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COMMERCIAL CLUB ISSUE

Student Life

Published Weekly by the Students of the Utah Agricultural College.

VOLUME XIII.

LOGAN, UTAH, FRIDAY, DECEMBER 4, 1914.

NUMBER 11.

AGGIES LOSE TO UTAH ELEVEN 29 TO 2

Being a Commercial Clubman is being a booster at the same time. The two are synonymous. So, in taking a backward fling at the football season that finished last Thursday in Salt Lake—the Aggies tumbling down before the terrific and systematic attack of the Crimson warriors—the U. A. C. Commercial Clubman will have to boost, his hammer is buried.

The past season taught us one thing, that is, "All that glitters is not gold." Who at the opening of this football season would have picked the University of Utah to defeat the Aggies? Who at the dawn of the 1914 season felt certain that the Aggies would win? "I don't know," declares the Commercial Clubman. "My name is not Sir Oracle."

That the eleven had some football stuff in it, was evident during the first quarter of the Utah game, when it looked as though the Blue and White team had the game sewed up and sealed for keeps. But as the game progressed, the dream was awful and seemed to have developed into a nightmare. When we awoke, the 29-2 score glared at us as though it read our inmost thoughts—which, by the way were, in 1913, it was 21-0 in our favor and in 1915 on our grounds—but wait—it is early for predictions. But it is not too early to prepare for next season. This season is past and the football part of it has become history. Many of our players have been seen for the last time in a football uniform. In the games this season we are of the opinion that all have done their best. Coach Teetzel has had a difficult time in pounding the fundamental principles of football into some of the men's craniums. If some of them broke training—they were not fair to themselves, the coach, nor to the institution.

About all there is left to say is that the best team won. Next Thanksgiving we expect the Utah eleven to return to Salt Lake with the same statement, "We lost; the best team won."

ENGLISH NEWSPAPER Praises U. A. C.

The Manchester City News of Oct. 31, 1914 contains the following article:

Organized education is not entirely confined to Germany. Mr. L. G. Nuttall of Logan, Utah, has been good enough to send me a most interesting pamphlet, illustrated by photographs, showing the wonders of the Utah Agricultural College established in Logan, at the foot of lofty hills. Not only agriculture but all kinds of allied subjects are taught, either in a residential course of study or by a comprehensive extension system under which the instructors would appear to take a farm round the country by railway. The College itself has lands, irrigation systems, flocks and herds, "shops" for teaching wood and iron and wheelwright work, "labs" for science training, schools of home economics and dietetics, pastures, experimental stations—a whole community of practical means of learning. Some of the photographs of classes of strenuous young students tearing the heart out of the mysteries of botany, entomology and "agronomy"—whatever that may be—are tremendously impressive, but the picture that takes my fancy most, I think, is that described as "The work of one hen for six years." It shows six large wire baskets, some full, others half full of eggs, whilst the hen, not at all abashed at this commercialisation of its efforts at founding a family, stands proudly in the midst. How they managed to save all the eggs for six years I don't profess to understand, although I must admit I have sometimes encountered eggs suggestive of a certain maturity. But the Utah College is clearly capable of something great.

NOTICE

All copies of Milestones are needed by members of the cast. Students having copies please return same to room 359 where they will be sold to the cast.

Remember the U. A. C. Commercial Club ball. This is our second annual party so tell her its a business proposition and that she must go.

"MILESTONE" CAST AT WORK.

A larger number of candidates for places in the college play entered the try-outs this year than in any previous year.

The contest for parts was very close in some cases and only after "much deliberation" was the cast finally made up. The players are busily at work in daily and bi-daily rehearsals. "Milestones" is a ripping good play and the following looks like a ripping good cast:

John Rhead Lowry Nelson
Gertrude Rhead
..... Glenna Ballantyne.
Emily Rhead Mae Edwards
Sam Sibley D. Nichols
Rose Sibley Luella Fogg
Naney Sibley Leora Thatcher
Richard Sibley

..... Lawrence Smith
Ned Sym Stuart Horsley
Muriel Sym Lola Johnson
Arthur Preece

..... N. D. Thatcher

ORATORICAL CONTEST

The rules and regulations governing the oratorical contest of the Inter-Collegiate Peace Association are posted on the Bulletin Board.

The local contest will be in March, the state contest in April. The subject of the oration must be some phase of the "Peace Movement". The prizes for the winning orations will be \$75 and \$50. All students interested in the contest read the rules and regulations, and those who wish to enter the contest hand in your names as soon as possible to Miss Huntsman.

INTER-COLLEGIATE DE- BATE QUESTION AN- NOUNCED.

Question for try out, is as follows:

Resolved, That a tax on land values should be substituted for the general property tax for city purposes in America cities of over ten thousand inhabitants.

The tryouts will be held immediately after the Christmas holiday. Get busy now so that you can win a place on the team. The triangular debate with the U. of U. the B. Y. U. and this institution will be held Saturday February 20, 1915.

EXPERTS ON CLUB LECTURE COURSE

We have found that in making our college course more of a success we need to take up the practical side of life as well as the theoretical.

As we venture out in the business world, we meet with details, set forms, and rules which perhaps we little think of here in the class room. We have found that the practical men of long years experience are the ones that can assist us in making this pathway clear.

Through the efforts of the club and the assistance of the college, which has made us a contribution to meet part of the expenses, we are pleased to state that we have secured the services of Mr. F. W. Gardner who will talk on cost accounting. Mr. Will G. Farrell on insurance. Mr. C. H. McGurrian on stenography and Typewriting, Mr. J. R. Goddard on auditing, also Mr. Parson who gave us a lecture on Credits a short time ago. These are men of very high standing in their line of business in Salt Lake. They are also several lectures to be delivered by local men which will be distributed throughout the school year.

We find we gain knowledge in this source that is very beneficial to us. For practical experience is what we all have to have sooner or later. G.C.C.

SPICE IN SCHOOL LIFE

Have you ever tasted an unsalted dinner? I did once. Steaming viands loaded the table and pleasing odors saturated the room. My appetite grew with every breath, but, lo! How it vanished! All was disappointment to the palate.

So it is at school. The subjects are interesting, the professors good-natured, the school splendid and we know we have everything to be thankful for—and yet, don't you have a feeling at times, that something is missing?

How refreshing is a good, hearty laugh, now and then! How we work after a frolic, especially if spurred on by a lack of time, when we know that ev-

(Continued on page five)

Commercial Club Ball Monday Evening, Dec. 7

ALUMNI.

Funeral services were held Wednesday at Providence over the remains of Leo B. Clawson. Mr. Clawson graduated from the A. C. last spring and his sad death comes as a great shock to his many friends and classmates. His health had been failing for a few weeks and on Friday of last week he took a relapse and suffered much until the end came Sunday Nov. 29.

He was born in Providence, Utah, Feb. 27, 1882, and spent his early boyhood days working with his father on the farm. After finishing the grade school in Providence he attended the B. Y. College for a few years. He filled a two year mission to Sweden with honor and after returning taught school at Providence for two years and then entered the Utah Agricultural College and earned the degree of Bachelor of Science in Commerce. During this year he has been one of the instructors of the south Cache High school where he was loved and honored by both his co-laborers and students.



Leon B. Clawson

The death of Mr. Clawson is a distinct loss to the class of 1914; he was one of its strongest members. The institution loses one of its most conscientious representatives and the community at large a man whose influence for good was always apparent.

He leaves a wife, two children and a brother with a host of friends and relatives to mourn his loss.

Jesse Ellertson '14 head of the commercial department of the Price high school spent last Sunday in Logan visiting friends. Mr. Ellertson was president of the U. A. C. Commercial Club last year.

At the Alumni entertainment held at the Thirty-first ward Amusement hall on Thanksgiving evening given by Mr. and Mrs. Lewis A. Merrill and Mr. and Mrs. W. D. Beers, there were present representatives from fourteen classes. The class

(Continued on page three)



JOHN LEATHAM COBURN

His head bulging with new ideas and the creases of his cortex furrowed even deeper than before, John L. Coburn, our esteemed secretary and purchasing agent, has returned to the U. A. C. after an extended inspection tour of the large educational institutions of the middle east. He is back and prepared to invigorate into his department of the college all the excellent qualities he uncovered in the purchasing departments at Wisconsin University, Illinois University, Michigan, Ohio and Chicago University. Many are the changes and improvements he contemplates for the Utah Aggies.

Mr. Coburn hopes to be able to enlarge the purchasing department until it utilizes all the portion of the basement now used by the agronomy department for its displays of such perfect farms and the like. He would have on sale, not only books, papers, lead pencils, but ten penny nails, bolts, cord wood planks and all other staple goods that are used by the various departments of the college. At the big institutions he visited, Mr. Coburn found such was done and he declares, it will facilitate greater efficiency here.

Further, Mr. Coburn is going to run his department on the same plan and principle the First National Bank of New York is run and all other banks of the U. S. A. He intends to have all accounts up to date at the close of each day and give to each department its statement every day, rather than once a month.

John L. was duely and faithfully chaperoned on his tour eastward by his mutual friend and companion, Mrs. John L. Coburn. Together the two visited the largest institutions of

the middle east, Mr. Coburn studying faithfully in the purchasing department of each, while Mrs. Coburn studied various campus laws and dormitories.

At Madison, Mr. and Mrs. Coburn spent two weeks. This was the longest stand made in any single town. A few days were spent at Ann Arbor, Chicago, Champaign, but at Madison the Logan tourists spent two weeks. "Jack" witnessed Wisconsin got soundly doubled by the Illinois football team and also witnessed several other football battles in the east.

He was greatly impressed with Wisconsin and other institutions he visited, but John L. takes off his hat to Illinois. He says this institution struck him as being superb and all that sort of flattery. The other institutions were not lacking in anything, by any means, but Illinois was his choice. Of course, Illinois having two million, or something like that to spend yearly, sort of prejudiced John Leatham.

He says that at all the institutions, young men were in charge of the purchasing departments. Mostly from twenty-six to thirty years of age. At Wisconsin, he says, a young man not over twenty-five years of age was in charge of the mammoth store room and purchasing department.

But at Illinois, "Jack" says the students made a stronger impression on him. The faculty was more to his liking and, one more item, the football eleven was a championship aggregation. All these things and the two million "kopecks" annually, looked pretty favorable to "Jack" and he is armed with myriads of new ideas to invigorate into his department here.

(Continued on page three)

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ALUMNI.

(Continued from page two)

Nov. 26, 1914.

Prof. William Peterson,
Logan, Utah.

Dear Friend:—Please find enclosed, check for one dollar, as payment for alumni fee sometime past due.

I received one copy of Student Life and then it stopped coming. Of course, I know it is due to my neglect.

I should like to receive every issue of Student Life and if there are any other requirements, just let me know.

The only means available for Alumni members, who are as far away from the College Hill as I am, to keep in touch with the folly and "ultra-seriousness" of the school is Student Life.

From the few vague reports which I have received concerning the work of the school at present, I feel sure that progression is still the slogan.

I am thoroughly enjoying my work here, and have been able to get into the profession much more firmly than I had ever anticipated. At present I have enough work ahead of me to take my whole time for many months and it is work wherein I have complete responsibility.

I have charge of the work in Scientific Management, including Cost Accounting, for a very good firm of Certified Public Accountants in Boston. We have many of the best manufacturing plants, Banks, Bond houses, wholesale and retail establishments in New England, as clients. My work is principal-

ly confined to manufacturing plants, or rather the demand for the kind of work which I am doing comes largely from manufacturing plants and in almost every case it involves an entire change in the system, or lack of system of management already existing in the plants. I have made considerable progress in the work in one well known plant which manufactures a wide line of machine tools, but it has been a very strenuous task to change the system of management which has been the outgrowth of thirty years business over to a scientific basis. The results are already beginning to show in favor of the new methods, much to my surprise, as I had not expected it for months.

I shall commence work in another large plant employing about 700 people within a few weeks.

We get almost "homesick" at times to be back in Logan with friends, but it is one of the numerous conditions in life where we cannot have everything the most satisfactory.

I hope you have done justice to the Turkey and also that the U. A. C. has done justice to the U. of U. "turkey."

Shall be glad to hear from you at any time, and also from any other U. A. C. friends.

Sincerely, W. L. WALKER
6 Ellsworth Ave., Suite 2,
Cambridge, Mass.

Business address:

Suite 720, Beacon Building,
6 Beacon St., Boston.

Phi Kappa Fraternity held its annual reunion in the Kenyon Hotel reception rooms, immediately after the Thanksgiving day game. About 75 old members were present a dainty luncheon was served, and a very joyful time was spent.

Prof. Daines—Well I see Dr. Thomas didn't get you this morning during chapel.

Senior—No, I just felt that he was going to round them in and was lucky enough to find the only corner he didn't search.

Freshman.—Why does the Sophomore always wear his hat?

Junior—To keep the water underneath warm. Where there is no steam there is no action.

Conductor—"Transfers?"

Snow—"Are they good for stop-overs."

Ray Petersen an old Phi Kappa man has just returned to his duties in Idaho after having spent a few days here.

Did you ever get so full of food that you had to chew with your upper jaw?

No man is born into the world whose work is not born with him and tools to work withal.—Lowell.

(Continued from page two)

of 1913 headed the list, other classes represented were: 1896, 1897, 1899, 1902, 1903, 1904, 1906, 1908, 1909, 1910, 1911, 1912 and 1914.

The party was entertained by Mr. Beers and Lon J. Haddock. The greater part of the evening was spent in dancing and in relating reminiscences of college life. Dainty refreshments were served. It was suggested to hold an annual alumni party at the time of the Thanksgiving game. The same evening the Alumni council held a meeting.

On the third floor of the main building the Delta Nu boys have furnished a very cosy club room.

Will G. Farrell's lecture that is scheduled for today has been postponed.

Join Sorosis in Pie dancing matinee tomorrow at 3 o'clock.

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Student Life

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Volume XIII. Number 11.
Friday, December 4, 1914.

SAMUEL S. McCURE.

Any one who has read Mr. McClure's autobiography has, no doubt, found it most interesting, not only because it is well written but because it is so realistic. For such a person, or anyone else, to see the founder of McClure's magazine and hear him talk is certainly an inspiration. His was a story "not of success but of truth."

Wednesday evening Mr. McClure appeared before a large and very appreciative audience at the tabernacle.

He briefly told of his early struggles and what caused him to enter the magazine business and then told of the wonderful organization he has perfected for collecting material for his magazine. The latter part of his talk treated upon the last fifteen years of his life which have been spent abroad, in travel and investigation in many countries. He particularly emphasized his findings concerning municipal governments of Europe as compared with those of the United States and pointed out the defects with recommendations for improvement.

In reviewing his early life Mr. McClure informed us that he was born in Ireland, so we can account for the humorous incidents that he brought out in connection with some of his early episodes. His seven years

engagement to Harriet Hurd was somewhat romantic. He showed that he had just as much determination as Jacob of old.

Mr. McClure was seventeen when he started on a seven years' job of getting a college education. He had but fifteen cents in his pocket. In 1886 Mc. McClure was thirty-nine years old, had been out of college fourteen years, and had never been out of debt. He and his partner were then in debt \$287,000. In his autobiography he makes this statement: "When I founded McClure's Magazine without money, my real capital was my wide acquaintance with writers and with what they could produce. My qualifications for being an editor were that I was open-minded, naturally enthusiastic, and not afraid to experiment with a new man." The main reason why McClure's has become so popular is because articles in it are recognized as authoritative. This is due to Mr. McClure; he pays his writers for their study rather than for the amount of copy turned out. The public questions discussed are handled with such accuracy that inform the public and meet with the corroboration of experts. The preparation of an article entails, on the writer's part, the accumulation of knowledge and material enough to make a book. The preparation of the fifteen articles which made the Standard Oil series took Miss Tarbell five years.

Mr. McClure is now fifty-six years old and the success he has made has been due to his own initiative and hard work. His achievements should be an inspiration to all who struggle against reverses with success in the far distance. The great lesson that Mr. McClure teaches us is: Success comes to him who keeps plugging on and on without giving up. We trust that our next Lyceum number will be as profitable as this one.

It is strange the things we will do when the spirit moves us. The spirit of the crowd causes individuals to act unnaturally. And then there are those other "spirits" which rob one of ones will and consume reason. When these two influences take a man, perhaps he is not then responsible. But it is up to him not to be taken possession of.

When college students yield to influences which cause them to act as did some returning from the excursion south, for their sakes they should be pitied. But what about the decent people present? For their sakes what shall be done? While the hoodlums were not all alike yet they must all be dumped into the same box. Perhaps it was the first offence for some. For

OVERCOATS

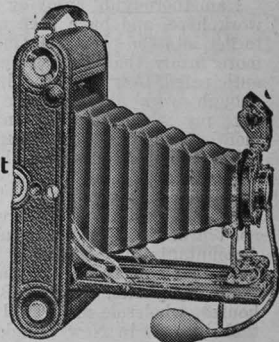
A bit unusual you may think for us to be talking Overcoats in October, but remember that this is an unusual store; unusual in the quality of its merchandist; unusual in the greater values it offers.

Among a score or more excellent coats, here is the Kuppenheimer King George. Correct, dressy, beautifully tailored from the best domestic woollens and a selection of foreign fabrics you'll scarce be able to duplicate anywhere at any price.

\$15 \$20 \$30
Kuppenheimer Suits New Fall Styles
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others it was an occasion looked forward to. Yes, the condition has been growing. It is not the first occurrence of such scenes. Then there was the out of school element, the toughs from outside who like to shield on such occasions under the guise of college students. These three elements, while widely different are all in one class. The young man who yielded and has since undergone untold mortification knowing that the students knew and the hardened soak of without are, in the eyes of the public, our product. The college is blamed for the outrage.

The happy days for some certainly have passed. A cleansing is about at hand. And in the process, if the drag net hooks a first offence invader, he might expect the same treatment as all. When this student body is called upon to tolerate such affairs, let the offenders beware. For a few shall not move at will at the expense of others. The crushing head of student body sentiment most certainly will fall. And when the clouds clear away the blighted outcast will stand silently, too lonely to weep, and dazed.

There is nothing so chilling

as strong public sentiment. Especially if it contains the truth. The student body has been tremendously outraged and by some of our number. And the sad part of it is, all know who they are.

STUDENTS

We have the negatives for last year's Buzzer. Let us make some duplicate pictures for you from them.

Did you get a group photo of your fraternity?

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IS THIS TRUE?

In reviewing the activities of our college life so far this year the fundamental principle essential to our success has not been manifested to the realization of our U. A. C. ideals. That principal is unity.

We, as a student body, have not supported the foot-ball team with that full measure of enthusiasm an aggregation of athletes so much needs. In return the team has not (as individuals, excepting two or three) conscientiously given the school the loyal and efficient representation of which they were capable. Again differences and misunderstanding have arisen between some of the classes and also the school clubs causing some ill feeling which betrayed lack of perfect union, to the detriment of the school as a whole.

Former President, David Starr Jordan of Leland Stanford University held a peace meeting in Honolulu three years ago. On the platform there were represented upwards of twenty nations, all differentiated in their vocations and conceptions of life but living together in a small group of islands in ideal harmony. Each one beaming with an enthusiastic spirit of loyalty for one thing the island home of which they formed a part.

A native tradition of Hawaii tells of a race of little people noted for their wonderful unity of action. Their motto was, "In one night and by dawn it is finished," meaning that every undertaking they commenced was finished in a single night. Actuated by this motto, it is said that they would complete a temple of worship, a large fish pond, or any task which to them was a great project. A simple mythological illustration of the power of unity. If we had been actuated by such a thought we might now be saying, "In one day and by twilight the U. of U. was finished."

We represent in our college different classes and clubs having various conceptions of our preparation for life's work, but in the matter of absolute, loyal unity in supporting this institution in all its activities only one interpretation is admissible. It is far beneath our standing to further manifest one iota of disloyalty or lack of unity in any phase of college activity.

The Commercial Club asserts itself as standing for this principal in toto and is desirous of co-operating with every organ-

ization on College Hill or elsewhere in upholding it.

M. F. C.

SPICE IN SCHOOL LIFE.

(Continued from page one)

every minute must count! Perhaps it may take a little will-power to settle yourself, but that is good training. And if you once get thoroughly into your work your mind will move with double-quick step.

But don't go to the other extreme and forget your studies until a question from the professor pops you out of blissful vacancy in class the morning after. It is easy to resolve to make up that lesson, but like a certain fabled personage, you are likely soon to have so many troubles that you won't know what to do. I do not believe in all work and no play. Neither do you. Fun sharpens the wits. "Home-keeping youths have ever homely wits," said a certain master. But do not throw out all ballast and become top-heavy; do not have all sparkle and no depth.

It's strange how we spend so much time in school and how quickly we abandon school themes when we leave the campus. We meet a friend on the street, and fortunately we do not start to tell him that sodium reacts with alcohol to liberate hydrogen. We usually find trivialities of greater moment. Some one may feel it unfortunate that we do not edify our minds by intellectual subjects in all conservation. But listen! The intellect is but half the man, and he who leans on it alone will go halting through all his days.

Hence, behold the "grind" and beware; but also note the house that is empty is worse than when it contained many revelers—and take care. M. S.

Jos. Quinney, on hearing an Automobile called the E. M. F. asked: "What does E. M. F. stand for?"

Prep. "It means Every Morning Fix 'em."

Join Sorosis in Pie dancing matinee tomorrow at 3 o'clock.

Around an open fire at St. John's Common Room Club on 1st North Street, Mr. Brooke of the U. A. C. Faculty will give a talk Friday evening at 8 o'clock on Yale University and its student life, illustrated by a large collection of lantern slides. All men of the Student Body and Faculty who may be interested are welcome.

The boxing and wrestling tournament will be held some time in Jan.

Remember the big candy sale December 16th. Save your pennies and have a treat.

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Quality of cream as evidenced by De Laval butter always scoring highest in every important contest.

Labor in every way over any gravity system, and also over any other separator, by turning easier, being simpler, easier to clean and requiring no adjustment.

Time by hours over any gravity system, and as well over any other separator by reason of greater capacity and the same reasons that save labor.

Cost since while a De Laval cream separator may cost a little more than a poor one to begin with it will last from ten to twenty years, while other separators wear out and require to be replaced in from one to five years.

Profit in more and better cream, with less labor and effort, every time milk is put through the machine, twice a day, or 730 times a year for every year the separator lasts.

Satisfaction, which is no small consideration, and can only come from knowing you have the best separator, with which you are sure you are at all times accomplishing the best possible results.

Easily proven—these are all facts capable of easy demonstration and proof to any user or intending buyer of a cream separator. Every De Laval agent is glad of a chance to prove them by a De Laval machine itself—without the slightest obligation on your part unless entirely satisfied.

If you don't know the nearest De Laval agent, simply address the nearest main office as below.

The DE LAVAL SEPARATOR COMPANY

165 Broadway, New York. 29 E. Madison St., Chicago.
50,000 BRANCHES AND LOCAL AGENCIES THE WORLD OVER

A Christmas Present That Will Please—Your Portrait

We have the Style and Mountings You Want at the Prices You Want to Pay. Our Stock is the Last Word in the Latest. Let Us Show You

THE LOVELAND STUDIO

OPPOSITE THE POSTOFFICE

AN A. C. STUDENT'S FIRST EXPERIENCE AS A SALESMAN

During the college life of every student, especially of those who have to earn their own expenses, there are always various kinds of money making propositions offered to him. Most of these are offered by business houses of national reputation which find the college student very profitable as a representative. Then there are propositions offered by local firms either of the same State or even of the same college town, usually selling goods or to solicit for orders. The selling of clothing, aluminum ware, books and magazines is in the lead.

These opportunities are put before the applicant in such an arrangement of figures that the profits and the ease of getting orders are unquestionable. The novice on the other hand gets at once enthusiastic over the whole offer and firmly decides that this is just the pining for him. In fact, some of them plan before hand how they will dispose of their easily made money.

I shall relate a few incidents from my own experience in this work, not from any egotistical standpoint to show how extraordinarily bright I am but to relate the facts from the real bustle of life. I wish also to mention that the goods with which I started out were of a local character. Usually about 100 A. C. students go out for the same companies during the summer vacation.

The manager of the company I represented has shown me in figures the results attained by most of the college student representatives employed by his firm. All of these students started out with the same determination of making good and for a bumper season. But, before a few weeks had passed some of the boys sent back their samples and were through, while others persevered a little longer. Only a few persisted the full season and came back with comparative success. These results show that expectation, hopes and imagination, although necessary, are not the only requisites for success in salesmanship.

May I give some of the experiences of a house to house canvasser? From these you will learn what a novice must pass through before he can claim the name salesman.

I reached my assigned territory, a big town in Montana, one afternoon early in June. During the evening and night of that day I had been thinking of plans and ways of approaching my first-wished-for customers; also of keeping them interested in my goods; and of finally closing the sale. By the latter is meant either the person's signature on the order slip or a cash

deposit in your pocket. I slept little that night. I was really glad when it was time to get up and prepare for my new work. I decided that about 8:30 a. m. was about the right time to start out.

During the first few days my courage used to fail me on approaching a woman at her door if she happened to see me first with my grip in my hand. Later on, however, I got used to that. It also took me quite a while to become brave enough to enter a crowd of men and interest them. This, one can overcome easily by just trying once or twice. The last few days before the close of the season I made a big sale among a bridge gang, numbering about 150 men. I became so friendly with them that they invited me to dinner and offered me a bed in one of their cars.

In many houses, I was told that they can do no business with me because they believe in supporting home industries. At first they got the better of me with this argument, but later on I constructed a counter argument with which I succeeded in many places in convincing them and in getting their orders. I told them that in this big business world of ours everybody looks out for his own interests and that here was their chance of getting first class goods at lower prices than they could get them for in their own State or town. Dollars and cents have a wonderful effect on the average person.

Many time I got a promise for an order but on calling at the appointed time the people had changed their minds. At first it was discouraging, especially after walking a long way with my heavy sample case, but later on I got so used to it that I smiled on leaving the house. I also enjoyed some amusing incidents. Here is one.

Once, after I rang the bell of a very fashionable residence, the door was opened by an elderly man. He motioned for me to come in and I followed him. When inside of a very well furnished room he showed me to a seat. Without wasting any time I opened my grip and as usual began to tell him of the qualities of my goods, talking, explaining and showing every sample I had. I felt that I talked too long without being interrupted, so I said, in order to get him to speak, "Do you wish one of the red ones or would you rather have the blue one? I awaited an answer. He looked straight at me and with an apologetic expression on his face replied, "Mister, no savvy Americano." Here I was wasting all my valuable breath and time for amusement.

The honesty of a solicitor is often tested. While bidding good morning to a young woman who had opened the door for me. I was surprised to see her leave

me in a hurry and return with a five dollar bill. But my surprise became perplexity when she said, "I am sorry I could not send you the money as I promised and I am really glad you came; here is the balance." I told her that she did not owe me any money. Finally, she explained that she thought I was some other salesman whom she owed a balance of five dollars.

In conclusion, I wish to say that, in general, I learned that a solicitor must be wide-awake, polite, cool-headed and above all keep his appointments. Many a sale I made because I was at the appointed place in the appointed time. I also learned that time is very valuable and the quicker I got to the point of my business the sooner I could tell whether there was any chance for a sale. This way of utilizing all my time gave me an opportunity of interviewing many more people in the same space of time, accordingly my sale averages were raised. I met many a temptation to sit down and spend a sociable hour or so during my business hours but I quickly learned that such time wasting will bring no results.

What chemical change takes place in a girl's brain when you tell her a secret?

It changes to H₂O and gradually leaks out.

+ WILLIAM CURRELL +
+ (The Rexall Transfer Man) +
+ Calls Answered Promptly. +
+ Phone 51—"The Rexall Store" +
+ Phone 456 W.—Residence. +
+ Prices Reasonable. +
+ LOGAN, UTAH. +

MURDOCKS

—For—

**Fine Candies, Ice
Cream, Sherbetts**

—And—

GOOD SERVICE

SOCIETY
CLUB
FRATERNITY

PRINTING

ALWAYS IN THE HIGHEST
STYLE OF THE ART

J. P. Smith & Son

Promptness Our Hobby



**Special attention Given to the
Scientific Fitting of Glasses
Frank O. Reynolds, M. D.**

Practice Limited to Eye, Ear, Nose and Throat.

OFFICE IN ARIMO BLOCK.

Office Hours: 9 to 12 a. m., 2 to 6 p. m.

At last we have a **razor** good enough to
Guarantee for Life



Shumate's Tungsten \$2.75

Sizes and shapes to fit any face and adapted to any beard.

Cache Valley Drug Co., 79 N. Main, Logan.

Ladies' and Men's Suits Made to Order

ALL WORK GUARANTEED

FRED MARWEDEL

CUSTOM TAILOR

39 North Main Street.

Up Stairs, Opposite Tabernacle

CLEANING AND PRESSING AT REASONABLE PRICES

LOGAN, UTAH.



Locals.



JOURNAL ENTRIES

Being a Series of Debits and Credits of Original Entry.

The turkey trot is an old game on the Russian-Turkish frontier.

Hatch—Sure, Prof. Peterson has a C. P. A.

Quinney—What's that a railroad?

Our U. A. C. representatives are back from Washington D. C., where they were in attendance at the convention of "the association of agricultural colleges and experiment stations."

Dr. J. M. Tanner, one time President of the U. A. C. but now of Woolford, Canada, spent some few days here.

First Boo in Salt Lake—Where were you last night? Second Boo—I—oh—hm—let's see—where was I, anyway.

Student—I couldn't eat a little suckling pig.

Prof.—Why not? That's better than to eat a big one that eats every dirty, old thing.

Student—Yes, but you get the dirt in a modified form.

Prof.—Never fear, its at least been filtered.

The war map hangs on the north wall of the library.

Isn't the library quiet—at 12 a. m.

The art department is advancing satisfactorily with the Buzzar material.

The autobiography of Mr. McClure, the gentleman who lectured, is in the library. It comes highly recommended.

The score was 2922.

Some your "friends from below" claim that not a sound

could be heard from the Aggie side. They lie! We yelled like—and they know it.

Dr. Thomas—What does nude mean?

Dutre—Void—no good.

Dr. Thomas—If I say a nude figure, what sort of figure is it?

Dutre—A bad one.

The U. bunch were wise in arranging a soccer game between halves and thus avoiding a scrap.

Salt Laker—Hello you Farmer.

Ag. Student—Don't insult me.

"Excruciating," squealed a fair one as the U. went over for a touchdown.

One dictionary says: "An excursion is a pleasure trip—a digression." Is it?

Ha! ha! Jokwinnie.

Well, it can't be said that our farmer team lacked "farm."

The pons pons and megaphones added materially to the trip. Good ideas made real.

The Commercial Club is going to have a ball—a real "football." All the new formations. Come and join us.

3 a. m. on B. street hill—Voice in the dark: "Say who are those Logan dills doing the Fox trot down the middle of the street?"

When it's a touch-down, it's a write up.

"U ain't got the goods." Not now. They used them all licking the Aggies.

And that dance. Don't forget.

One of our Co-eds was delving into the abstract realms of Spencer when one of the "satur-

The Royal Confectionery Company

STUDENTS KNOW HOW TASTY OUR REFRESHMENTS ARE AT COLLEGE PARTIES. TRY OUR HOT LUNCHEONS. FINE CANDIES, ICE CREAMS AND SHERBETS...

Phone 622. New Stand. Good Service. Always Welcome. No. 15 North Main

ated" said, "I say ole chap, when yuh come to the love part read it to me."

Social—A quiet little tea party was indulged in on the evening train last Tuesday. Good tea, too.

One step—three step—hop—glide—Virginia reel on the side—at the Com. Club ball.

Since the game the U imagines that they are the University minus the "ity."

A small well cultivated brown mustache has been lost. No reward is offered for its return. Page 955 of the Nov. 26 number of Life illustrates better than we can tell just how Mr. Brooke feels about it.

Join Sorosis in Pie dancing matinee tomorrow at 3 o'clock.

CAN THE HOME EC. GIRLS COOK?

Well, I wonder! If in doubt, try some of their doughnuts at the sale next Tuesday.

Watch for the sale in the main hall. Be prompt for they will not last long. Tell all your friends.

Oh, have you heard the news? It's truly most exciting, In the commercial club there isn't a scrub They're always up and fighting.

On Monday night in the College gym Their annual will be given So come one and all to the commercial Ball And partake of an earthly heaven.

Oh, yes we'll have a time folks, We'll trip the light fantastic And tho to commerce we're true, we'll prove it to you. We're all there with the modern gymnastic.

Cache Valley Banking Co.

LOGAN, UTAH

Capital and Surplus \$120,000.00

(We Solicit Accounts of the Faculty and Student Body, and shall be pleased to have our share of the College business)

The Farmers & Merchants Bank

Invites Student Accounts
Our facilities are good for taking care of your business

STUDENTS

Your shoes are under constant inspection. They are on "Parade" all the time. If they are old or ill fitting they will not do you credit.

While at school buy those "better shoes" from

Andreas Peterson & Sons

Shoes that's All.

Why pay more for your CLOTHING & SHOES

When you can Buy for less at

THE HUB

COME AND BE CONVINCED

OUR BASKET BALL PROSPECTS.

Our basketball prospects can best be determined by one look at Coach Teetzel. He is all smiles and looks for a great year.

With three of last years regular players back and a score of High School stars to pick from, we can see just cause for our coaches smiles.

Assistant coach Christensen has been drilling a squad of players since school opened and some are already playing like champions.

The close of the football season put new life into the basketball squad. The fellows are determined to get down to work and bring the championship home.

Manager Lewis has arranged a first schedule for the coming season and perhaps games will be played with schools in Idaho, Montana and Washington.

The following men are showing first class form in practice: Captain Hugh Peterson, Dorton, Maughan, Erickson, Johnson, Kapple, Packard, Haffen, Stoddard, Gowers, Jones, Twitchell, Price and Greening.

All candidates for the first team will work out at 4:45 p m.

CLASS TEAM BASKETBALL SCHEDULE

Friday, Dec. 4.—High School vs. Freshmen.

Saturday, Dec. 5.—Sophmore vs. Juniors.

Monday, Dec. 7.—High School vs. Seniors.

Tuesday, Dec. 8.—Freshmen vs. Sophmores.

Wednesday, Dec., 9.—Juniors vs. Seniors.

Thursday, Dec. 10.—High School vs. Sophmores.

Friday, Dec. 11.—Freshmen vs. Juniors.

Saturday, Dec. 12.—Sophmores vs. Seniors.

Monday, Dec. 14.—High School vs. Juniors.

Tuesday, Dec. 15.—Freshmen vs. Seniors.

The class championship will be based upon the percentage basis of games won and lost.

The games will start promptly at four o'clock and in case all the players of a team are not present the team must start with those present or forfeit the game.

feited the game.

The game will consist of fifteen minute halves with a six minute intermission.

All men who have won their "A" in basketball will be prohibited from playing in this series.

Anybody interested in boxing and wrestling call and see Coach Teetzel at his office. Wrestling and boxing will start next Tuesday, Dec. 8 at 4:00 p. m.

HANDBALL

The football season passed with the Thanksgiving Day game with its due excitement. Cooler weather has set in and the boys will turn their attention to the different inside games. I just wonder how many of our new students do really spend any time in our well equipped gymnasium and whether they have seen all the games in which the boys are interested. In this instance I wish to call their attention to a big sized room on the top floor in the gymnasium on which door the words "wrestling and boxing" are marked. In this room, however, the game of 'handball' is played.

Although this old Irish game has not been played very long in this country yet it is already considered by many athletes the best of all exercise. Many athletes who desire to get into perfect physical condition make handball one of the main features in their training.

The game is very simple to learn and any one with a few trials can learn how to play it. Simple as the game is, it is both strenuous and fascinating, affording an unusually invigorating and attractive form of athletics. The great popularity of this game is proof of its fascination.

Every year some interesting tournament games have been played, the winner receiving an 'honor prize.' We expect great competition in this years tournament, judging from the number taking part in this game.

YOU may as well try for it as well as any one else. Come up and get into it.

JINGLE-JINGLE

Eleven little "Aggies" scratching like a hen,

The "U" boys hit them and then there were ten,

Ten little "Aggies" in a good strong line,

Ross tried for touchdown and then there were nine.

Nine little "Aggies" couldnt hardly wait,

One missed a tackle and then there were eight,

Eight little "Aggies" of the first eleven,

Hugh forgot where he was at and then there were seven,

Seven little "Aggies" in an awful fix, Walker made a get-away and then there was six,

Six little "Aggies" very much alive, Joe made a fumble and then there were five.

Five little "Aggies" fighting all the more,

"Dute" got an idea and then there were four,

Four little "Aggies" must beat or beaten be,

Pearl thought of turkey and then there were three,

Three little "Aggies" with everything to do,

Dave scored a touch back and then

there were two, Two little "Aggies" in the game for fun,

"Steve" blocked a "Utah" play and then there was one,

One little "Aggie" left of all the way The referee's whistle blew and then they went away.

A man is not judged by his relatives but by the company he keeps. You will be in good company at the Smart gym., next Monday evening.

PARTY SLIPPERS

Compelte line now in. Be fitted while the Stock is complete.

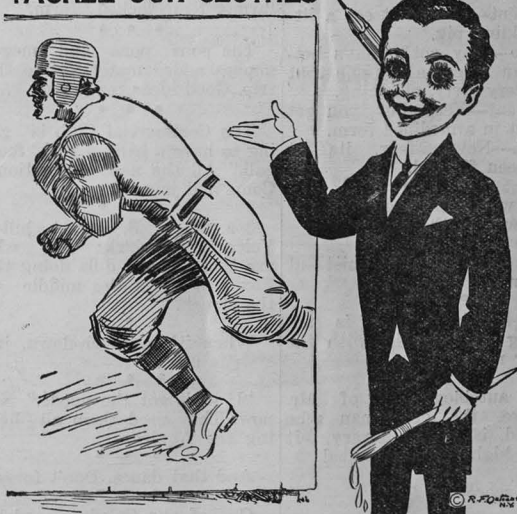
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Will be Provided With Flowers for the Occasion. Open all day Sunday for orders. Special Prices to Students. We Deliver. Opposite Eagle Hotel. Phone 711

TACKLE OUR CLOTHES



WHEN YOU DO "TACKLE" OUR CLOTHES YOU WILL FIND THEM RIGHT IN STYLE AND FAULTLESS IN WORKMANSHIP.

OUR CLOTHING IS NOT SLUNG CARELESSLY TOGETHER JUST TO SAVE A DOLLAR, BUT IS MADE BY SKILLED TAILORS WHO KNOW HOW TO MAKE CLOTHES AND WHO USE CARE.

YOU WILL LIKE OUR "PRICE" ON SUITS AND OVERCOATS AS WELL AS THE QUALITY AND THE STYLE.

TRY OUR CLOTHES THIS SEASON. WHY NOT?

Morrell Clothing Company

Listen Students Klassy Kollege Klothes

We are making our way by selling you the best TAILOR-MADE CLOTHES at ready-made prices. Have some individuality about you and look like a man. Give us a chance.

STIEFEL HARRISON
St. John's Club, Logan.