

IFCPA Constitution—

(Continued from page one)
FMA Board of Trustees meeting Monday night.

Member fraternities will be notified that they should provide their own materials from the time FMA goes out of business until IFCPA begins operations.

Business done with fraternities so far this year totals about \$102,000, as compared with last year's total of \$95,000.

2 Drop Membership

Two fraternities dropped their membership in FMA this month. Pi Kappa Alpha withdrew for financial reasons, and Kappa Delta Rho withdrew to take advantage of bargain prices available through the house caterer.

About eight fraternities are not giving full participation to FMA, it was announced at the meeting.

In other business at the IFC meeting, it was announced that self-nominations for IFC offices should be made by letter sent to the IFC Office in the Hetzel Union Building. Letters must be in by midnight Sunday.

Candidates' speeches will be made at the IFC meeting at 7:30 p.m. Monday in 219 Electrical Engineering. Elections will be held March 25.

Forms to Be Sent

Forms will be mailed to all fraternities this week by the outstanding fraternity award committee. These forms will request information which will be used to select the fraternity to receive the award.

Fraternities were asked to provide housing for Armed Services personnel who will be at the University May 2 to participate in Spring Week. Accommodations for from 50 to 80 will be needed.

Letters stating how many can be housed should be sent by each fraternity to the Fraternity Affairs Office in the HUB.

Joseph Eberly, IFC parliamentarian, moved that a stipend of \$37.50 be allotted to the executive secretary of IFC rather than to the secretary-treasurer. This amendment to the constitution will be voted on at next week's meeting.

Next week's meeting also will include an advance ticket sale for the IFC-Panhellenic Ball.

'Precious Bane' Tickets Available

Free tickets for the Experimental Theatre play "Precious Bane" will be available Thursday and Friday in the Greenroom of Schwab Auditorium.

The play opens a three-day run Tuesday in the Little Theatre in Old Main.

Adapted by Warren Smith, associate professor of theatre arts, from a novel by Mary Webb, the play is the story of Shropshire country folk and a curse involving the Sarn family.

Mark Wallace, graduate student in theatre arts from Bristol, will direct.

Grants Available For ROTC Men

Regularly enrolled Reserve Officers Training Corps students are eligible to apply for \$50 awards from the Frederick Brooks Hubbell Scholarship Fund for 1957.

These ROTC men must have completed at least three semesters of Spanish or Portuguese and must now be enrolled in the fourth semester of the language. Candidates should apply in writing to their military department head before March 18.

Professor to Discuss 'Tiger Who Took Over'

"The Tiger Who Took Over" will be discussed by Dr. Robert W. Green, assistant professor of history, at 7:30 tonight in the Hetzel Union auditorium.

He is the second speaker in the Last Lecture Series sponsored by Mortar Board, senior women's hat society.

Oil Painting Returned

"The Easter Hat," an oil painting which has been on tour with the Centennial Exhibition of Pennsylvania Painters, has been returned to the University and will be hung in the Old Main lounge.

Co-Edits

New pledges of Delta Sigma Phi are Thomas Daubert, John Featherman, Wilbert Schollaert, Robert Sterner, William Smith and Joseph Washko.

The newly-elected officers of the Delta Sigma Phi pledge class are Charles Wunder, president; and Conrad Baer, secretary.

Phi Kappa Sigma has initiated David Allison, Michael Beattie, Challen Bonar, Larry Brasher, James Cline, Noel DeCavalcante, Richard Deible, Arthur Dreyer, James Eckert, William Guhl, Jon Hoffman, Jack Javens, Alan Lees, Jack LoBue, Nicholas Molloy, Robert Mullan, John Ruff, William Schaal and Ralph Souder.

New social pledges at Pi Kappa Phi are Charles Burfield, James Elliot, Edward Forte, Kenneth Garee, Jack Hendricks, Richard Kleinert, Robert Kreider, Edward Lentz, Alexander McKay, Maurice Ranc and James Warren.

New pledges at Phi Kappa Sigma are Peter Arnold, Douglas Houck, Jefferson Grunden, James Kane, James Lauterbach, James Mason, Robert Meehan, John Ranck, John Righi, Kenneth Sauer, Richard Solt, George Smith, Richard Snyder, John Studebaker and Paul Winslow.

New initiates of Beta Sigma Omicron are Elaine Bailey, Joan DeLacy, Lynn Fox and Ruth Ott.

COED COUNSELING

Camp Woodlands, Bridgeton, Maine will interview women for counselor positions

Thursday, March 14, 1957.

Sign up in advance at the Student Employment Service . . . 112 Old Main

CLASSIFIEDS

ADS MUST BE IN BY 11:00 a.m. THE PRECEDING DAY
RATES—17 words or less:
\$0.50 One insertion
\$0.75 Two insertions
\$1.00 Three insertions
Additional words \$ for .65 for each day of insertion.

FOR GOOD RESULTS USE COLLEGIAN CLASSIFIEDS

FOR RENT

ONE-HALF ATTRACTIVE, quiet, pine-paneled room. Private bath; private entrance. 242 Nimitz Ave. Phone AD 7-3309.

LOST

ON CAMPUS, Penn State ring, blue stone with Pi Kappa Phi insignia, '56. Lew Shemery AD 7-4957. Reward.

WILL PERSON who took red English Bike in front of Rec Hall Sunday night please return it to porch of Marilyn Hall, 317 E. Beaver.

PENN STATE class ring, 1957, with letters Alpha Gamma Pi, blue stone, initials J. M. H. Call AD 8-6684.

ALLIGATOR RAINCOAT Saturday nite DTD: left pocket sewed, safety pin inside right lapel. Reward. Bob ext. 783.

GIRL'S GLASSES, white frames in tan case, name on case—Dr. Ewalt. Phone ext. 1097, Phyl. Reward.

BLACK BILLFOLD, vicinity 200 S. Allen St. Contains important papers. Reward. Call AD 8-8324.

ONE BROWN Stetson Hat, Ivy-League style, at ZBT Saturday night. Call Rick, AD 7-7732.

BLACK AND gold Waterman Pencil. Vicinity of Osmond Lab. Please call Ray ext. 262. Thank You.

PARKER 61 black pen with silver top and clip—vicinity parking lot 42. Reward. Call EL 5-9781 after 6.

BROWN AND Silver lady's lighter left on HUB table Wednesday. Contact Pat Earley 358 McElwain.

1.D GOLD-PLATED Wristband. If found call H. Nevin Lausch ext. 295. Reward.

WORK WANTED

EXPERIENCED SECRETARY desires typing of these reports, term papers, etc. Fast, reasonable service. Phone AD 8-6943.

WANTED

TO BUY ticket for Westminster Choir tonight. Phone AD 7-4060 this morning or 4 to 7 p.m.

HELP WANTED

RESPONSIBLE WOMAN student or employee to exchange part-time care of child for room and board. Please call AD 8-8798.

MISCELLANEOUS

FOR PROMPT and expert radio and phonograph service stop at State College F.V. 232 South Allen Street.

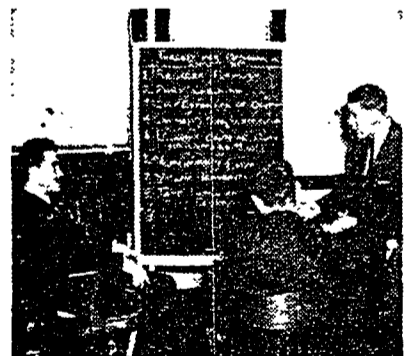
IS YOUR typewriter giving you trouble? If so call AD 7-2492 or bring machine to 635 W. College Ave.



You're Gene McGrew . . . high school footballer and class officer. You won a scholarship and went through Princeton in the top third of your class . . . managed varsity track . . . commanded an artillery battery in Korea . . . "When you put a lot of preparation into your career," Gene McGrew feels, "you should expect a lot of opportunity in return."

Meets IBM representative

Out of the Army in 1953, Gene met an IBM representative. It sounded like opportunity. A few interviews later, Gene was sure. Although sales was only one of the many jobs he felt he could handle, this kind of selling—(IBM machines are as much an idea as a product)—promised to occupy every talent he possessed. Besides, he's learned that "no other form of training produces so many top business managers."



Gene outlines programming test

Then began a 13 months' training program marked by merit salary increases. First—3 months' schooling and observing operations in Pittsburgh (Gene's hometown). Next—2 months' studying the applications of IBM's electronic data processing machines in business, science, government, and defense. Followed by 7 months' practical training in the field, with customer contact. Followed by IBM's famous course in selling methods. Finally, assignment to a sales territory near Pittsburgh, responsible for about 14 companies and their executives who used IBM equipment, and a dozen or so more who were logical prospects for it.

What's it like to be AN IBM SALESMAN?

Selling to management is perhaps the best training for management, and it's the reason Gene McGrew joined IBM. Today, he possesses a thorough practical Business Administration education, responsibility, an excellent income—all at age 27. Read about an unusual career.

Makes first sale

Gene's first sale, to a bank, required thorough study; consultations; a written recommendation. The climax came, Gene remembers, when he submitted his analysis to the vice president and received that gentleman's signature.



Discussing customers installation

Gene's latest sale was to a large industrial corporation. He's now preparing this customer for the installation of an IBM electronic system designed to simplify financial procedure; inventory and other systems problems. At 27, Gene finds himself top man on an important account. He's educator, salesman, administrator.

How would Gene define selling?

"We feel the best way to sell is to be able to consult. The best way to consult is to know something of value your customer doesn't. IBM's 'something of value' is profit through automation."

Gene's thoughts on competition:

"The entire Office Machine Industry feels the lead pencil is the biggest competitor. You've no idea how many time-consuming clerical jobs can be mechanized, thus freeing people for important, creative jobs. IBM's success in the field is due to service, knowledge, 'know-how'."

Does Gene find his youth a handicap?

"It's what you know—not how old you are—that counts. I deal with executives twice my age on a basis of

equality, because they respect my training and my business judgment."

Future wide open

"I'm getting married soon, and I was amazed to realize how much security IBM's growth (sales have doubled on the average every five years since 1930) and benefits represent. But I think my real security lies in the chance to use my own ability fully and freely. There are nearly 200 Branch Managerships, 15 District Managerships and executive positions in 5 other divisions ahead of me. IBM is introducing new machines, systems and concepts so fast that, every Monday, we have a 'new idea' meeting just to keep up."

IBM hopes this message will give you some idea of what it's like to be a salesman at IBM. There are equal opportunities for E.E.'s, I.E.'s, M.E.'s, physicists, mathematicians, and Liberal Arts majors in IBM's many divisions—Research, Product Development, Manufacturing En-



Checking out new client's system

gineering, Sales and Technical Service. Why not drop in and discuss IBM with your Placement Director? He can supply our brochure and tell you when IBM will interview on your campus. Meanwhile, our Manager of College Relations, Mr. P. H. Bradley, will be happy to answer your questions. Write him at IBM, Room 9401, 590 Madison Ave., New York 22, N. Y.



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