

## STUDENTS TO VIE IN SALES TRYOUTS

Three Given Highest Places  
To Appear In Portland

TO OCCUR IN COMMERCE

Annual Event Is Sponsored  
By Business School

Tryouts in the annual life insurance sales contest, sponsored by the school of business administration will be held Wednesday and Thursday evenings, beginning at 7 o'clock, in room 105 Commerce building. The public is invited.

These contests are held yearly to create a greater interest in the selling of life insurance. State managers of seventeen life insurance companies will raise \$100 to be awarded in prizes. Each contestant will receive a fit token of the appreciation of his effort. The balance of the fund will be distributed in gold among the three who score highest. In addition the one who wins first place will have his name engraved on a silver loving cup donated by the Oregon Life Insurance company.

### Winners To Compete Away

The three who win highest place in the preliminary contests held here will go to Portland where they will compete for first, second, and third prizes before an audience of managers of life insurance companies and life insurance underwriters.

### Schedule of Tryout

The men who will compete on the campus together with the companies they represent and the time of their appearance are as follows:

Ireland, C. J. Western States Life; Wednesday 7:00.

Lawrence, L. W. New England Mutual; Wednesday 7:20.

Gardner, R. L. Kansas City Life; Wednesday 7:40.

Folts, M. B. Massachusetts Mutual; Wednesday 8:00.

Tarshis, Maurice, West Coast Life; Wednesday 8:20.

Davis, John E. John Hancock; Wednesday 8:40.

Withrow, L. A. Penn Mutual; Wednesday 9:00.

Heck, C. W. Union Central; Thursday 7:00.

Bailey, J. K. Equitable of N. Y.; Thursday 7:20.

Lowe, J. R. American Central; Thursday 7:40.

Crites, H. F. Sun Life of Canada; Thursday 8:00.

Owley, W. J. Equitable of Iowa; Thursday 8:20.

Sussman, Gilbert, Old Line Bankers of Lincoln, Nebraska; Thursday 8:40.

Warnock, M. J. Aetna; Thursday 9:00.

### Judges Named

The judges of the preliminary contests will be David E. Faville, associate professor of business administration; Hugh E. Rosson, associate professor of English and law, and Robert Prescott, local realtor.

The contests will approximate actual selling conditions as nearly as possible. Special contracts of the companies represented will be presented to actual prospects.

### NEW BOOKS ANNOUNCED

A list of books which have been added to the new seven day shelf has been given out by the circulation department of the library. The list consist of: "The Faith of a Worker," by Jacks; "According to Saint John," by Charnwood; "Selected Poems and Ballads of Paul Fort," translated by Newberry; "The Life of Sir William Osler," by Cushing; "The Revolt of Modern Youth," by Lindsey and Evans; "The Muse in Council," by Drinkwater; "Parnell," by Ervine; "John S. Sargent, His Life and Work," by Downes; "Roving Through Southern China," by Frances; "Silhouettes," by Gosse; "Economic Conditions in India," by Pillai; "The new Music," by Dyson; "History of Greek Religion," by Nilsson; "Father Tabb," by J. M. Tabb; "Edmund Gosse," by Braybrooke; and "The Genesis of Romantic Theory," by Robertson.

### Books of Various Interests Read By Students

Sciences, Sociology, Classics,  
Athletics Are Subjects

One cannot generalize about the reading done by undergraduates in college. There is no well directed tendency whereby one can say, "Students like this or that kind of a book." This is the conclusion drawn after questioning 20 men students as to what they read.

Each student follows his own particular bent or interest in his reading. One will read the modern "stuff" as it comes off the press, another is interested in sociology, and another in the drama, and so it goes—each one reading as his own inclinations direct him.

Although students do not read the same kind of books, they have common characteristics in their reading.

Of those interviewed, about half confessed that they did no reading while in school. One man frankly said that he was not interested in reading. Others made the excuse that they did not have time to read. Two of the latter expressed the desire to read, but said that they seemed never to have gotten over the initial inertia of starting.

A common characteristic of those who do read is that they tend to read better books than the books whose titles are given in the ordinary general book reviews. They have acquired the ability to discriminate. There was one man however, who liked Zane Grey and other western fiction writers better.

Relatively few general books, that is, those of general cultural interest were read. The student develops his interest and reads along certain lines, not spreading himself over a wide field. Most of those interviewed had more than one field in which they read, however. One man proved the exception, he read only books like "The Divine Lady" and "The Glorious Apollo," by Barrington, and "The Life and Death of Cleopatra," by Ferval.

One man read books on European history and the works of the "moderns" such as Anderson, Arlen, Dell, Hecht, Hamsun, and O'Neil. Another read books on China and books such as Goldenweiser's "Early Civilization," Taylor's "Primitive Culture," and Boas', "The Mind of Primitive Man."

The common impression that athletes are less inclined to read than other students was not verified by the investigation. Although they do not read as much as some of the others, it is because they haven't the time, and are too tired to read if they did have time. This rule does not apply to men engaged in other activities, as it was found that two of the busiest men read the most.

Reading is not confined to courses or majors, nor to certain types of students, nor to classes. It is an individual thing. Some freshmen read as much as some seniors.

One characteristic which distinguishes the freshmen from other students is their habit of reading magazines. This is a survival of a habit formed before coming to the University. The frosh seem to have an affinity for College Humor. Of the numerous publications, Life and Judge are more commonly read. The Saturday Evening Post is the most prominent "popular" magazine, with the Red Book and Cosmopolitan following. The "Literary" magazines are very seldom read.

### RECOGNITION SERVICE OF Y. W. IS THURSDAY

A distinctly new type of recognition service for new Y. W. C. A. members will be held in the Bungalow Thursday at 4:30 p. m. The program will include music by a quartet, and scriptural readings which will be given by representatives of old and new members. This annual service is always impressive, according to Miss Florence Magowan, secretary.

Margaret Beyer, president of the Y. W. C. A., and Betty Manning, chairman of the membership committee, will represent the old members, while Dorothy Taylor, president of the Freshman Girl's Commission, will represent the new members. As old members have a distinct part to play in the program, Miss Magowan asks that they, as well as new girls, attend.

### "GOLD RUSH" DECLARED NEW CHAPLIN TRIUMPH

Surpassing his previous performances, Charles Chaplin enters a new field in dramatic-comedy in "The Gold Rush," now showing at the McDonald theatre. Chaplin combines in the picture, which was written by himself, supreme humor and pathos. His art is outstanding throughout, and the picture rises far above the average comedy. The experiences of the doughty prospector are presented in a manner that is unusual to the screen, a way that presents the hardships in a setting of humor, arousing in the viewer at once conflicting feelings. Chaplin proves himself a master of the cinematic art in producing a comedy that while humorous is far removed from the slapstick.

Serious thought has evidently been applied to comic situations, giving the picture a smoothness and continuity that earns for it the praise that critics have been practically unanimous in offering.

### HUNGRY STUDENTS MAY EAT THURSDAY

Rain or shine members of Theta Sigma Phi have devised a plan whereby every student and faculty member on the campus may be sure of getting a doughnut Thursday when the organization holds its annual doughnut sale, from 8 to 4 o'clock.

Every building is to be visited and a table maintained at the main library and another at the commerce building to give the best service. The doughnuts are to sell for five cents each.

The six active members of the group are Margaret Vincent, Esther Davis, Marian Lowry, Betty Cady, Mildred Carr, Helen Reynolds, Wadleigh. The seven pledges are Mary Conn, Grace Fisher, Minnie Fisher, Alice Kraeft, Genevieve Morgan, Ruth Gregg, Frances Bourhill. Marian Lowry is in charge of the sale.

### JUNIOR SHINES GIVE \$125 TO CITY NEEDY

Police Matron Has Fund For  
Holiday Cheer

In one of the banks of Eugene, there is a deposit of \$125 in a city charity fund to be checked out for the benefit of the poorer families of the city. This represents the money cleared Junior Shine Day, November 18. For the past four years the junior class has set aside a day for a shoe shining campaign, the proceeds of which are given to Mrs. M. S. Ady, police matron, to help in her work.

"The city has no Christmas fund," said Mrs. Ady, "but this money donated by the students assures me of the greater part of my Christmas fund. Now I feel as though I could begin planning, could visit my families and see what is needed. There is no reason why every child in town should not have his treats and toys as well as the substantial things I always like to put in Christmas baskets."

Mrs. Ady, although busy classifying the stores of old garments which come for distribution as Christmas draws near, stopped to express her sincere appreciation of the work done by the junior men and women. More old clothing was turned in even as she talked.

### BEND PRINTS LATIN PAPER

In answer to a report, by Alfred Powers, assistant director of the Extension Division, recently printed in the Emerald, concerning the fact that there was no Latin paper printed in the State of Oregon, Helen Carson, '22, now a teacher in the Bend high school, writes that her class in Latin published a paper last year written entirely in Latin.

SUBSCRIBE FOR THE EMERALD

### JUNIOR WOMEN TIE SOPHOMORES FOR LEAD

The sophomore and junior first teams virtually tied for the girls' inter-class volley ball championship, when the junior first team defeated the senior first team yesterday by a score of 40 to 29, and the sophomore first team defeated the senior second team by a score of 39 to 18. This gives the juniors five victories and one defeat, and the sophomores four victories and one defeat. The sophomores play their final game with the freshman second team next Thursday, but it is conceded that they will win.

The senior first team has now two defeats chalked up and is out of the running.

A fast and exciting game was played by the sophomore and freshman second teams and although the freshmen won with a score of 34 to 21, the sophomores played with only five girls. The junior third team, and the senior third team defaulted to the sophomore fourth team.

### DEMOLAYS INSTALL OFFICERS

The installation of the officers of the Councilor club, campus organization of DeMolays, which were elected to serve during the winter term of this school year will be held at a luncheon this noon in the Campa Shoppe. All members of the club are especially requested to be present, and an invitation to attend is extended to all DeMolays on the campus. There is no set cover charge, but each person present will order according to his own wishes.

## SANFORD'S FOUNTAIN PEN INK



ALWAYS GOOD  
ALWAYS THE SAME

This is the second of a series of luncheons the Councilor club plans to hold this year, and it is hoped that the number will exceed that of the first luncheon, when there were only forty present.

### ALUMNUS WRITES

Letters come in to the alumni office from various parts of the country and even of the world. Mrs. Stanley G. Roscoe, '17, (Martha Beer Roscoe) wrote recently from her home in Upper Mattole, California, in Humboldt County. Her letter speaks of her new home, the rough country in which exterior decorating must be done.

"We live somewhat off the beaten path," she writes, "but we are always glad to welcome Oregonians into our stronghold at any time." Their two boys have named the place "Our Forty" to distinguish it from the other forties in the district. Mr. Roscoe is assistant county engineer; they were unable to come back for Homecoming.

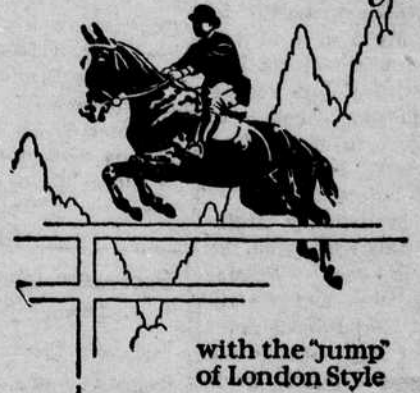
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For Men—\$25.00  
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GRAHAM'S  
FOOTWEAR

## Follow the Crowd

Everyone Eats at the Toastwich Shoppe

Our student lunch 11:30-1:00  
is becoming very popular

TOASTED SANDWICHES  
WAFFLES—CHESS PIES

Special price on toasted sandwiches  
by the dozen, for that  
hike or party

## Electric Toastwich Shop



If your hair lacks natural gloss and lustre, or is difficult to keep in place, it is very easy to give it that rich, glossy, refined and orderly appearance, so essential to well-groomed men.

Just rub a little Glostora through your hair once or twice a week,—or after shampooing, and your hair will then stay, each day, just as you comb it.

Glostora softens the hair and makes it pliable. Then, even stubborn hair will stay in place of its own accord.

It gives your hair that natural, rich, well-groomed effect, instead of leaving it stiff and artificial looking as waxy pastes and creams do. Glostora also keeps the scalp soft, and the hair healthy by restoring the natural oils from which the hair derives its health, life, gloss and lustre.

Try it! See how easy it is to keep your hair combed any style



## Does Advertising Pay



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