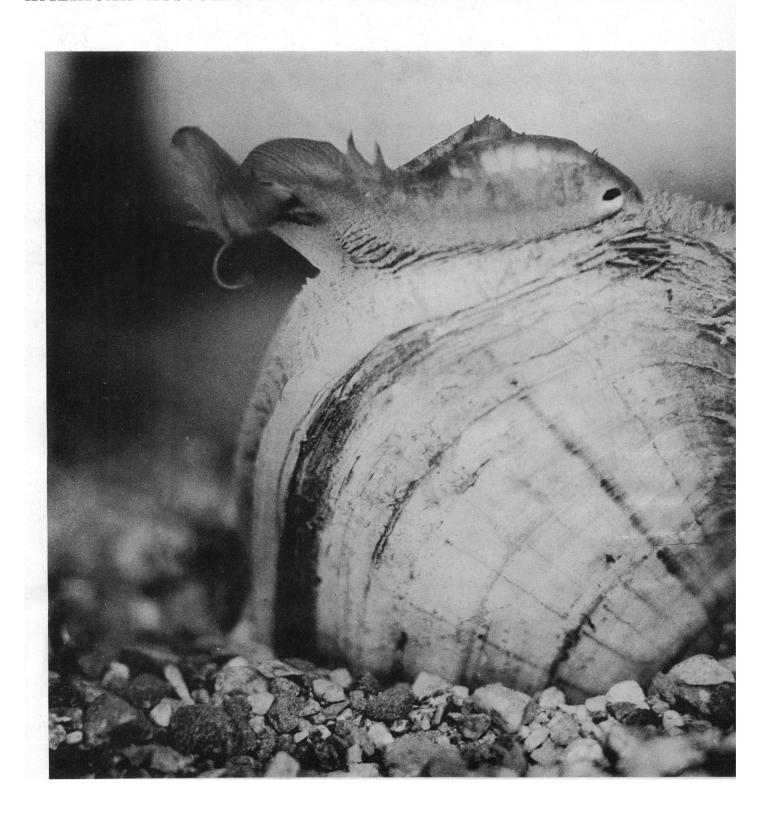
SCIENCE

14 July 1961 Vol. 134, No. 3472

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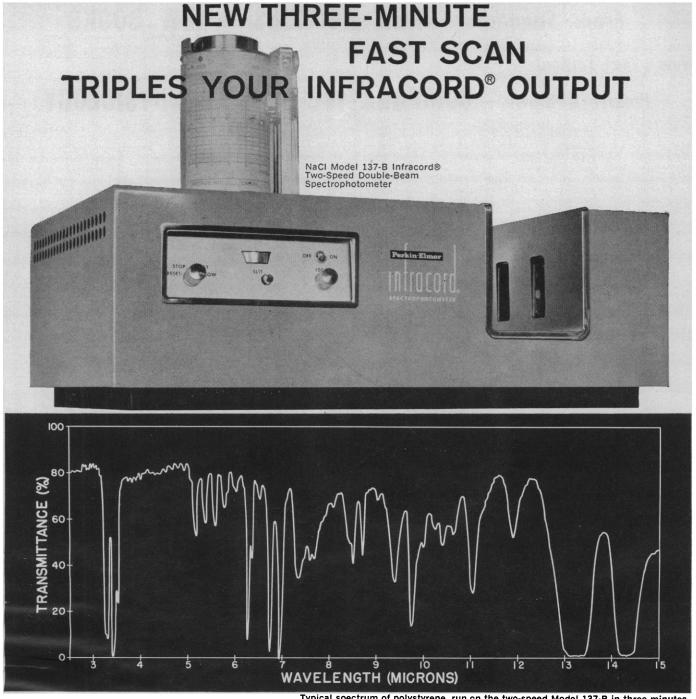
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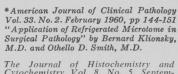
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Cover	A female Lampsilis ovata ventricosa (Barnes). This fresh-water mussel is one of a family having glochidia or young that are parasitic on the gills of fishes. The females of this group, during the breeding season, develop lures, such as the fish-like projections of the edge of the mantle shown here. These projections attract fish to the vicinity of the mussel, thereby assuring transfer of the young larva to the host. [J. H. Welsh, Biological Laboratories, Harvard University]				



The Journal of Histochemistry and Cytochemistry Vol. 8, No. 5. September, 1960, pp 310 "A Frozen Section Freeze Substitutions Technique and an Improved Cryostat" by Jeffrey P. Chang and Samuel H. Hori.



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The Company They Keep

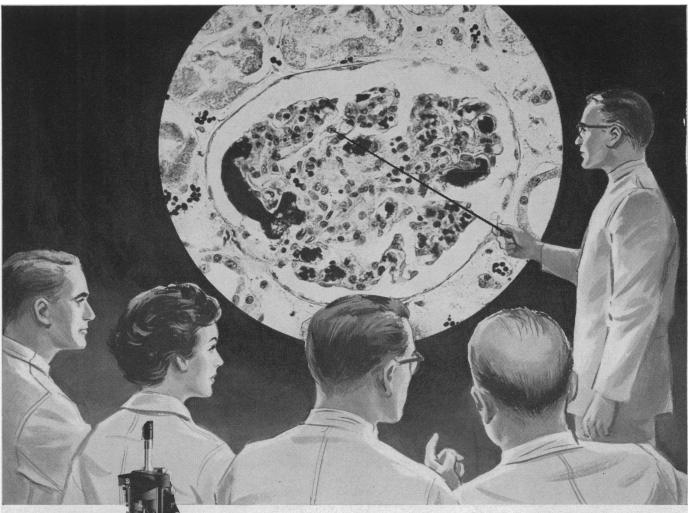
One of the tasks of the Federal Trade Commission, according to the Encyclopaedia Britannica, is to order business organizations to stop using deceptive advertising when such organizations are found to be so engaged. A few weeks ago Encyclopaedia Britannica, Inc., was ordered by the Federal Trade Commission to stop using advertising that misrepresents its regular prices as reduced prices available for a limited time only. Besides the familiar 24-volume Encyclopaedia, the company sells such things as a book case, an atlas, a reference service, and the Britannica book of the year. Sales are made directly to the public through the publisher's 2500 or so salesmen, with advertising in national magazines backing up the sales force.

Some of the company's sales practices are ingenious. The FTC shows, for example, how the prospective customer, once he has gained the impression that he is being offered the Encyclopaedia and accessories at reduced prices, is led to believe that the purported reduced prices are good only for a limited time. This is done by two kinds of statements, each being true enough if regarded separately.

The first kind of statement, which appears in written material, says such things as "This offer is necessarily subject to withdrawal without notice." Such a statement, as the company pointed out at the hearings, is not untrue. The offer certainly could be withdrawn, although, as a matter of fact, with the exception of a version of the Encyclopaedia bound in something called "Blue Levantex," there has been no change in prices since 1949. The second kind of statement is made orally by the salesmen. Upon conclusion of the sales presentation, if the prospective customer wants to think things over, the salesman will say that the prospect had better make his mind up right away, for the salesman will not return. And again, as the company also argued, the statement is true enough. The threat is not empty, for, in fact, salesmen generally do not call again.

But the two kinds of statements taken together, according to the FTC, create an illusion. The refusal of the salesman to return, viewed against the warning that the offer is subject to withdrawal—and also viewed against the impression, created by other means, that a reduced price is being offered—leads the prospect to believe that the salesman's refusal means the withdrawal of an opportunity to obtain reduced prices. Interestingly enough, although the threat not to return is not empty, carrying it out involves no loss to the company. Experience has shown that when a sale is not completed on the first call, the salesman will do better trying his luck on a new prospect rather than going back to the old one.

In volume I of the Britannica, after the dedications to John Fitzgerald Kennedy and Queen Elizabeth II, there are acknowledgements to the many persons whose "cordial cooperation," as the editors put it, makes this enterprise possible. These many persons are the professors of the Universities of Chicago, Oxford, Cambridge, and London who provided editorial advice, and the thousands of authorities in different fields who wrote the actual articles. Perhaps, then, the FTC should not be the only group reviewing the business practices of Encyclopaedia Britannica, Inc. A committee of these authorities might also have some thoughts on the methods by which their efforts are being sold. Should these methods not earn the committee's approval, it might advise contributors to make their cooperation a bit less cordial.—J.T.



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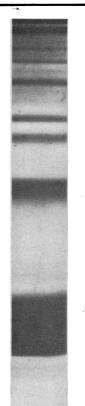
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Meetings

Forthcoming Events

August

10-16. International Congr. of Biochemistry, 5th, Moscow, U.S.S.R. (N. M. Sissakian, Leninsky prospekt, 33, Moscow)

10-16. International Union of Biochemistry, 4th general assembly, Moscow, U.S.S.R. (R. H. S. Thompson, IUB, Dept. of Chemical Pathology, Guy's Hospital Medical School, London, S.E.1, England)

12-19. Fast Reactions, summer school, Cambridge, England. (Secretary of the Summer School, Dept. of Physical Chemistry, Lensfield Road, Cambridge)

13-18. Microchemical Techniques, intern. symp., University Park, Pa. (H. J. Francis, Jr., Pennsalt Chemical Corp., P.O. Box 4388, Chestnut Hill Post Office, Philadelphia 18, Pa.)

13-18. Theoretical Aspects of Magnetohydrodynamics, seminar, University Park, Pa. (Conference Center, Pennsylvania State Univ., University Park)

13-19. International Assoc. of Applied Psychology, 14th congr., Copenhagen, Denmark. (Congress Secretariat, 19 Sankt Pederstraede, Copenhagen K.)

13-19. Training for Research in the Processes of Vision, 1st intern. conf.. Rochester, N.Y. (Office of Public Information, River Campus Station, Rochester)

14-17. Calorimetry Conf., intern., Ottawa, Canada. (J. E. Kunzler, Bell Telephone Laboratories, Murray Hill, N.J.)

14-19. International Medical Conf. on Mental Retardation, 2nd, Vienna, Austria. (Miss E. Langer, Div. of Maternal and Child Health, State House, Augusta, Maine)

14-19. Symposium on Radiation, Vienna, Austria. (World Meteorological Organization, 1 Avenue de la Paix, Geneva, Switzerland)

14-25. Israel Medical Assoc., 5th world assembly, Jerusalem, Israel. (Beth-Harofeh, 1 Heffman St., Tel-Aviv, Israel)

14-26. Plant Pathology, conf., Lafayette, Ind. (J. F. Schafer, Dept. of Botany and Plant Pathology, Purdue Univ., Lafayette)

14-26. World Eucalyptus Conf., 2nd, São Paulo, Brazil. (Intern. Agency Liaison Branch, Office of the Director General, Food and Agriculture Organization, Viale delle Terme di Caracalla, Rome, Italy)

15-17. International Assoc. of Milk and Food Sanitarians, Jekyll Island, Ga. (H. L. Thomasson, P.O. Box 437, Shelbyville, Ind.)

15-18. Technical Assoc. of the Pulp and Paper Industry, 12th testing conf., Montreal, Canada. (TAPPI, 155 E. 44 St., New York 16)

15-24. International Astronomical Union, 11th general assembly, Berkeley, Calif. (D. H. Sadler, Royal Greenwich Observatory, Hailsham, Sussex, England)

atory, Hailsham, Sussex, England)
16-18. Hypersonics Conf., intern., Cambridge, Mass. (J. J. Harford, American Rocket Soc., 500 Fifth Ave., New York, N.Y.)

18-21. Association of American Geographers, East Lansing, Mich. (M. F. Burrill, 1785 Massachusetts Ave., NW, Washington 6)

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19-30. Agricultural Economists, 11th intern. conf., Cuernavaca, Mexico. (J. Ackerman, Farm Foundation, 600 S. Michigan Ave., Chicago, Ill.)

20-23. International Ergonomics Assoc., 1st congr., Stockholm, Sweden. (T. Olson, Dept. of Industrial Physiology, G.C.I. Lidingövägen 1, Stockholm)

20-24. American Veterinary Medical Assoc., Detroit, Mich. (H. E. Kingman, AVMA, 600 S. Michigan Ave., Chicago 5, Ill.)

21-23. International Hypersonics Conf., Cambridge, Mass. (F. Ridell, Avco Research Laboratory, 301 Lowell St., Wilmington, Mass.)

21-24. Biological Photographic Assoc., Chicago, Ill. (Mrs. J. W. Crouch, Box 1668, Grand Central P.O., New York 17)

21-24. International Conf. on Photoconductivity, Ithaca, N.Y. (E. Burstein, Dept. of Physics, Univ. of Pennsylvania, Philadelphia)

21-26. International Congr. of Psychotherapy, 5th, Vienna, Austria. (W. Spiel, Lazarette 14 Vienna 9)

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21-26. World Traffic Engineering Conf.,
Washington, D.C. (Intern. Road Federation, 1023 Washington Bldg., Washington 5)

21-27. International Assoc. of Dental Students, congr., London, England. (D. H. Clark, Royal Dental Hospital, Leicester Sq., London, W.C.2)

21-31. United Nations Conf. on New Sources of Energy, Rome, Italy. (United Nations, New York, N.Y.)

21-2. International Congr. of Practical Medicine, Merano, Italy. (Bundesärtzte-kammer, 1 Hädenkampfstrasse, Cologne, Germany)

21-6. Pacific Science Congr., 10th, Honolulu, Hawaii. (Secretary General, 10th Pacific Science Congr., Bishop Museum, Honolulu)

22-25. International Pharmacological Meeting, 1st, Stockholm, Sweden. (A. Wretlind, Karolinska Institutet, Stockholm 60)

22-30. International Conf. on Protozoology, Prague, Czechoslovakia. (N. D. Levine, College of Veterinary Medicine, Univ. of Illinois, Urbana)

23-25. Gas Dynamics, symp., biennial, Evanston, Ill. (J. J. Harford, American Rocket Soc., 500 Fifth Ave., New York, N.Y.)

23-26. Electron Microscope Soc. of America, Pittsburgh, Pa. (Miss M. L. Rollins, Agricultural Research Service, U.S. Department of Agriculture, P.O. Box 19,687, New Orleans 19, La.)

23-26. Institute of Management Sciences, 8th annual intern., Brussels, Belgium. (W. Smith, Inst. of Science and Technology, Univ. of Michigan, Ann Arbor)

23-1. Radioisotopes in the Biological Sciences, conf., Intern. Atomic Energy Agency, Vienna, Austria. (IAEA, 11 Kärtner Ring, Vienna 1)

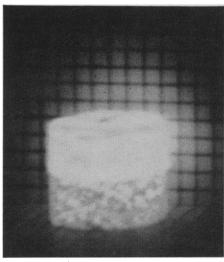
24-26. Physiology of the Hippocampus, intern. colloquium, Montpellier, France. (Mme. Mineur, Centre National de la Recherche Scientifique, 13 Quai Anatole France, Paris 7)

26-1. Radiology, 10th intern. congr., Montreal, Canada. (C. B. Peirce, Suite 204, 1555 Summerhill, Montreal 25)

26-2. History of Science, 5th intern.

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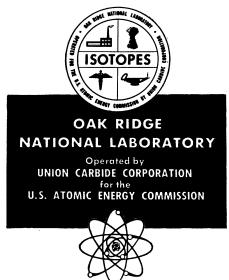
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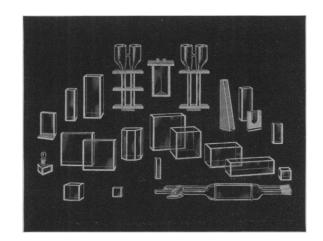
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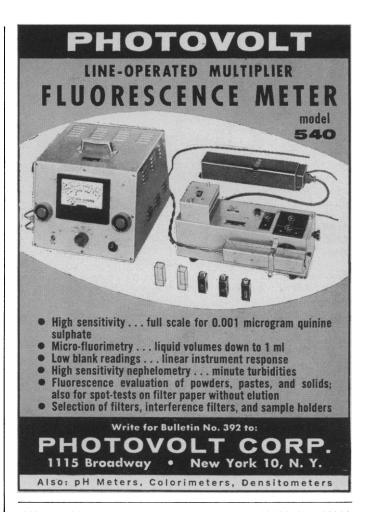
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congr., Ithaca, N.Y., and Philadelphia, Pa. (Secretary, 5th Intern. Congr. of the History of Science, Cornell Univ., Ithaca)

27-29. International Congr. of Group Psychotherapy, 3rd, Paris, France. (W. Warner, P.O. Box 819, Grand Central Station, New York 17)

27-29. Psychosomatic Aspects of Neoplastic Disease, 2nd annual conv., Paris, France. (L. L. LeShan, Intern. Psychosomatic Cancer Study Group, 144 E. 90 St., New York 28)

27-31. American Soc. of Plant Physiologists, Lafayette, Ind. (C. O. Miller, Indiana Univ., Bloomington)

27-1. American Congr. of Physical Medicine and Rehabilitation, Cleveland, Ohio. (D. C. Augustin, 30 N. Michigan Ave., Chicago 2, Ill.)

27-1. American Inst. of Biological Sciences, annual, Lafayette, Ind. (J. R. Olive, AIBS, 2000 P St., NW, Washington 6)

The following 26 societies are holding meetings in conjunction with the AIBS meeting at Purdue University.

Alpha Epsilon Delta (J. E. Wiebers, Dept. of Biological Sciences, Purdue

American Bryological Soc. (S. N. Postlethwait, Dept. of Biological Sciences, Purdue Univ.)

American Fern Soc. (C. B. Heiser, Jr., Dept. of Botany, Indiana Univ., Bloomington)

American Fisheries Soc. (Miss S. Gerking, Dept. of Zoology, Indiana Univ., Bloomington)

American Microscopical Soc. (C. J. Goodnight, Dept. of Biological Sciences, Purdue Univ.)

American Soc. for Horticultural Science (R. G. Langston, Dept. of Horticulture, Purdue Univ.)

American Soc. of Limnology and Oceanography (C. J. Goodnight, Dept. of Biological Sciences, Purdue Univ.)

American Soc. of Parasitologists (S. M. Gaafar, Dept. of Veterinary Microbiology, Pathology and Public Health, Purdue Univ.)

American Soc. of Plant Physiologists (H. Beevers, Dept. of Biological Sciences, Purdue Univ.)

American Soc. of Plant Taxonomists (G. L. Webster, Dept. of Biological Sciences, Purdue Univ.)

American Soc. of Zoologists (M. X. Zarrow, Dept. of Biological Sciences, Purdue Univ.)

Association of Midwest College Biology Teachers (J. D. Novak, Dept. of Biological Sciences, Purdue Univ.)

Biometric Society (ENAR) (H. E. Mc-Kean, Statistical and Computing Laboratory, Purdue Univ.)

Botanical Soc. of America (A. C. Leopold, Dept. of Horticulture, Purdue Univ.)

Entomological Soc. of America (Section A) (L. Chandler, Dept. of Entomology, Purdue Univ.)

Genetics Soc. of America (A. B. Burdick, Dept. of Biological Sciences, Purdue Univ.)

Mycological Soc. of America (J. S. Lovett, Dept. of Biological Sciences, Purdue Univ.)

National Assoc. of Biology Teachers (J. D. Novak, Dept. of Biological Sciences, Purdue Univ.)

Nature Conservancy (A. A. Lindsey, Dept. of Biological Sciences, Purdue Univ.)

Phycological Soc. of America (A. T. Guard, Dept. of Biological Sciences, Purdue Univ.)

Sigma Delta Epsilon (Miss V. B. White, Dept. of Foods and Nutrition, Purdue Univ.)

Society for Industrial Microbiology (W. N. Cannon, Lilly Research Labs., Eli Lilly and Co., Indianapolis, Ind.)

Society for the Study of Development and Growth (F. H. Wilt, Dept. of Biological Sciences, Purdue Univ.)

Society for the Study of Evolution (L. Chandler, Dept. of Entomology, Purdue Univ.)

Tomato Genetics Cooperative (A. B. Burdick, Dept. of Biological Sciences, Purdue Univ.)

Wildlife Disease Assoc. (S. M. Gaafar, Dept. of Veterinary Microbiology, Pathology and Public Health, Purdue Univ.)

27-1. Coordination Chemistry, 6th intern. conf., Detroit, Mich. (S. Kirschner, Dept. of Chemistry, Wayne State Univ., Detroit 2)

28-30. Mathematical Assoc. of America, Stillwater, Okla. (H. L. Alder, MAA, Univ. of California, Davis)

(See issue of 16 June for comprehensive list)

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