

Booklists--

(Continued from page five)

Comm. 128—Salesmanship: Prin. and Methods, Pederson, Irwin  
 Comm. 161—Econ. of Transportation, (5th ed.), Locklin, Irwin  
 Comm. 162—International Trade Prin. and Pract., Horn, Prentice  
 Comm. 168—Insurance: Prin. and Coverage, Lucas, Holt  
 Comm. 218—Money and Banking, Foster, Prentice  
 Comm. 228—Marketing Manag., Davis, Ronald  
 Comm. 222—Advertising, Kirkpatrick, Houghton  
 Comm. 224—Retailing Management, Brown, Ronald  
 Comm. 243—Pa. Bus. Law, Tanner, Biesel; and Intro. to Basic Legal Prin., Phalan, Cont. Ed.; and Basic Law of Agency, Phalan  
 Comm. 244—Basic Law of Bailments and Shipments, Problems Concern. Sales and Financing Transactions, Phalan, PS Cont. Ed.; and Bus. Law Under the Uniform Commercial Code, Phalan, Prentice  
 Comm. 245—Code Bus. & Fed. Law, Cook, Macmillan; Partnerships & Corp., Phalan, PS Cont. Ed.  
 Comm. 250—New Enterprises & Small Bus. Manag., Day Irwin  
 Comm. 252—Executive Decisions & Operations Research, Miller, Prentice

Comm. 266—No Text  
 Comm. 297—Quant. and Anal. on Real Estate, (4th ed.), Scemenow, Prentice  
 Comm. 300—No Text  
 Comm. 326—Marketing: text, cases and readings, Hansen, Irwin  
 Comm. 324—Mgmt. of Sales Force, Stanton, Irwin  
 Comm. 345—Comm. Air Trans. (5th ed.), 1961, Frederick, Irwin  
 Comm. 382—Readings in Property & Casualty Ins., Snider, Irwin  
 Comm. 406—No Text  
 Comm. 418—Estate Plans, Casey, Inst. for Bus.  
 Comm. 424—Marketing Research, Boyd, Irwin  
 Comm. 462—Case Prob. in Trans. Mgmt., Baker, McGraw  
 Comm. 491—Land Econ. (Rev. Ed.), Renne, Harper  
 Comm. 492—Admin. Organization, Pfiffner, Prentice  
 Comm. 504—No Text  
 Comm. 506—Case Prob. in Finance, Hunt, Irwin

Comm. 534—Intro. to Sales Mgmt. (4th ed.), Toodal, McGraw  
 Comm. 574—Manual for Writer's Term Papers, Turabian, U. of Chicago  
 Comm. 577—Policy Formulation & Admin., Smith, Irwin  
 Eca. 2—Econ. Eca., McConnell, McGraw  
 Eca. 14—Principles to Eca., Chandler, Harper; add Econ. Prin. & Public Issues, Ozensfeldt, Reinhardt  
 Eca. 58—Eca. of Banking and Money (3rd ed.), Chandler, Harper  
 Eca. 285—Intermed. Eco. Theory, McInnes, Lipincott  
 Eca. 315—Eca. of Labor Relat., Bloom, Irwin  
 Eca. 323—Govt. Finance, Dye, Irwin  
 Eca. 372—Soviet Eco. Power, Campbell, Houghton  
 Eca. 486—History of Eco. Thought, Taylor, McGraw  
 Eca. 485—Pricing & Equilibrium, Schneider, Macmillan  
 Eca. 486—Eca. Development, Kindleberger, McGraw  
 Eca. 419—Labor Arbitration, Trettis, Simmons

Eca. 423—No Text  
 Eca. 425—Money Market & Its Inst., Nadler, Ronald  
 Eca. 458—Bus. Fluctuations, Kaley, Prentice  
 Eca. 459—Monetary Theory & Fiscal Policy, Hansen, McGraw  
 Eca. 494—Linear Programming & Eca. Analysis, Dorfman, McGraw  
 Eca. 500—Eca. Theory and Operations Analysis, Baumol, Prentice; and Readings in Linear Programming, Vadja, Wiley  
 Eca. 507—No Text

Eca. 512—The Wage Price Issue, Bowen, Princeton  
 Mgmt. 118—Mgmt: Analysis, Concepts, and Cases, Haynes, Prentice  
 Mgmt. 226—Personnel: The Human Prob. of Mgmt., Strauss, Prentice  
 Mgmt. 222—The Administrator: Cases of Human Relations, Glover, South-Western  
 Mgmt. 239—Public Rel.: Prin., Cases & Problems (3rd Ed.), Bettrand, Irwin  
 Mgmt. 232—Automatic Data Process Systems, Gregory, Wadsworth  
 Mgmt. 314—Policy Making & Executive Action, McNichols, McGraw

COLLEGIAN CLASSIFIEDS

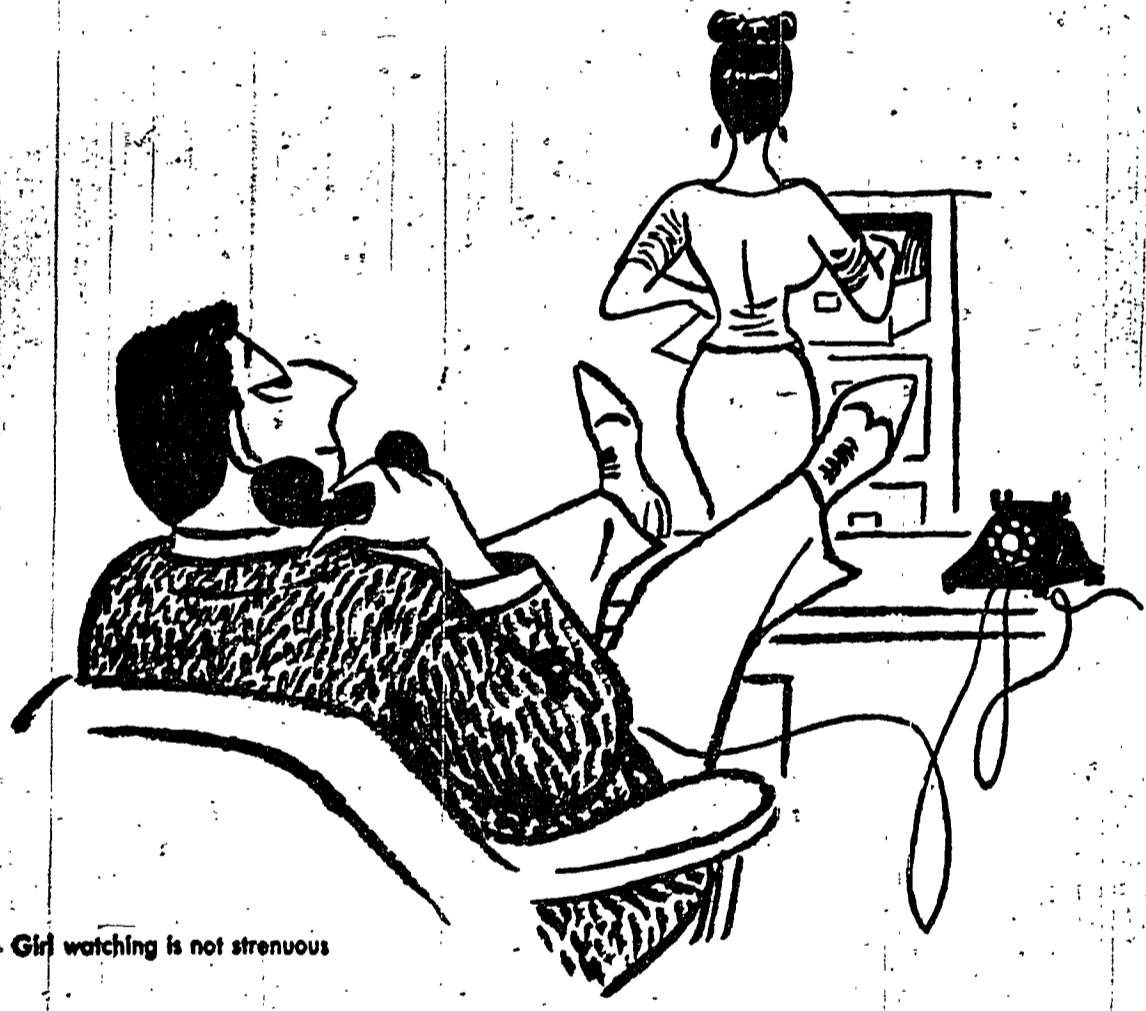
**FOR SALE**  
 SPARTAN TRAILER, 25'x5'. Economical living. Very reasonable. Call between 6-7, AD 8-8106.  
 SPORTS CARS: We've gotten. All makes and colors. Over 200 new and used Porsches, Alfa-Romeos, Jaguars; MGTC's; TD's, TR's, Healey's; and Sprite's; Volvo's; VW's; Ghia's; 4-wheel drive Land Rover's. Complete financing and trade in all cars. B-4-U BUY B-SUR-U get R deal. Open till 9 p.m. Write or phone Sales Manager for list and prices on models and colors interested in. European Motors, Rossville, York County, Penna. Phone Dillsburg 4881.  
 PACKAGE DEAL—'51 Pontiac, inspected, new snow tires; Wizzard Motor Bug—\$115. Call Al UN 5-5082 except mealtimes.  
 1953 MG TD; red, new rubber, good leather, beat, beautiful brightwork. Call HO 6-6874.

**FOR SALE**  
 BANJOS, UKES, Guitars, Pianos, Hammond Organs—strings, books, all music supplies. Pifer Music Centers, Benner Pike. Open 'til 8 p.m. daily except Weds. Phone EL 6-3441.  
 TRADE-IN TELEVISION Sets, completely reconditioned. 1962 Zenith T.V. Electronic Service. TELEVISION SERVICE CENTER at STATE COLLEGE TV.  
 SINGER PORTABLE, sews forward and backward, uses round bobbin. Guaranteed. \$37.00. AD 8-8367.  
 1956 T-BIRD, full power, hardtop, plus new soft top, automatic shift. AD 8-1380 between 6-7.  
 RACKS, COTS; Assorted used reasonably priced steel racks. Call AD 7-2941, ask for house manager or Lew. See any morning Monday-Friday, 9:00 a.m.-12 noon at Alpha Epsilon Pi, 429 E. Hamilton Ave.

**ELECTIONS TONIGHT**  
 FOR  
**PENN STATE EDUCATION ASSOCIATION**  
 109 OSMOND LAB  
 7:30 - 8:00  
 also announcing  
**New \$35 Essay Contest**  
 OPEN FOR ALL  
 BRING MATRIC CARDS

**New College Diner**  
 Downtown Between the Movies

**Girl Watcher's Guide**  
 Presented by Pall Mall Famous Cigarettes



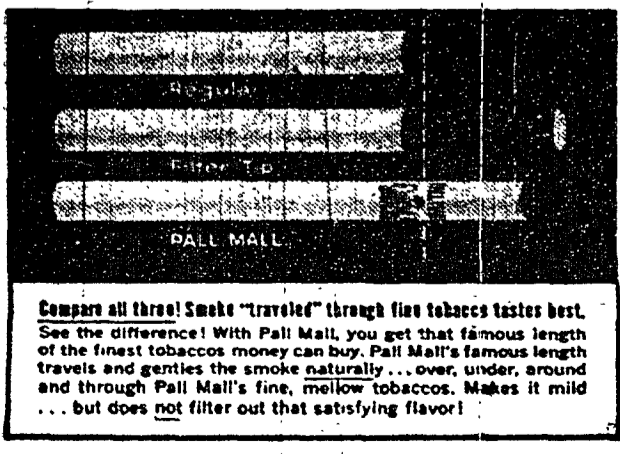
Girl watching is not strenuous

LESSON 9 - Advantages over bird watching

Although girl watching will inevitably be compared with bird watching, it enjoys many obvious advantages. For one thing, it is less strenuous.

The bird watcher usually has to hike out into the woods where there is often a great deal of climbing over rocks and fallen trees and, occasionally, some swimming

across rushing streams. Girl watching sites, however, are generally accessible to the watcher's home, school or place of business and can usually be reached without great effort. Perhaps no other hobby is so easy to enjoy. (Pall Mall is easy to enjoy, too. That's because Pall Mall's natural mildness is so good to your taste!)



Compare all three! Smoke "traveled" through fine tobacco tastes best. See the difference! With Pall Mall, you get that famous length of the finest tobaccos more can buy. Pall Mall's famous length travels and gentles the smoke naturally... over, under, around and through Pall Mall's fine, mellow tobaccos. Makes it mild... but does not filter out that satisfying flavor!

Pall Mall's natural mildness is so good to your taste!

So smooth, so satisfying, so downright smokeable!



This ad based on the book, "The Girl Watcher's Guide." Text: Copyright by Donald & Susan. Drawings: Copyright by Eldon Sedell. Reprinted by permission of Harper & Brothers.

**FOR RENT**  
 AVAILABLE IMMEDIATELY: Unfurnished one bedroom apartment; heat, water, stove and refrigerator furnished. For further information call AD 8-0686.  
 GRADUATE STUDENTS, upperclassmen—Comfortable rooms with hot and cold running water or private bath. Insulating mattresses. CENTRAL Parking. Accommodations to inspect and compare. The Colonial, 123 West Nittany. AD 7-7192 or AD 7-4850.  
 3-ROOM FURNISHED apartment, suitable for 3 or 4 male students. Private entrance. AD 7-3231.  
 TWO-ROOM furnished Apartment. Prefer married couple. Rent \$65 per month. Call AD 7-2027.  
 SINGLE ROOM and double room near campus, parking. AD 8-6678.  
 TWO SINGLE ROOMS for spring term. Parking. College Heights. AD 7-2174.

**WANTED**  
 ALL FORMS of typing desired. Fast and economical. Call AD 7-7719. Pick-up and delivery.  
 MEN TO SHARE apartment for spring term. Call UN 5-4923 after 11:30 p.m.  
 MALE TO SHARE an apartment in Washington, D.C. area after March graduation. Call AD 8-1989.  
 RIDE TO Greensburg area Friday, March 9. Call Nancy AD 7-3405 before 10:30 p.m.  
 THREE MEN to sublet furnished two-bedroom apartment for summer term. Call Don AD 7-7247.  
 RIDE TO Florida Thursday, March 15 evening or March 16 morning or early afternoon. Call Molla UN 5-6610.  
 WANTED—YOU TO come to our Interlandia Folk Dance Friday, 7:30 p.m.-11:00 p.m., HUB Ballroom. Admission Free. Beginners welcome.  
 WANTED: RIDE desperately needed to New Jersey March 9 or March 10. Asbury Park vicinity preferred. Call Sue, UN 5-2437.  
 WANTED: THIRD GIRL to share modern four room apartment. AD 7-3943.  
 MALE TO share apartment with two students for remainder of term. Call AD 7-2514.

**WORK WANTED**  
 WOMAN DESIRES typing to do in her home. Experienced. Phone AD 8-8184.

**LOST**  
 GIRL'S BLUE GLASSES in grey case and blue wallet. Call Jane UN 5-7449.  
 "81" COLLEGE RING: Drew U., initials P.W.G. inside. South side parking lot No. 83. Reward. Call Pat UN 5-9664.

**FOUND**  
 COPPER BRACELET near Home Economics South. Owner may have by identifying. AD 7-4066.

**MISCELLANEOUS**  
 RHO EPSILON, National Real Estate Fraternity. Meeting at Sigma Pi, 303 Thompson St., 7:30 p.m. Wednesday. Election of officers. Refreshments.  
 RIDE WANTED to Florida, March 15, late Thursday evening or Friday morning or early afternoon. Molla, Edelstein, UN 5-8818 or AD 7-9178.  
 TREAT FOR tired taste buds: Herlocher's fish suppers (sole and shrimp) and fish snack sandwiches—delivery from 4:30-1:00 daily.  
 SKI DIVISION meeting, 7:00, 112 Buckhout, Thursday, March 8. Trip money due at meeting.  
 INTERESTED IN seeing Europa completely and inexpensively this summer? Call Mr. Nelson UN 5-6345.  
 FOR LENT or just for a change: Herlocher's fish suppers (sole and shrimp) and fish snack sandwich—try it tonight!  
 HAVE JEEP — will pull stack! Car won't start! Call Bob, Nittany 13, Room 20, UN 5-3218.  
 ATTENTION SOCIAL Chairmen: Thinking about a Jammy or a Pledge Formal in the spring. THE COLLEGIANS have a limited number of bookings still available. Rock 'n' roll, standards, or jazz. Contact Jeff Brown, AD 7-7683.  
 ROCK CLIMBING Division meeting to night, Wed. March 7, 7:00 p.m., 112 Buckhout. Slides of spring climbing schedules distributed.  
 PSOC CANOE TRIP Sunday, March 11, 1962. Sign up at HUB desk.