



Across Another Man's Desk

Those looking forward to careers in business often associate the big accomplishments with men in private offices, who sit back of massive desks. As a matter of fact, there are many important men in an organization like Westinghouse who seldom use a desk or office at all. They achieve by *going to other men's* offices. They are termed "sales engineers".

George Westinghouse, for example, rendered his greatest service to industry and mankind not merely by perfecting alternating current but by *selling* it—in the face of the stiffest kind of opposition.

Authorities declared it was impractical; laws were urged against it; yet the salesman, Westinghouse, threw back of alternating current, the strength of his selling personality—with results that can

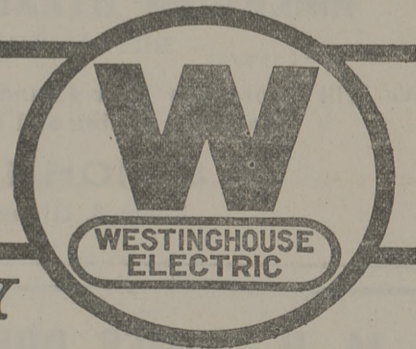
be witnessed in every branch of industrial life today.

Following the example of its Founder, the Westinghouse organization includes a body of engineers whose work is to carry electrical advancement into every nook and corner of the world. They have sold electrification to the factories, the farms, the homes, the railroads, the mines, the ships. They are mechanical and electrical, engineers whose imaginations are fired, not merely by engineering achievement, but by the benefits from such achievement to "the market".

Engineering needs men of sales ability and sales personality; and industry needs to have them in engineering. Organizations like Westinghouse, must *sell* before they can *serve*.

Westinghouse

ACHIEVEMENT & OPPORTUNITY



RESOLUTIONS OF RESPECT.

Resolutions on the Death of Lieutenant L. S. Kinard.

We, the members of the A. and M. Episcopal Club, do hereby submit the following resolutions on the death of Lieutenant L. S. Kinard, uncle of our fellow-member, John Kinard.

Whereas, God in His infinite wisdom, has deemed it wise and just to call unto Him the uncle of our fellow-member.

Therefore, be it resolved that the members of the Episcopal Club of the Texas Agricultural and Mechanical College extend deepest sympathy to his family;

And be it further resolved that

copies of these resolutions be sent to his family, to the Battalion, to the Daily Bulletin, and to the Houston Post Dispatch, and to the Houston Chronicle.

(Signed)

J. A. Mowlan, President,
A. B. Muller, Vice-President,
A. W. Hite, Secretary.

Now here's one to make your mouth water—at ol' turkey will receive the axe many times on Turkey Day.

—REMEMBER MILLER—

Little Willie: "Mother, may I talk like brother at A. and M?"

Mother: "Why yes dear if you like."

Little Willie: "Dammit, shoot the grease over here!"