

## Mort Shows How to Borrow Easily

Advises Against Flattery, Abruptness Best

(This is the first of a series of educational articles of especial value to the engineering student. It will be known as the "How To—" series. "How to Borrow Money" is the first of this series.)

By Mort

The technique used by the average Tech student in the art of 'putting the touch on,' 'Mooving out of,' or any other term used to designate the process of borrowing money, is of the crudest form. The general procedure employed by the greater majority of Tech Touchers is the 'howdy pal' type.

This is recognized the world over as the simplest and usually most ineffective method. The victim is approached by the scintillating conniver with a heart warming, "hello, old boy, old pal, how are you. Gee, you're a swell guy"—and on, and on, and on. The expected answer is always, "Awright, how much do you want?"

What Does Victim Think?

From the psychological standpoint, the faintest hope for this reply should be far removed from the borrower's mind. To follow my point of view, put yourself in the victim's place. What does he think of first? Ninety-five per cent of the time he'll say to himself, "Well, now here's a fellow who's really fond of me. From all indications he's just dying to be friends. I guess I won't give him the dough, he likes me so much he'll be pals again anyhow." And so our hapless heel takes on the hunt for fatter and dumber game.

Now then, if our hare-brained hero had been well acquainted with the system used by the more astute shake-down artist, he would have appealed to the altruistic nature of his 'chosen' by a trickier and truly effective method.

The method is this: Approach your victim in a venomous mood. Let him know you despise him! Go as far as to tell him why . . . even point out his hateful characteristics. Now then, let us look at his psychological reactions. He'll think, "Now this guy's honest. He hates my guts and he tells me so. He hates me so much it'll probably kill him to be indebted to me. He'll pay as soon as he has it. I hate him so much I'd just love to be his creditor and watch him squirm." And so the process is completed by your getting the loan.

Here's Another Way

The preceding method can be applied universally but for a standard approach at an engineering school use this system. Pick some dim-wit in advance and keep supplying him with the homework. After a few weeks he becomes utterly dependent upon you. Then you've got him! Come to school on the pay-off day with a long look on your face. When old money-bags shows up for the work then you put the "Scrooge" on him. "I can't give it to you," you tell him. "Why," he'll plead. "Well, I put my slide-rule in hock and can't do it." When he hears this will he kick in? You bet!! It's been done to me many a time.

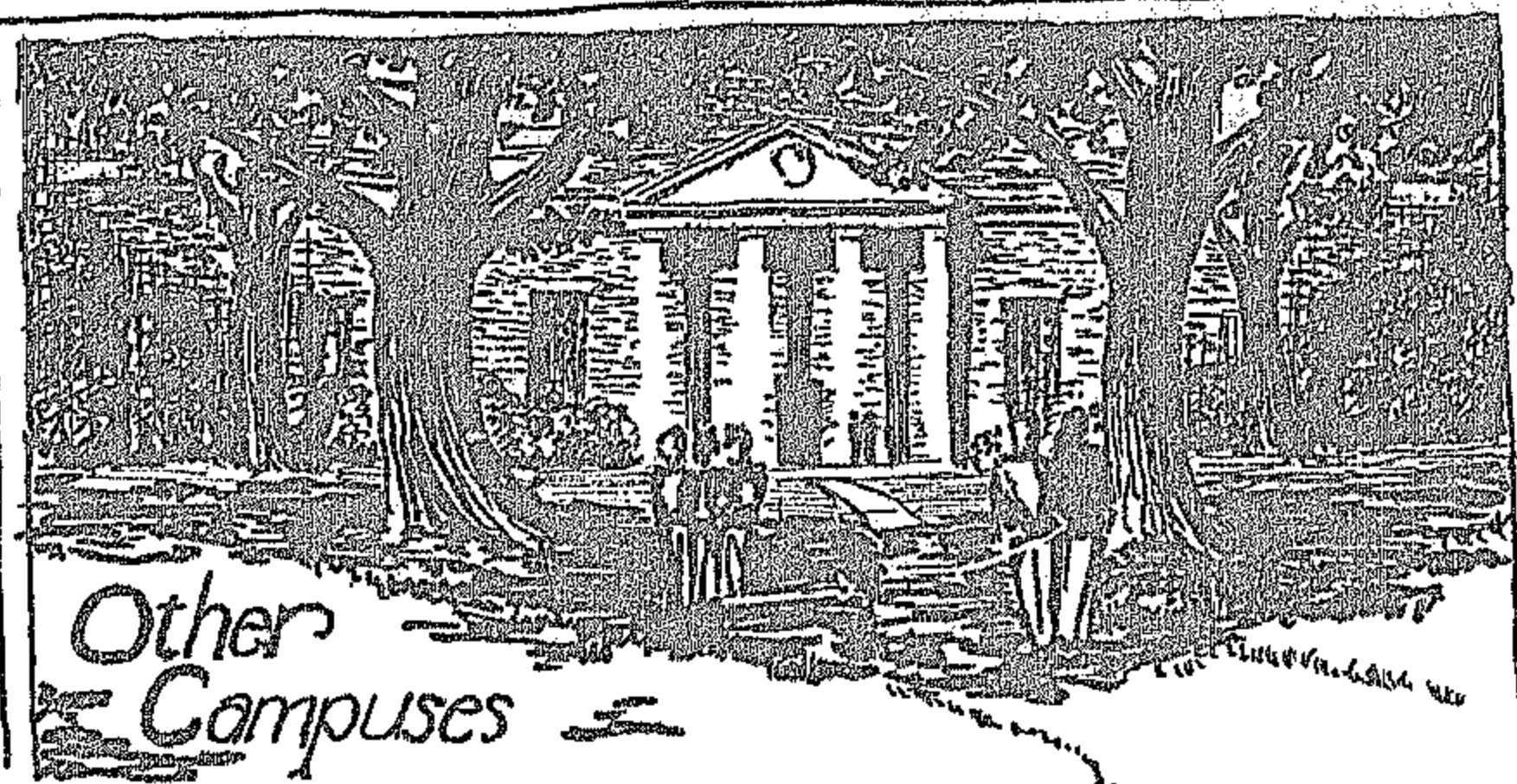
Anyhow, if your pecuniary condition is very bad, it wouldn't be a bad idea to go out and work for some money. You're old enuf to!!

## Sidelines-

(Continued from page one)

sufficient, and without many far away colonies; it is not essential that a national merchant fleet be forced. Thus they argue that direct subsidy (which seems a necessity to the shipping industry) breaks through our democratic economy into one in which business exists because a powerful central government wills it to be, and that business as a whole derives no benefits.

PROPOSERS OF THE DEVELOPMENT of our merchant marine insist that industry subsists on the efficiency of modern freight carriers, and therefore shipping must be considered an integral part of our national economy as an industrial nation. In 1914-15 foreign ships were withdrawn from U. S. trade for war service and export goods rotted on docks and in freight cars. Thus we are attempting now to build up a fast, modern, and efficient merchant marine under government support that will make American foreign shipping independent of international complications.



When little sister tears up that football ticket, do as one University of Indiana co-ed did. Paste the torn pieces on cardboard and present same at the gate. Note:—This won't work unless you're a girl.

Detroit Tech students are now being given the opportunity to extend the cultural side of their education. The music appreciation course, conducted by Mr. Mikulus, director of the music department, is one of those being offered.

A new but entirely welcome to collegiate football is being tried by John Hopkins University. School officials have abolished the cash gate and require only 'guest cards' for admittance to the home contests.

THE DAILY IOWAN'S COLUMNIST STATES THAT USUALLY THE BEST STUDENTS ARE THOSE WHO KNOW THEIR TEACHERS' IDIOSYNCRASIES. WE WONDER IF HE MEANS "AP- PLE-SHINING."

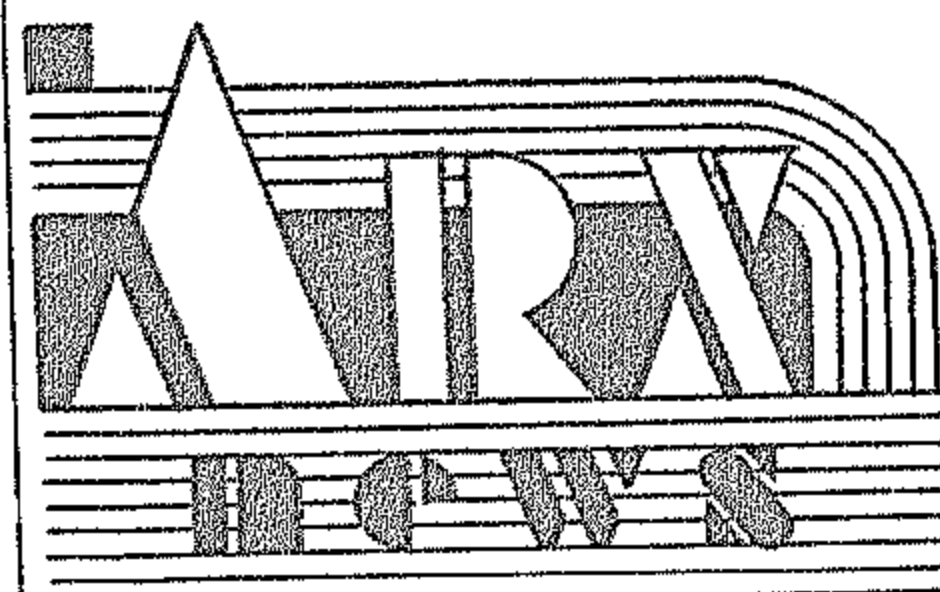
According to Dr. Gilbert Wrenn of the University of Minnesota's general college, college students can't read as rapidly nor as comprehensively as seniors in high school, but through scientific study their task can be made easier.

"THOUGH THOUSANDS OF GIRLS SERVE IN THE RUSSIAN ARMY, THEY'LL NEVER HAVE TO BE SOLDIERS IN THE U. S.—THEY USE TOO MUCH POWDER,"

## Group from A.S.M.E. Inspects Auto Show

Gleaming bodies and glittering chrome were the order of the day last Thursday when the Armour A.S. M.E. conducted an inspection trip through the Chicago Auto show held at the International Amphitheatre. The trip, which took place after the Armistice day assembly, was made possible by Professor Daniel Roesch, who was able to secure over two hundred tickets.

The trip was open to all Armour-ites regardless of department. The members enjoyed examining the features of each new model and noting the engineering developments in each case.



Twelve little seniors and one Big one had their plates sent to New York and one little one and one Big one received the New York judgment notice with a Mention smile. Several others are wearing half-smiles. The rest of the thirteen went off with a bang which makes them "guns." Baker and Johanson are the big smilers and Davidson, Kliphardt, Lader, Litwin and Pelz are half-smiles. Shaeffer showed the Class B fellows how to get a half Mention for nine hours work by rating on his Esquisse-Esquisse.

The Class B local judgment was very satisfactory for most of us. Bradt, McClanahan, Richardson, Shaeffer and Rea received First Mentions. There were also eight Mention men which made last Tuesday a real holiday.

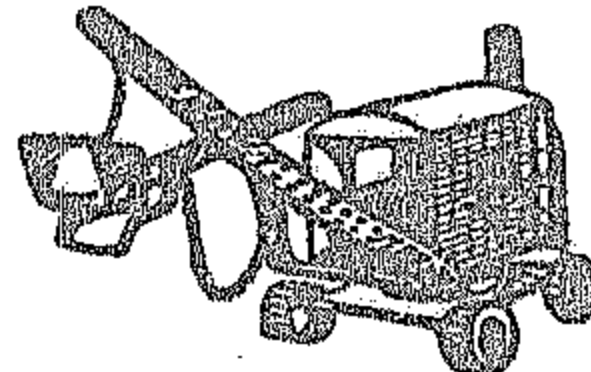
The only objector to the judgment was Nielsen, (excepting "tear em up" Mike) who said in his famous quotation, "I tell you frankly, Mr. Dornbusch, I just won't be satisfied unless I go to New York."

That man Cuneo is back in school again and even though he started six weeks late he has to take an additional day off to visit the morgue because some policeman objected to his seventy miles an hour try on the outer drive.

He was racing to get his bid to the Arx Carrossel because he knew that the bids would all be sold very soon. Have you yours?

ART GUM.

## The Steam Shovel



STEVE GRYGLAS, the mechanical Casanova, worked hard on the American Airlines hostess at the auto show, and couldn't figure out why she wouldn't take him up until he found out that she's to be married in January.

R. L. Kasper left his little 'number' book in the library last week. We find upon inspection that he has Shirley Temple's name listed in it. Could it be that he's going to join Shirley's Club. You'll have to be initiated too!

We have just learned we have a real cow-hand on the Campus. BERT GRIESBACH has his own horse, and worked as a cow-hand this past summer. He rode in three Rodeos during the summer. Perhaps this is where he got's that; "Well I'll tell you!"

MORT WALDMAN claims after he graduates, he's going to get married right away and have a nice cottage with flowers and even a vege-

## Gorjus Bodies Adorn Oughto Show Ampithayter Smells of Back Home

Deer Sally,

Well, my little red blueberry, another weak has roaled arownd, and I was under the roaller. However, as Abe Lincoln once sed, "A man is never down untill the laste side is out, unquote, and I am the same.

I have went to the oughto show hear at the ampithayter, near the stock-yards, and I smelt the good old familiar smells of bak home outside this hear ampithayter.

I have never sean so many bewti- full chassis, graceful curves, shineing lamps, slender bodies with stream- line, gorjus paint jobs . . . as those girls demonstraighting some of those

table garden. He's even got the fever.

Bob Worchester—We'll have the senior dance in Stickney sositll be close to most of our homes.

George Palka—I take 'em home early so I can spend more time say- ing good-night.

Ed "Ehree Fender" Berger — What do you mean . . . my first date!! I went out with the girl next door twice!!!

Chuck Sellen—With my car they're all pushovers for me . . . besides, I'm really good looking in my new derby.

cars. The site of them at the show were enuff to gear me up so I'd want to clutch them in my arms, shift them to my lap, throttle and choke any guy who tryed to chisellin, crank owt tender sayings, steer them to her ears, and test her paint job, if she cood spare me the tyme. However, Sally, their was only one other lov in my lyfe outside of you, but papp- y's pig "Windjammer II" died a year ago.

There were won swel modell at the show, it were a W. C. Fields-Sonja Henie (o boy) modell. It had thin lizing glass and Power headlites, and ran awl daye on 2 quarts.

Sum of these long-beerded he-men at skool better watch out, Sally. Just the other day I axed a preecher wy men angles didn't have beerds, and he replied quote because men get too heaven by such close shaves, unquote.

As I am going to an ox danz—I think they call it—this weak, I trimmed my beard with the rumming howse axe, and took another bathe this year. Gosh, a bath makes me feel uncomfortable four a month, but suppose I'll have to take won agin Christmass. Incidentally, I am going too take a spoon too this danz in kase my partner wants to. Every tyme she stepps on my feat I'll think of you, Yures,

—Stoopbrain Bliss.

It's a big day with a smoker when he finds out about Chesterfields

Smokers like that Chesterfield TASTE and sure as shootin' they're Milder

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