

GEORGE NEALE HIGHEST IN SALESMANSHIP TALKS

Mrs. Y. R. McDougale and Dix Holaday Second

George Neale stood highest in the oral problem of the insurance salesmanship contest with an average of 84 per cent. The sales talks were given Thursday night in the Eugene Chamber of Commerce building. The grades made by the other contestants were as follows: Mrs. Y. R. McDougale and Dix Holaday, 81 per cent; Newton Harrell, 80; Helen Nelson, 79; Harold Brown, 76; I. W. Lewis, 70; James Whitaker, 65; Floyd Bowles, 64; Ralf Couch, 63; Wilson Gailey, 62; Cecil Bell, 47; and Frances Beller, 46. The oral part of the contest will count for 50 per cent, and a paper on life insurance, already written and submitted to the judges, will count for the other 50.

The Oregon Life Insurance company is offering a silver cup upon which the winner's name will be engraved, and also a small permanent trophy. The Mutual Life Insurance of New York is also giving a \$25 prize, open only to students, based 50 per cent on the oral sales talk and 50 per cent on class scholarship. There are 10 contestants in the Mutual Life contest, and 13 in the Oregon Life.

In commenting on the contest E. N. Strong, assistant general manager of the Oregon Life Insurance company said, "Only one out of the 13 contestants brought about a perfect close and got the signature of his prospect on the application blank. That is very important thing to all agents, as they know there is 'many a slip twixt the cup and lip,' and that a promise is easily broken."

Final results of the contest will be announced next term after the class standings have been determined and the themes handed in by the candidates have been corrected.

The judges for the oral contest were E. N. Strong, of the Oregon Life company, Charles A. Hood, of Portland, special representative of Mutual Life company, and Claire A. Lee of the Provident Life and Trust Insurance company.

AMERICAN FAILURE

(Continued from page one)

Spain and Belgium sitting in as spectators.

The press is in real danger of distorting our perspective.

Russia wants to come back and we are not so sure we want her. She needs foreign capital to get her life started.

And so this Briton, former member of the famous office at "number 10 Downing street and professor of politics in the University of Wales, skipped about from point to point, making known to questioners his opinions of people, facts and theories. At times he seemed to think it strange that his personal opinions should be so insistently demanded. Madame Zimmern resented somewhat any close questioning of her husband, questioning seemingly prompted by a wish on the part of hearers to get deeper into things than the speaker sometimes evinced a desire to do.

Newspapers Tend Toward Gossip

"I am not at all sure that the material published in 1919 during the Paris conference and this year in Washington have not done more harm than good," he declared in his discussion of the press which he believes is in danger of distorting its readers' viewpoint by a tendency to deal with what he termed "gossip" instead of with real issues. "For an ordinary person who knows nothing about foreign countries to be set before a newspaper with columns of gossip does more harm than good." A critical attitude in the reading of newspapers similar to that employed in the reading of authoritative books is urged by Dr. Zimmern who sees in much of newspaper material a virtual narcotic.

American Magazine Accepted

The American magazine he believes quite acceptable. He discussed to some extent Parisian newspapers but gave no account of forces behind certain organs there. Madame Zimmern decried the position and importance given to certain French correspondents at whose position and worth she scoffed.

CLASSIFIED ADS

Minimum charge, 1 time, 25c; 2 times, 45c; 5 times, \$1. Must be limited to 5 lines, over this limit, 5c per line. Phone 351, or leave copy with Business office of EMERALD, in University Press. Payment in advance. Office hours, 1 to 4 p. m.

BOARD AND ROOM—\$30 with use of large living room and study. Board only, \$25. Students may make reservations now for next term. Mrs. Colliver, 951 Patterson, phone 945-Y.

Will person who took new tweed cap by mistake—H. R. Z. perforated in cap band, please return same to Campa Shoppe. 130-M18-2.

LOST—A brown cravenette, double breasted over coat. Call Kay Leap, Chi Psi lodge. 131-M18.

VARSITY BARBER SHOP

Service Our Aim. Next to Oregon

Her husband admitted quite honestly that London papers have a tendency to play the sensational in American news. He asserted too that the combination of "American snobbishness and British aristocracy" and "British snobbishness and American money is a disturbing element in the relations between the two countries."

CONDON CLUB PUBLISHES SECOND NEWS BULLETIN

Names and Activities of Graduates Given in Report; Visitors Receive Mention

The Condon Club of the University of Oregon has just issued its second general news bulletin. The purpose of the bulletin is to create a liaison between former members, geology graduates and present members of the club.

The bulletin contains news of former members and graduates, among them Dr. Mitchell and Mrs. Ellen Condon McCormack, the latter, a graduate of the first class in 1878, writes of her impressions of New York. Dr. Mitchell, a graduate of the class of 1912, writes from Little Rock, Kansas, where he is geologist for the Calumet and Arizona Mining Company, planning development in their Bisbee mines and examining properties offered to them for purchase.

Mention is made of the visitors whom the club has met this year: Dr. H. E. Gregory, of Yale and the Bishop Museum, Honolulu; Dr. Chas. K. Edmunds, president of the Canton Christian College, China; and Dr. Roy E. Dickerson, chief geologist of the Richmond Petroleum Company, with offices in Manila, P. I. These men met and talked to club members and geology majors.

The Club "pats itself on the back" for its scholarship record. It ranked fourth in scholarship among the University honorary societies, with an average considerably higher than the general university average.

CLUB TO HAVE PICNIC

Californians Will Hike up McKenzie March 28; Dance Planned

A picnic to be held the first Tuesday of spring vacation, March 28, was planned by the California club at the meeting of that organization Wednesday evening. Those intending to go with the party will meet in front of Villard hall at 10 o'clock and take the car to Springfield from where they will hike up the McKenzie, according to Nila McGinty. The lunch will be furnished by members of the club.

About 30 of the 50 members in the organization will remain in Eugene during the vacation, though the exact number planning on joining the party is not yet known. A committee was appointed to work on plans for the dance to be held by the California club Thursday, March 30.

STUDENTS AIDED BY LOAN

Deserving Ones in Pre-Engineering May Borrow From the Fund

Recently a sum of money, sufficient to put two or three students through school, was given to the President to be loaned to deserving students who are taking work preparatory to civil engineering. Those who wish to apply are requested to see or communicate either with Mr. Onthank or Dr. Caswell of the department of pre-engineering.

\$25 in Prizes For Best Letters on Hardeman Hats

We'll give \$25 in prizes to the college men who write us the best letters on Hardeman Hats.

\$25 IN PRIZES

First, \$5 and a \$5 Hardeman Hat. Second, \$5 Hardeman Hat. Third, Ten \$1 prizes.

Contest Closes April 10

Ask your local Hardeman Hatter to give you facts on the Hardeman Hat for your prize letter.

When it comes to class and quality Hardeman Hats are there and over. That's the reason college men take to them. If you've never worn a Hardeman let your local hatter fit you.

And send your prize contest letter to

Hardeman Hat Co.
Seattle, Wash.
HARDEMAN
Better Hats for Men

ROCKHEY HIGH-POINT MAN FOR BASKETBALL SEASON

Forward in Lead With 88; Zimmerman Has 78

According to figures compiled recently by Coach George Bohler, honors for basketball high point man for the past conference season, go to Hadden Rockhey, forward, with 88 points to his credit. The diminutive forward secured 25 field goals and converted 38 out of 99 free throws in 21 games in which he played a total of 23 halves. Zimmerman was runnerup with 39 baskets for a total of 78 points secured in 32 1-2 halves in 22 games. Rol Andre secured a total of 76 points in 17 1-2 halves played in 18 contests. Andre nicked the conference teams for 21 baskets and converted 34 out of 72 free throws.

Throughout the season Oregon showed a marked weakness in shooting fouls, and the varsity tossers were able to convert but 81 points out of a total of 202 attempts. This inability to make free throws count for points was undoubtedly one of the great factors in the long string of severe defeats as in many of these contests a high percentage of converted fouls would have resulted in victories or close scores. The varsity tossers secured 175 field goals during the conference season.

These figures apply only to games in the two conferences and do not include the series with Nevada, the game with the soldiers at Camp Lewis, or the Multnomah contest.

Below is a list of the Oregon players who participated in conference games this year and the points made by each.

	Total Pts.	Field Goals	Goals	Fouls
Andre, F	76	21	34	
M. Latham, F	40	21		
Rockhey, F	88	25	38	
Altstock, F	21	9	3	
Zimmerman, C	78	39		
Burnett, G	18	9		
Couch, G	8	4		
Beller, G	40	17	6	
Edlund, F	38	19		
Veatch, F	8	4		
Rice, F	2	1		
Goar, G	14	7		

TEA WILL BE SERVED

Tea and sandwiches will be served from 3 to 5 at the bungalow every afternoon during examination days, beginning next Wednesday, for the benefit of the women students. All women on the campus during those hours are invited to the bungalow to partake of the refreshments.

Get the Classified Ad Habit.

Eugene's Best Hosiery Shop Offers Complete Stocks of Every High-Grade Hose Made-- at lower than elsewhere prices.



We are Eugene Agents for such famous and standard brands as Phoenix, Holeproof, Onyx, La France, Armour Plate, True Shape, Kayser, etc.

Why roll your own?

The New Rollette glove silk hose is very popular now. It is a half hose with prettily shirred top with elastic that stays "put" just below the knee. Colors, black, white, grey.

\$3.50 and \$4.00

The New Polo Shade

is here in the Victoria brand hose. A heavy pure silk hose and a very fashionable shade for spring.

Priced at \$4.00 Pr.

Special

Genuine Burlington pure silk hose. A medium weight hose with a very pretty corded rib. Colors are cordovan and black.

Good values at \$1.95 Pr.

Chiffon Silk Hose

Famous Onyx brand. Very dressy and smart for evening wear. Black only.

Priced at \$4.00 Pr.

Silver and Gold "La France Hose"

Shaded especially to match silver or gold evening slippers. Also the popular "Nude" shade.

\$4.00 Pr.

Hand Embroidered LACE CLOCKED HOSE

All pure silk. Extra heavy quality. Full fashioned and heavily stitched where wear is greatest.

\$5.00 Pr.

The Glove Shop Is Showing Every New Thing for the Spring Season--Now



The Popular

Roll Cuff

French kid gloves in such pretty combinations as white and pearl, champagne and henna, beaver and brown.

\$5.00 Pr.

A Good Special

in fine kid and cape kid gloves at

\$1.98 and \$2.98 Pr.

All sizes—splendid values.

McNolan & Washburne Store
FOR STYLE QUALITY & ECONOMY

Get the Habit of Getting the Best

Whether it is steaks, chops or roasts you want, we have the choicest.

Also, don't forget we have full line of fresh and salt fish, oysters, and shell fish.

Pickles, Cheese, and Everything

D. E. Nebergall Meat Co.

Government Inspected Meats
66 E. 9th St. Phone 37

Florsheim Shoes

For the college man have just arrived—good looking oxfords and shoes.



These standard shoes, as well as our own big stock, now on sale—in our stupendous Easter Shoe Sale.

"The snappiest shoes at the lowest prices"

MODEL SHOE STORE

724—WILLAMETTE—724

We Are Serving Only

An Evening Dinner—60c

From 5:25 to 7:00 p. m.

During Vacation

but we are always open for private entertainments such as luncheons, dances, etc.

The ANCHORAGE

LEFT OVERS

We're sorry that you can't go home—but you can rely upon us for the same steady service from our

MODEL KITCHEN

As to lunches for hikes, we can supply you to a Queen's taste from our large assortment of Rolls, Cakes, Cookies, Pies, French Pastries, Salads, Meat Loaves and Cooked Foods.

We can supply you for breakfast, lunch and dinner.

Drop in and look around.

SERVICE Dice-Swan Co. QUALITY

Wholesale and Retail Grocers

Eighth and Olive

3 Phones—183