

THE BATTALION

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All manuscripts intended for The Battalion must bear the signature of the writer—no non de plume will be accepted. While the name will not be published, no notice will be taken of pieces if they are not signed.

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WEDNESDAY, MARCH 13,

Names Polite and Otherwise.

Mary Smith was only this,
 For she hadn't any tin;
 Marie Smythe, I read, is slender—
 Dad's now man of legal tender.

Hattie Brown—we pitied Hattie—
 People used to nickname Fattie;
 Harriette has figure "stunning"—
 Dad for Governor is running.

Lucy's nose was long and pointed,
 She was not of the appointed;
 But Lucile's is Grecian, pure—
 Copper-fortune was the cure.

Nellie Ryan, in complexion
 Sallow was a great objection;
 Helene Re-ann, social pet,
 Moves a striking, rich brunette.

Jennie Jones, in skin and hair,
 At the best was merely "fair";
 Now, engaged to Count de Monde,
 She's a perfect, peachy blonde.

Tall Maud Willoughby was mannish—
 Mien that common girls should banish;
 Vassar A. M., energetic,
 She is written as athletic.

Sue began with tresses red,
 They're still there upon her head;
 But a coat-of-arms, patrician,
 Metamorphoses to Titian.

Humph! By any other name
 Roses do not smell the same.
 Strange how people are more sightly
 Whom the papers treat politely!
 —Edwin L. Sabin in Sat. Eve. Post.

THE BATS.

The Bats who have slept peacefully for the past five months, have at last waked up from their lethargy and met in their old archive in Gathright. Officers were elected as follows:

Lily, President
 Hill, Vice-President
 Myers, Secretary
 Edsall, Sergeant-at-Arms.

A feast was being discussed when giant examination was heard approaching and the wake messenger dispersed with the understanding to enjoy a royal feast as soon as the monster disappeared.

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REVISED LIST OF TELEPHONE NUMBERS.

On account of the large number of changes made in the telephone directory the following revised list of numbers is published:

- A
- 1-30 Agricultural Bldg. (J.W. Carson's office).
 1-39 Agricultural Bldg. (Feed Control office).
 1-24 Andrews, S. E. office (Secretary's office).
- B
- 1-35 Ball, O. M., Residence
 1-40 Bachelor Hall
 1-2 Brown, N. H., office
 1-4 Brown, N. H., Residence
 1-3 Bryan Central
 1-33 Blake, office
 2-20 Blake, Residence
 1-43 Boyett, W. C., Residence
 1-44 Boyett, W. C., Store
 2-10 Boyce, William Jr., Room
 1-28 Bee House
 2-2 Creamery
 1-10 Central College
 2-9 Carson, J. W. Office.
 1-21 Carson, John Jr., (Treasurer's office).
 1-22 Conradi, A. F. Office
 1-34 Conradi, A. F., Residence
 1-36 Clarke M., Residence (Head Janitor).
- E
- 2-11 Evans, W. W., Residence
- F
- 1-41 Francis, Mark, Residence
 1-31 Francis, Mark, Office
 1-13 Fountain, C. P., Residence
 1-16 Fountain, C. P., Office
 1-45 Fermier, Residence
 1-46 Fermier, Office
- G
- 1-14 Gilbert, Dr., Residence
 1-12 Gilbert, Dr., Office
 1-23 Gugenheim, L. Jr., Room
- H
- 1-26 Harrington, H. H., Office
 1-27 Harrington, H. H., Res.
 1-36 Head Janitor (Clark's Res.)
 1-18 Hutson, C. W., Residence
 1-9 H. & T. C. Depot
 1-12 Hospital
 1-17 Hibbs, Mrs.
- I
1. & G. N. Station.
- J
- 1-32 Junkin, T. P., Residence
- K
- 1-25 Kyle, E. J., Residence
 2-3 Kyle, E. J., Office
- L
- 1-38 Light Plant
 1-11 Lear, L. E., Residence
- M
- 2-8 Meers Plumber's Residence
 2-19 Mitchell, A., Residence
 1-37 Mitchell, A., Office
 1-7 Mess Hall
- N
- 1-50 Nitch, Charlie, (Tailor)
 1-20 Nagle, J. C., Residence
 1-19 Nagle, J. C., Office
 1-8 Neff, A. J., Residence
 1-38 Neff, A. J., Office
- O
- P
- 1-48 Powell, N., Residence
 2-8 Plumber's Residence
- Q
- R
- S
- 1-29 Skaggs, G. E., Room
 1-42 Shisa, B., Residence
 1-17 Shirley Club House
 1-19 Spence, D. W., Office
 1-6 Spence, D. W., Residence
 1-23 Schifer, R. E., Room
 2-4 Senior Quarters
 2-5 Sanborn, Residence
 1-24 Secretary Office (Andrew's Office).
- T
- 1-10 Telephone Office

2-10 Thompson, C. B., Room
 1-21 Treasurer's Office (John Carson, Jr.)

W

1-5 Weir, J. S., Residence
 1-15 Weir, J. S., Office.

A TEN-YEARS' CHASE.

"Persistence," said the shoe salesman to the beginner on the road, "is the most desirable quality a salesman can possess. I mean persistence when applied with good common-sense. Persistence, where the salesman shows his teeth and growls out his request for an order, is usually greeted by a kick out of the door. Persistence, backed by courtesy, pleasant nature, good argument and a desire to be of service to the buyer, will win every time in the end.

"The other day I made a fair-sized sale to a dealer I have called on every season for ten years. Every time I approached his town I would say to myself: 'What's the use of seeing Smith. I guess I will pass him this time.' But somehow I could not muster courage enough to ignore him entirely, although each visit meant the loss of a half-day to me.

"Smith greeted me pleasantly each time, but he was wedded to a certain make of shoe, and as an apology for not giving me an order said its manufacturer had always helped him, and he saw no reason why he should change.

"He was just the sort of a customer who, if treated fairly, sticks. 'Last month I called on him. He did not seem so enthusiastic about his pet manufacturer, so I managed to draw from him the story of his grievance.

"It seems that the shoe manufacturer had placed the management of his business in the hands of his son, who introduced many new rules especially offensive to the old shoe dealers. Smith reported a shortage, and the son of the manufacturer asked for evidence.

"Now, Smith was a great believer in the honesty of mankind. He doubted no man's word, he had no idea any one would doubt his own. So the misunderstanding ended in Smith withdrawing his trade from the manufacturer.

"I asked Smith why he had made up his mind to give me his trade without receiving quotations from others, and he said: 'I have admired your persistency. While all the other salesmen have long since stopped calling on me, you kept a-coming.'

"But it was not Smith's trade alone which I won by persistency. I managed to secure a list of customers of Smith's former manufacturer, and I hustled around to see them. Nearly every one of them had some sort of grievance with the new management, and as a consequence was willing to give my goods a trial. A trial made them steady customers."—Saturday Evening Post.

After the enjoyable entertainment given by the Temple Quartette Saturday night, the members of the Sequoyah Club, with their guests, departed for the Shirley, where many enjoyable hours were spent in dancing. Among the ladies present were: Misses Maggie McDougald, Lucy Board, Ruby James, Emily Thomas, Hattie Lou Hudson, Florence Herndon, Helen Bittle, Sadie Cavitt, Winnie Thomas, Maud Nichols, Alice Conway, Ray Conway, all of Bryan, Miss Bessie Lee Williamson of Brenham, and Miss Mary Hutson of College.

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 L. L. McINNIS Cashier
 F. M. LAW Assistant Cashier

H. H. HENRY J. V. BROGDON R. L. BROGDON

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A Freshman stood on the burning deck;
 As far as we could learn,
 He stood there in perfect safety—
 He was too green to burn.

GIVE US YOUR ORDER