to make a deep run in the tournament. Del Potro's next opponent in the first round is a relatively unranked player, but he will not take this match lightly. Del Potro has a strong record against lower-ranked players, and he will look to continue this trend.

In the meantime, Del Potro has been focusing on his fitness and technique. He has been working with his coach to work on his footwork and movement, which are crucial for his style of play. Del Potro has also been working on his mental game, which has been a weakness in the past. He has been using visualization and positive reinforcement techniques to help him stay focused and motivated during matches.

Clarence "Ding" Bell answers:

Well, if I said "all sorts," it might sound a bit vague to you, Del, but it would be very close to the truth. That's because technical sales work at Du Pont—being in the great diversity of products we have—a broad choice in scope over a lot of other technical assignments, and provides additional talents.

It's obvious that one of Du Pont's customers is having technical difficulties—must help in adapting "Teflon" to a specific gaskets application, for example. When our sales representatives call, we naturally must carry with them the engineering knowledge that the customer is looking for sound technical advice—date on flawed fatigue, chemical passivity, and deformation under load. The customer is receptive. He wants to make it a better product, increase its sales, reduce costs—or do all three. Naturally, he's looking for reliable technical advice and intelligent answers that apply to his specific conditions. With the cooperation of the customer and help from our research people, when necessary, the problem will sooner or later be " licked."

We have found that the bell shrimp man is going to be truly effective in such a situation, he must possess certain human qualities in addition to his technical ability. That is, he must really like people and be sincerely interested in helping them solve their problem. He must— in every sense of the word—be an "ambassador" who can handle human relationships smoothly and effectively.

Take the depth suggested by this simple example, Del, and multiply it by a breadth representing all the challenging problems you'll run into with Du Pont's many products. Information on sales and many other types of work are given in the facts about working with Du Pont...