

Sales, Purchasing Cooperation Told

BY C. C. MUNROE

Industrial purchasing and industrial sales go "hand in hand" in the modern business world, Ivan B. Nevill, purchasing agent for Cameron Iron Works, Houston, told salesmanship and sales management students yesterday.

Businessmen engaged in either purchasing or sales must learn to work together, Nevill said, because over a long period of time they must depend on one another for business success.

Nevill was invited to speak to the business classes so that the students might hear a report on actual sales and purchasing procedures as carried out in industry.

Ernest R. Bulow of the B&A Department arranged for Nevill to come to A&M for the series of talks.

Nevill, who has been a purchasing agent for more than 25 years, extended an invitation to all the salesmanship students to visit him in Houston if they were interested in his type of work.

He pointed out that men with some engineering background make excellent salesmen and purchasing agents.

Mutual Respect.

The need for mutual respect between salesmen and purchasing agents was discussed by the Cameron Iron Works official. He illustrated for the students some of the undesirable traits which many salesmen have but do not realize.

One of the most common mistakes of salesmen, especially older salesmen, Nevill said, is the tendency for them to bypass company's purchasing department.

"If a company thinks enough of a purchasing department to invest considerable money in one, then it is only natural that the company should want salesmen to make full use of this department," Nevill commented.

Best Characteristics

The most desirable characteristics for salesmen were briefly listed by Nevill. Included were knowledge of product, ability to show a purchasing agent where he and his company can gain by using a particular product, a refusal to compare one maker's product with a similar product in the salesman's own line, and a willingness

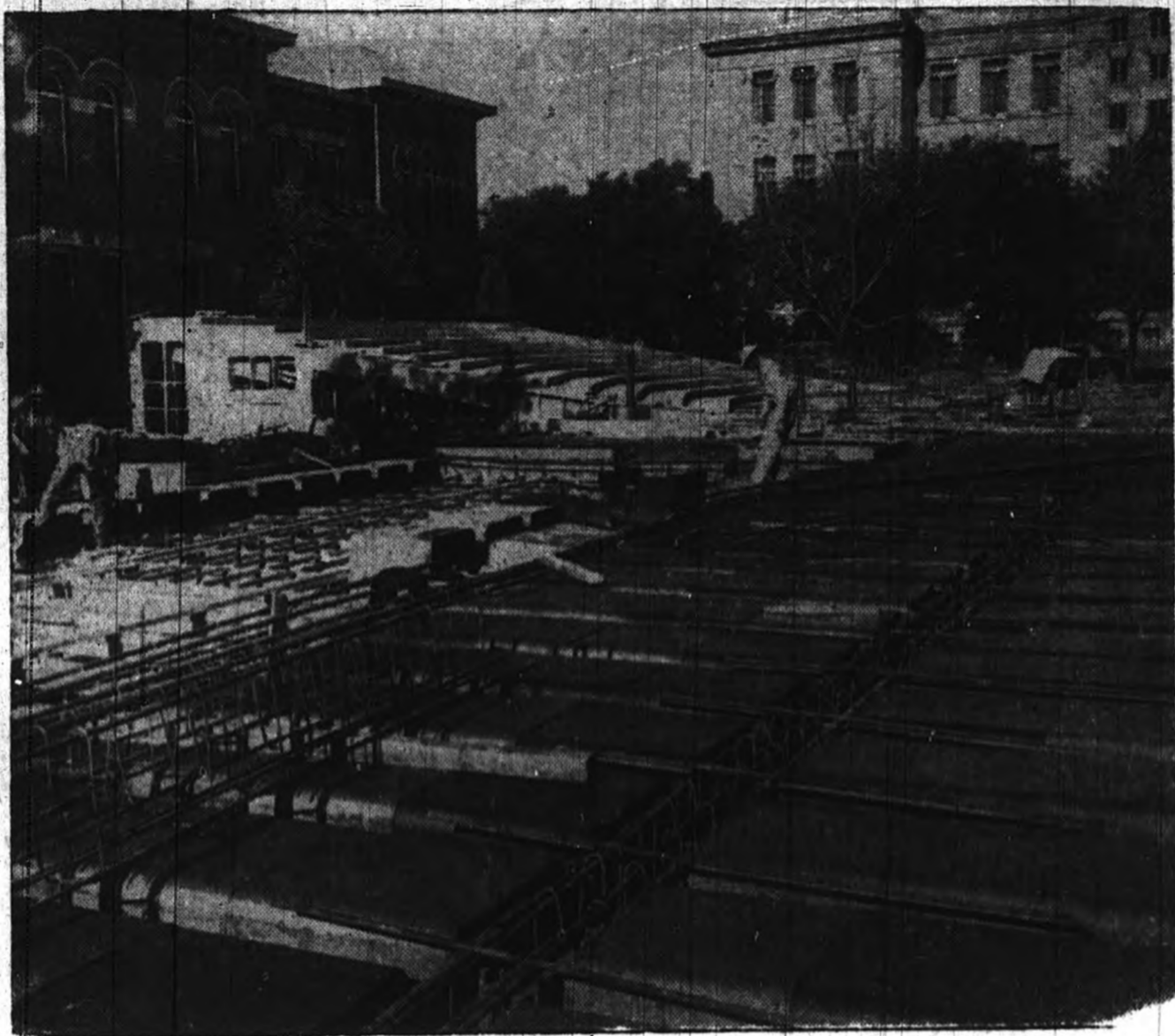
to help a purchasing agent solve buying problems which may develop.

The dangers of reciprocity were outlined by Nevill. He said it discourages competition and tends to reduce the number of services which a salesman can offer a company.

Another danger of reciprocity, Nevill said, is the tendency for a company to depend on one supplier for all its materials. This "put all your eggs in one basket" idea can backfire, Nevill pointed out, if that one supplier has his production curtailed or halted by strikes. "It always pays," he continued, "to develop at least two and preferably three or more sources of supply."

A considerate purchasing agent or salesman will remember another thing, Nevill said, and that is to value the other man's time as well as his own. It is almost as bad to take too little time to explain your product as to take too much, he said.

"Remember," Nevill concluded, "a good salesman is always well groomed, well mannered, friendly, sincere, well informed, and proud of his product. His business is service, and he should strive at all times to render that service to his customers."



The Old Science Hall at the left looks on with a sad eye as she watches her new sister grow day by day. Work on the new Science Building has been progressing rapidly. The concrete for the floor of the lecture room has been poured and the main pouring will be completed soon.

Aggieland to Washington . . .

Grad of '02 Commutes Daily From Capital Desk to Farm

BY TEX EASLEY

Washington, Nov. 17.—(AP)—A dynamic 68-year-old Texan in the Agriculture Department, not satisfied with one full-time job, commutes more than 100 miles daily so he can manage his 360-acre dairy farm near Harpers Ferry, W. Va.

He is Dr. Bonney Youngblood, for 42 years a leader in federal agricultural research and experimental work.

Born July 31, 1881 on a stock farm near Milano, Milan County, and a graduate of A&M in 1902, he fits the saying "you can take the boy out of the country but you can't take the country out of the boy."

He welcomes all Texans into his office in the huge Agriculture Department Administration Building, and before you know it he is reeling off one interesting experience after another that he has had in Texas.

Shortly after he was graduated from A&M, he became manager of the 5,000-acre Smith farm and ranch near Sherman. He worked there for a week as an ordinary farm hand before the owner learned of his qualifications and put him in charge.

He was principal of public schools in Henderson and Mineola between 1903 and 1906. He married Lotus Shamburger of Mineola in 1907 and then came here to join the Agriculture Department.

His first major assignment was a three-year study of the geology, soils and climate of Texas,

Oklahoma, New Mexico and Arizona.

Dr. Youngblood became director of the Agricultural Experiment Station system Aug. 14, 1911 and continued in that post until 1928.

During that period he acquired a master's and a doctor's degree.

Chandler New Soph Delegate

Harold T. Chandler, sophomore petroleum engineering major from Dallas, was elected by his class early this week to be the sophomore representative to the Diamond Jubilee celebration committee.

Chandler defeated Ralph Rowe and Rip Torn in a run-off election Tuesday night. He had led a large field in the first election Monday night, according to Guy Jackson, class reporter.

As representative to the Jubilee committee, Chandler will work throughout this year hand-in-hand with J. J. Woolcott, chairman of the committee, and the other members, comprised of members of the board of directors, ex-students, faculty and staff members, and student representatives from the other classes, said Richard A. Ingels, sophomore class president.

Chandler, who was vice-president of the Class of '52 in his freshman year, is a member of C Flight Air Force.

In 1914 he joined the ranks of those listed in "Who's Who," and since 1921 has been recognized in "American Men of Science."

In 1925 he established at Spur the first state soil and water conservation experiment station. His work in Texas also included establishment of the ranch experiment station near Sonora, the lower Rio Grande Valley Citrus Experiment Station at Weslaco, and the irrigation station at Wichita Falls.

During the last 20 years he has inspected the work and expenditures of state agricultural experiment stations throughout the nation and in Puerto Rico.

The strapping 6 foot and 2 inch Texan speaks at a rapid clip and with gestures.

"Three years ago I found this dairy farm I've got up there at Harpers Ferry," he said.

"It's got some real limestone land like that down in Texas where I grew up. There's none finer anywhere. They first told me I wouldn't find any located anywhere in this area, but I kept on the lookout until I did."

He spends an hour each way on the train every day, and makes a 10-minute taxicab ride between the depot and agriculture department.

"But it's sure worth it," he added. "In fact, that's two hours I get in some real rest and relaxation. And it's mighty fine to get home to a real country place like that where my wife is waiting for me."

Rifle Team Presented Intercollegiate Medals At First Corps Review

Surplus Tickets For TU Contest On Sale Today

Approximately 200 date tickets were left for the Thanksgiving game this morning, according to Howard Nelson of the athletic office.

There was an error in reporting the original number of tickets for sale, Nelson said. Instead of 1500 date tickets being available for the A&M student body there were 2000, Nelson pointed out.

The tickets sold today were not appropriated to non corps and corps were sold to all students who desired date tickets and had not purchased them. The sale of tickets is still limited to one per student.

Bleacher tickets for the Turkey day game went on sale at the athletic office at 1 p. m. today, Nelson added. Tickets are limited to two per person and cost \$3.60 each. Identification cards must be presented to purchase tickets, Nelson pointed out.

General admission tickets to the Fish-Shorthorn game were on sale all day today. Ticket sales will continue through Friday at the athletic office. These tickets are selling for \$1 each. Reserved seat tickets are being sold for \$1.50 by local Shriners and other merchants in the area.

Members of the 1948-1949 A&M Rifle Team were honored yesterday afternoon at the first corps review of the year.

At a special ceremony, five of the ten members of the team were presented bronze medals symbolizing the third place the team won in the annual National Intercollegiate and Interscholastic Rifle Team Match.

Five other members of the team, who are not now in school, will receive their medals at a later date.

Col. H. L. Boatner, PMS&T and commandant, pinned the Department of the Army medals on the winners.

They were Clifford A. Taylor, Fort Worth business major; George S. Kent, senior petroleum and mechanical engineering major from Fort Worth; Joe S. Bravenic, engineering major from Shreveport; Philo H. DuVal, senior mechanical engineering major from Shreveport; and Wayne M. Allen, senior business major from Fort Worth.

The A&M team was outpointed at the national meet by the University of Kentucky team which placed first, and by the Michigan State University team which took second place honors.

The meets are sponsored by the National Board for Promotion of Rifle Practice. The Department of the Army furnishes the medals which are given to the individual members of each of the three top teams.

Picking Winners

Winning teams are picked through a process of elimination. Each year, every ROTC unit in each army area fires for record in an area contest. The winning team of the area then fires in the national meet.

The competition for which the A&M team was honored yesterday was held last year. Results were first announced during the summer. However, presentation of the awards to the team members was delayed until yesterday's corps review.

Members of last year's winning team who were not present at the ceremony were Floyd Buchanan, James McCulley, Hershel Shelby, Carl Duff, and Henry Hilt.

Sponsors Turkey Shoot

The 1949-1950 Rifle Team is sponsoring a turkey shoot Sunday afternoon to raise funds to send it on road trips to meet teams from other schools.

Sixteen College Station merchants have donated turkeys for the affair.

Rifle team members will be barred from the contest, which will be held on Kyle Field at 2 p. m. The birds will be placed in armored boxes with only their heads and necks visible to marksmen placed 65 yards away.

The riflemen, who can fire from two positions, kneeling, or standing—will receive a bird if they manage to kill or wound it.

A charge of 25 cents per shot or \$1 for five will be made.

Each of the turkeys to be used at the Sunday meet weigh from 15 to 30 pounds.

The present list of donors includes Hollies Boot Shop, Zubik Tailors, Mendi and Hornak, College Station Shoe Shop, Charlie's Food Market, Loupot's Trading Post, Smith Cleaners, H. A. Miller Appliances, A&M Grill, Shafer's Book Store, Varner's Jewelers, Aggie Cleaners, AggieLand Studio's, A&M Photo Shop, Campus Cleaners, and Smitty's Grill.

U. S. Delivers Notice Russian Action Invalid

Washington, Nov. 17 (AP) — The United States served notice on Russia and five Soviet bloc states yesterday that it considers invalid their new commission to control shipping on the Danube River.

The commission was set up Nov. 11 at Galatz, Romania. It replaced a control commission dating back to 1921 on which five western nations were represented.

An American note said that the new arrangement, coupled with the device of Soviet-controlled joint shipping companies on the river, is "clearly designed to enable to the Soviet Union to maintain a monopoly of Danubian commerce."

The Soviet bloc commission, it was charged, violates the peace treaties signed with Bulgaria, Hungary and Romania and "violates the concept of International Waterways which has been recognized in Europe for more than 130 years."

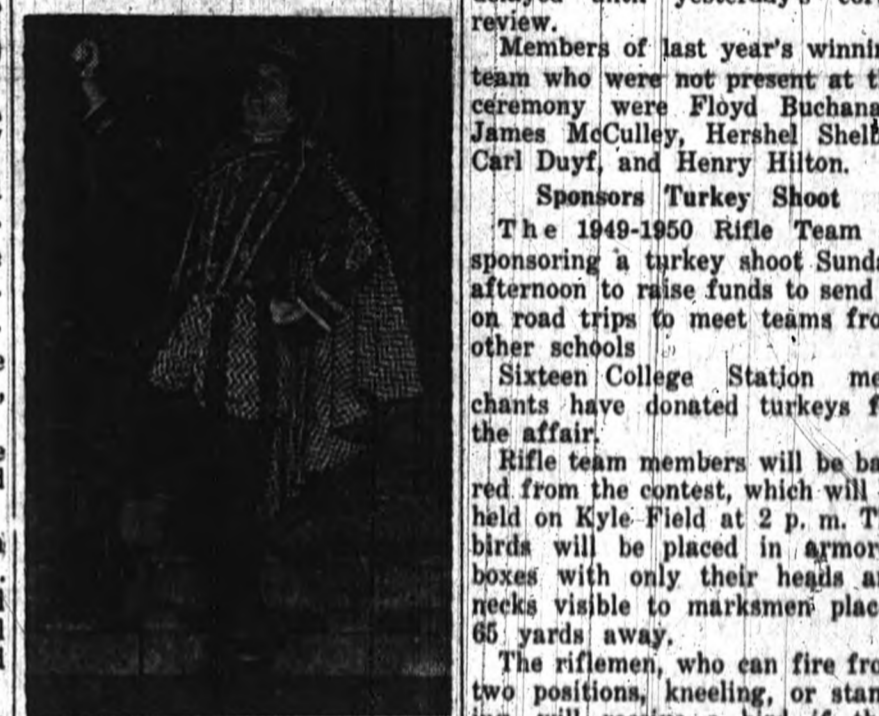
Safety Training Interview Here

The Third Annual Job and Safety Training (REA) Conference will be held on the campus from 4 p. m. today until noon, November 19. Arrangements for the conference have been announced by E. L. Williams, chairman.

Sponsor of the conference is the Industrial Extension Service and Advisory committee.

Registration will be held in Sibus Lounge from 8 to 10 a. m. November 18. A fee of \$2.00 will be charged for registration. All conference meetings will be held in Sibus Hall.

Rooms may be secured in college accommodations at the time of registration. Attendees will be housed in Ramps I, J, and K, Walton Hall. A charge of \$1 per night per person will be made, with the college furnishing the linens.



For the benefit of men about to be married, Petruchio, one of the characters in Shakespeare's "The Taming of the Shrew," demonstrates the correct procedure for greeting your bride at the wedding party. The Shakespeare play will be presented in Guion Hall in December.

Journalists Attend National Convention in Dallas Today

Five journalism students left today at noon to attend the thirtieth annual national convention of Sigma Delta Chi, honorary journalism fraternity, being held in Dallas this week.

The students are Bill Billingsley and C. C. Munroe, co-editors of The Battalion; Dave Coslett, feature editor; Clayton Selph, managing editor; and George Charlton of the editorial board.

D. D. Burchard, head of the Journalism Department and Durward E. Newsom, journalism professor, will leave tomorrow morning to attend the conference.

Discuss College Chapters

Friday morning the group will attend a session devoted to discussion of college level student chapters of Sigma Delta Chi.

R. L. Norton, president of the Mercantile Bank in Dallas will address the group of journalists at a luncheon Friday.

During the afternoon session the group will hear Oscar Stauffer, editor of the Topeka Kan. Journal; Joe T. Cook, publisher of the Mission Times; A. Gayle Waldrop, director of the University of Colorado college of journalism; and Merrill Mueller, manager of the London office of the National Broadcasting Company.

Other Speakers

They will also hear Charles Campbell, director of the British Information Service in the United States; Miguel Lanz Duret, publisher of El University of Mexico City; and Frank Bartholomew of the United Press in San Francisco.

Saturday morning the conference will close with a business session and an address by Grove Patterson, editor of the Toledo Ohio Blade.

Presentation of Awards will be made at the closing session Saturday morning.

Theme of the conference this year is "Appraisal of Free and Responsible Press."

Crop Team Off For Contests

The Crops Team of the A&M Student Chapter of the American Agronomy Society will compete in the international intercollegiate grain judging contest in Chicago Nov. 26, said F. G. Collard Jr., instructor of agronomy today.

They leave for Fort Worth on Nov. 18 where they will work out in the USDA grading laboratory there. The team will get another workout Nov. 19 at Oklahoma A&M at Stillwater, Oklahoma.

From there the team will proceed to Kansas City, where it will enter the national intercollegiate crop judging contest Nov. 22. That night the team will attend a banquet where the team winners and high point individuals will be announced and medals and trophies awarded.

After leaving Kansas City the team will continue on to Chicago where it will compete in the international intercollegiate grain judging contest on Nov. 26.

The team will attend the student section of the American Society of Agronomy meeting and see the international livestock exposition and hay and grain show.

The group will return by way of St. Louis where it will visit the Cornell Seed Co., one of the largest seed companies in the world.

Today Deadline For Tourney Entry

Today is the last day for entries to be submitted by those who will compete in the intra-collegiate Billiards Tournament that is to be staged in December, said James H. Flowers, Billiards Club president.

The five top men in the tournament will compose the membership of the A&M Billiards team and the three successive contestants will remain as alternates.

As soon as the team is selected they will compete with teams of neighboring colleges and universities, including TSCW, Flowers added.

Even though the losers in the tournament will not be regular members of the team, each contestant will be recognized as a member of the club and may, at any time, challenge a member of the team for his position, Flowers said.

Baerrie, Hunt, Pugh Elected

R. L. Hunt, Marion Pugh, and John L. Baerrie led a field of six nominees for vacancies on the directory of College Station's Development Fund Association and Chamber of Commerce in Tuesday's elections, C. N. Shepardson, association president, said today.

Hunt, a member of the Agricultural Economics Department, and Pugh, freshman football coach, College Station lumber yard owner, had 63 votes each. Baerrie, who was the third director elected, is an appliance dealer and received 49 votes.

They were elected for three year terms and will attend their first meeting in December. They will replace Shepardson, Harold Sullivan, and E. O. Sieke.

Cow-gals Coming, Too . . .

Saddle-busters to Invade Aggie Land For A&M Inter-Collegiate Rodeo

BY DAVE COSLETT

Dig out your Stetson and oil up your spurs. The first annual A&M National Intercollegiate Rodeo is coming to town.

With the dust from the Annual Aggie Rodeo just barely settled, the AH Pavilion will once again play host to a fiery battle of man versus rip-snortin' beast in three performances scheduled for Friday and Saturday, December 2 and 3.

Seven member teams of the National Intercollegiate Rodeo Association have already accepted invitations to the meet, and other college teams show strong indications of coming.

Signed up so far are teams from Colorado A&M, University of New Mexico, Sul Ross State College, Texas Tech, Baylor, Texas, and Texas A&I.

On the probable list are Arlington State College, Oklahoma A&M, New Mexico A&M and Hardin-Simmons University. Each team is limited to a membership of six.

But the affair will feature more than snortin' brones and lanky cow-boys. Females will

also be on the list of entries. Sul Ross has already entered a 10 member girls' team in the cowgirl's cow milking event.

More of these little ladies, all full-fledged members of the NIRA, are expected from such campuses as Texas Tech, Hardin-Simmons, Texas A&I, and TU.

Competition at the rodeo should be unusually keen. It will be the last show of the calendar year for the national association and could well decide the organization's first championship team.

The NIRA, organized last February, keeps a tabulation of points garnered by each member school in the various shows held throughout the year. The team amassing the greatest number of points from all of its participations will be designated National Intercollegiate Champion.

Points are tabulated and standings posted in the association's national office, located this year here at A&M. Charlie Rankin, Aggie Rodeo Team member, is now serving as first president of the NIRA. His offices are in Bissell Hall.

As of the last tabulation, Sul

Ross in Alpine is number one contender for the championship spot closely followed by A&M. Either of these teams or one presently ranking lower on the list could win the initial honors by virtue of the coming rodeo.

Contestants will have more than the national championship to shoot for, however. Prizes, picked to please. A hand-stamped \$185 saddle donated by the Kings Ranch. This western work-seat will have engraved on it "Best All-Around Cowboy, 1949 Texas A&M Intercollegiate Rodeo." It's now on display in the A&M Waldrop and Co. window at North Gate.

Among the lesser prizes will be eight \$75 gold and silver trophy belt buckles and two broad-brimmed western hats. More prizes are being sought.

Providing humor at the two-day session will be professional rodeo clowns. Professional stock will also be used because, according to Rankin, other types of stock are too tame for the rough-riding college lads.

Included in the contests for the three performances are saddle bronc riding, steer ribbon roping,

bull-dogging, calf roping, bare-back riding, bull riding, and girl's cow milking.

The rodeo will be the climax event in the first year of the NIRA's existence. The association is open for membership to all schools who enter teams in events which it sponsors. In addition fee for college rodeo clubs is \$2.

Individuals become members by entering one of the associations rodeos and paying a \$5 fee.

Three hundred and 50 members and 29 teams representing 10 states are on the roll at the present time.

The latest NIRA meet was held a few weeks ago in Kingsville at the South Texas State Fair. The show represented the first time that an intercollegiate rodeo had been held at such an event.

The Sul Ross team, which will be in the coming Aggie Rodeo, won the meet. A&M placed fourth.

Members of the Texas Aggie Rodeo Association, sponsors of the affair, are Bubba Dav, Charlie Rankin, Bo Damuth, Charlie Wampler, Wallie Cardwell and Bill Hogg.

Fish-Yearling Tilt Ducats Go on Sale

General admission (student) tickets for the Fish-Shorthorn game in Austin Saturday went on sale this morning at the college athletic office, an Athletic Department spokesman reported.

Tickets can be bought today and tomorrow, according to the spokesman, and are priced at \$1.00 each. The spokesman concluded by saying that reserved seats priced at \$1.50 are being sold by local Shriners and merchants in this area.

Best of All Worlds

CHICAGO—A travel agency on La Salle Street has a large sign painted on one of its windows. It reads: "See the world before you leave it."