

# *The* DELTASIG

Volume XVI

MARCH, 1924

Number Two



The Official Publication  
of the International Fraternity of  
DELTA SIGMA PI



# THE DELTASIG

MARCH, 1924

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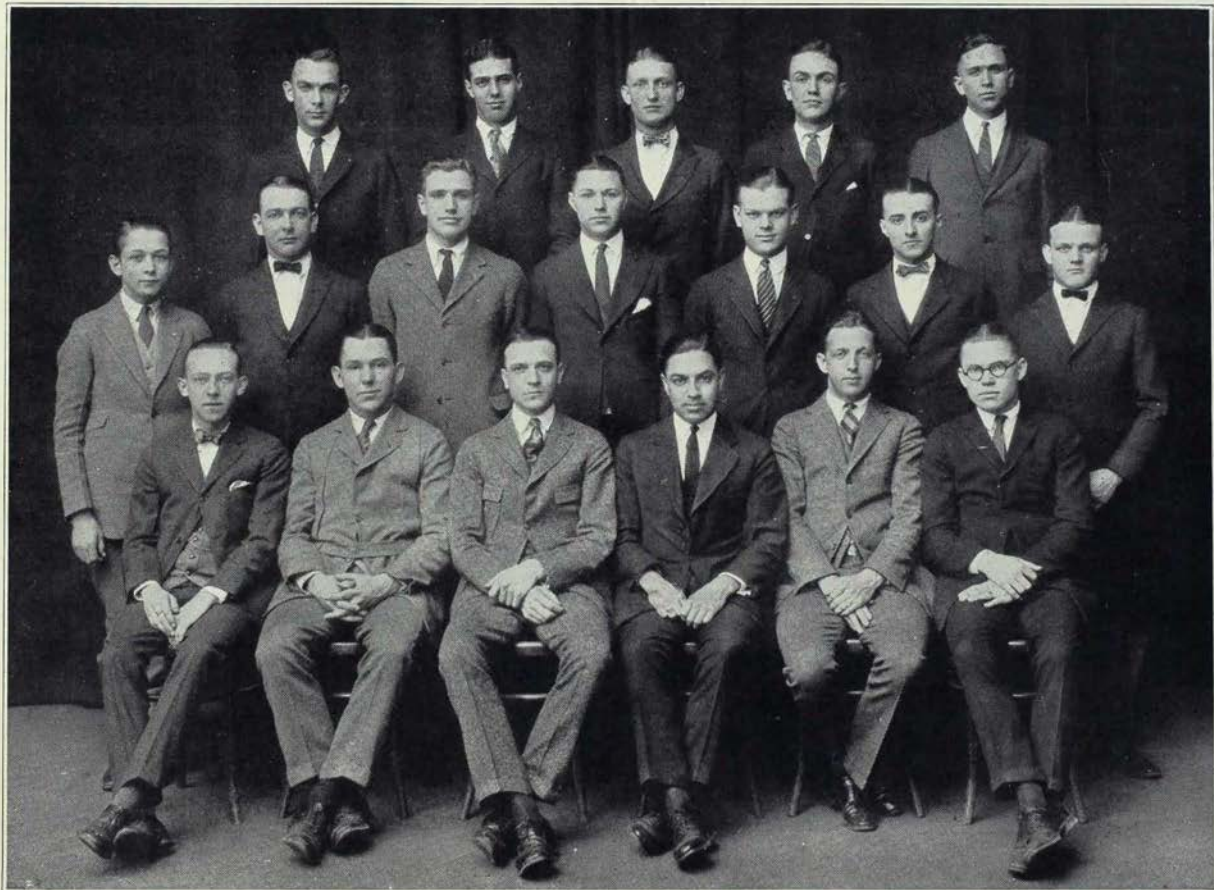
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THE DELTASIG is the official publication of the International Fraternity of Delta Sigma Pi, and is published as follows: October, January, April and July.

Chapter letters and all material should be in the hands of the Editor by the fifteenth of the month preceding month of issue to insure publication.

Members of the Fraternity, undergraduates and alumni, are requested to forward items of interest to the Editor.



MEMBERS OF ALPHA-DELTA CHAPTER, UNIVERSITY OF NEBRASKA

Top row (left to right): Pierce, Martin, Eastabrooks, Caldwell, LeRossignol. Middle row: Brink, Nelson, Henkle, Osterlund, W. Swanson, C. Swanson, Kellogg. Bottom row: Lewis, Loder, Altstadt, Garrett, Sullivan, Peterson.

# THE DELTASIG

Volume XVI

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## THE INSTALLATION OF ALPHA-DELTA CHAPTER AT THE UNIVERSITY OF NEBRASKA

THE University of Nebraska, situated at Lincoln, the capital of the state, was established in 1869 by an act of the state legislature. Other bills were passed at the same time providing for the administration, and revenue of the institution. The first building, University Hall was completed early in 1870 and the first class, two in number, was graduated in 1873. At the outset the University was composed of six colleges, namely: Colleges of Agriculture, Arts and Science, Law, Medicine, Engineering, and Graduate all under the control of six men elected by the voters, the Board of Regents.

In 1875 the College of Agriculture was reorganized and moved to the outskirts of the city where it is now located. The other colleges of the University remained and are still on the city campus, with the exception of the College of Medicine which was removed to Omaha in 1912.

At the present time the grounds and buildings of the University are distributed among three groups: (1) The original campus in the city of Lincoln, containing nineteen buildings; (2) The University Farm of four hundred and eighty acres, two and one-half miles northeast of the original campus, containing eleven buildings devoted to the instruction of Agriculture and Home Economics; (3) The Medical College campus and buildings in Omaha.

In the year 1922-23 a total of 7,971 students were registered and of this number 4,022 were men and 3,949 were women. The College of Business Administration has a registration of 1,005, being exceeded only by the Arts and Science College and the Teachers College.

A group of students was organized last fall for the purpose of petitioning Delta Sigma Pi, and the following were initiated on March 1st as the charter members of our ALPHA-DELTA Chapter: Head Master, Wm. G. Alstadt; Senior Warden, Audley N. Sullivan; Treasurer, Thos. V. Garrett; Scribe, Merle Loder; Historian, Edward R. LeRossignol; News Editor, Philip M. Lewis; Ralph S. Boots, Victor Z. Brink, Charles C. Caldwell, Paul C. Cheyney, Roland L. Eastabrooks, Cecil L. Hartman, Giles C. Henkle, John H. Kellogg, Arthur J. Latta, Bennett S. Martin, Nels F. Nelson, O. L. Osterlund, Wilbur C. Peterson, Glenn C. Pierce, Jos. L. Ryons, A. E. Sutton, Frank C. Swanson, Wilbur K. Swanson and French E. Wolfe.

The installing team comprised Brothers H. G. Wright (Beta), president of the fraternity; Richard S. Beatty, Senior Warden of Iota Chapter; Paul Pahl, Junior Warden of Epsilon Chapter, and N. H. O'Byrne, Head Master of Alpha-Beta Chapter.

The ceremonies were held in the Lincoln Hotel, followed by a banquet. The membership of Alpha-Delta Chapter comprises many of the leading students in the College of Business Administration and the fraternity can

expect great things from this chapter in the future. All brothers whose business takes them to Lincoln are urged to communicate with the members of this group, whose names can be found in the 1924 Pocket Directory.

## INSTALLATION OF ALPHA-EPSILON CHAPTER AT THE UNIVERSITY OF MINNESOTA

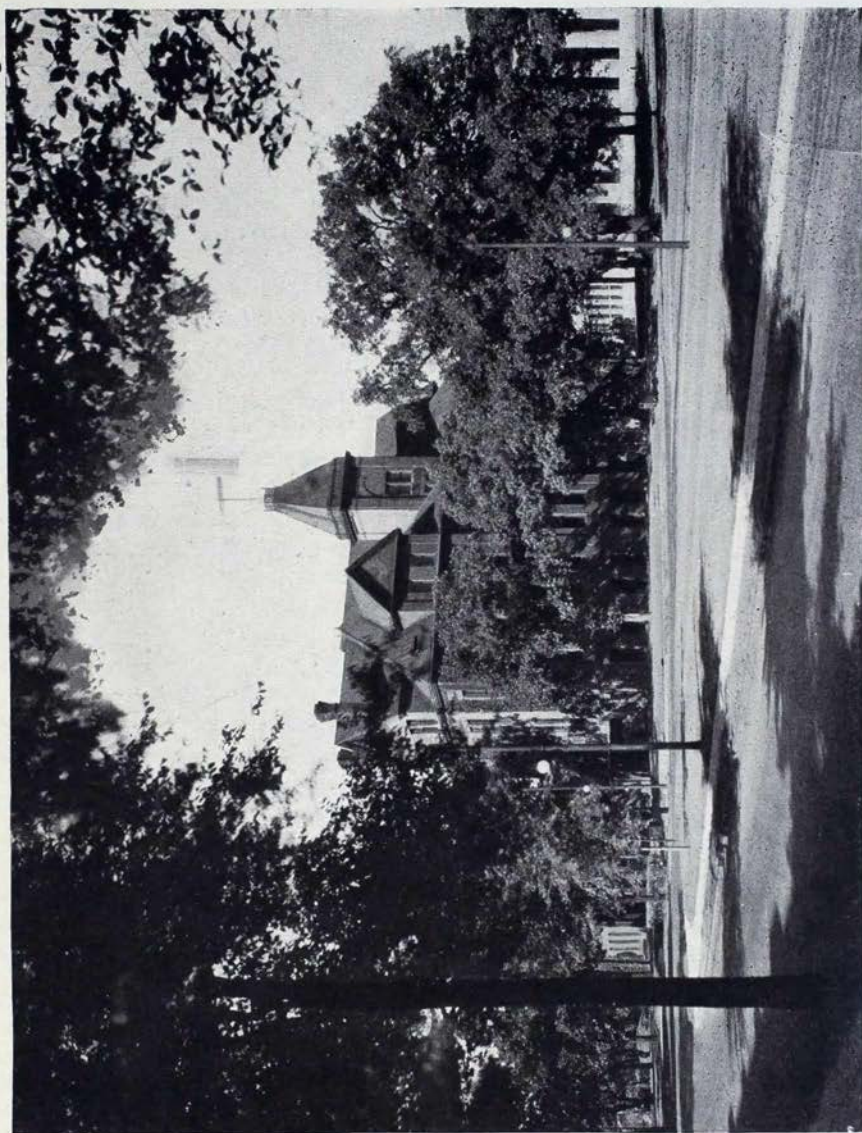
**T**HE history of the University of Minnesota dates back to 1851, when the Legislature passed an Act providing for its incorporation. School first opened with 40 students and one professor, who assembled in a building which cost \$2,500. In 1867 there was a reorganization of the Board of Regents, and the College of Science, Literature and Arts established. A large grant of land was made in 1871 for the support of a College of Agriculture and Forestry. Dr. Cyrus Northup served as President of the University from 1884 to 1911, and during his administration the College of Engineering and Architecture was established in 1885; the Colleges of Law, Medicine, Dentistry and Mines in 1888; the College of Pharmacy in 1892; the College of Chemistry in 1903; the College of Education in 1905; the Graduate School in 1905; University High School in 1908 and the School of Business in 1919.

There are now 37 large and well equipped buildings on the Main Campus which is situated in Minneapolis on the banks of the Mississippi River, and 35 on the Agricultural Campus. At present the University is engaged in an extensive building program. A new library costing \$1,300,000 is now under construction and will be ready for occupancy in the fall of 1924. A United States Mine Experimental Station, the largest in the world, and a new Music Building have just been completed. The construction of a new Administration Building will begin next year. A large Engineering Building will be ready for use soon. Students, faculty and alumni of Minnesota last year raised \$2,000,000, to build a Stadium, as a Memorial to the World War Veterans, and an Auditorium, to be a Memorial to the late Cyrus Northrup. The Stadium will be completed in time for the 1924 football season.

Intramural and Intercollegiate athletics is an important department of the University. The Minnesota football teams have gained fame and renown all over the country, and the basketball team is one of the best in the Big Ten Conference. The Major sports at Minnesota include football, basketball, baseball, track, swimming, cross country and hockey. Minor sports include tennis, golf, wrestling, boxing, skiing and rowing.

The University of Minnesota has enjoyed a rapid and steady growth, both in enrollment and curricula, until today it is the fifth largest of the Universities of the country.

The School of Business was established by the Board of Regents after a five-year campaign which was participated in by all the leading State Business Men's associations. It was provided that the first two years of the work be taken in the College of Science, Literature and Arts, and that the advance professional work consist of a two-year course in the School of Business. The faculty of the School of Business constitute the department of Economics of each of the Schools and Colleges of the University. The requirement of a "C" average in pre-business work for admission to the School of Business has limited the registration to a small but well-selected group. Beginning with



SCHOOL OF BUSINESS, UNIVERSITY OF MINNESOTA



MEMBERS OF ALPHA-EPSILON CHAPTER, UNIVERSITY OF MINNESOTA

Top row (left to right): A. Miller, Meldahl, Reese, Smith, Teich, Wolff, Thykeson.

Middle row: Peterson, Johnson, Sloss, R. Miller, Scanlon, Steffens.

Bottom row: Stone, Ripley, Whitney, Boettcher, Patton, Aamodt, Krueger.

an enrollment of 54 in 1919 the number has increased gradually each year until in 1923 a total of 229 was reached. There are approximately 700 pre-business students and nearly 2,600 students of other colleges are taking one or more courses in the School of Business.

Our petitions were organized last fall as the Delta Sig club and after several months' negotiation, their petition was accepted and on March 8th, the following were installed as our ALPHA-EPSILON chapter:

Headmaster, Artas H. Boettcher  
 Senior Warden, Carroll G. Patton  
 Treasurer, Sumner E. Whitney  
 Scribe, Wilmar L. Ripley  
 Historian, Loren A. Aamodt

Clifford E. Johnson  
 Leslie E. Krueger  
 Carl J. Meldahl  
 Alexander R. Miller  
 Roy C. Miller  
 William Peterson  
 Elmer A. Reese

John J. Scanlan  
 Allan B. Sloss  
 Bryan E. Smith  
 Merwin R. Steffens  
 Chester K. Stone  
 Chester J. Teich  
 Carlyle A. Thykeson

Leroy D. Wolff

The installing team comprised eight brothers, as follows: Brothers H. G. Wright, President of the Fraternity and Oscar O. Baddeley of Beta; Edmund E. McKune and Dominic Dennessen of Delta; Louis L. Kramer of Epsilon; and G. C. Balhorn, Emil Hofsoos and William Fronk of Psi. The installing team headquartered at the Radisson Hotel in Minneapolis. An auto trip around the university grounds and part of the city was enjoyed Saturday morning. Lunch at the Minneapolis Athletic Club then followed and the ceremonies took place beginning at 3:00 at the Elks Club, where a suite of parlors were reserved. The installation was followed by the traditional banquet.

Sunday was spent in sightseeing and getting acquainted and the delegates departed for home Sunday evening reporting a wonderful trip.



## A MESSAGE FROM THE PRESIDENT

**Y**OUR officers have been extremely busy during the past few months, for many matters have required their attention and work. The 1924 Pocket Directory is off the press, containing 113 pages, and much valuable information to the brothers. Practically every member of the fraternity is listed in this publication, and in many cases both residence and business addresses are given. The members are listed alphabetically and geographically, and the directory also contains many announcements and notices regarding jewelry, etc. Brother Brumm (Beta) has spent a lot of time in getting this publication out and to him belongs the credit.

We are receiving most excellent response from a letter addressed the alumni of the fraternity by the writer, urging them to take out Alumni Memberships. Every alumnus should affiliate with an Alumni Club if at all possible, but if there is no Alumni Club in his city, he should support the fraternity in its undertakings by paying dues of \$2.50 per year direct. If four hundred alumni assist us in this manner, we can publish a magazine and annual pocket directory that will be of great service to the alumni. The increase size of this issue is made possible by alumni support, but we need several times the number of alumni members we now have.

Several petitions have been accepted by the Board of Directors and chapters will be installed at several leading Schools of Commerce throughout the country this spring. Our chapter roll at the end of the year will be 31 or 32 and we will be represented in the majority of the important schools of the country.

Chapters should begin to plan at this time on the Congress of Chapters to be held in New York next September. The surplus funds of the fraternity will be distributed pro rata among the chapters contributing to this fund, to defray the expenses of holding this convention, and we hope that there will be sufficient funds available to pay at least 75% of the expense of every delegate. Our fund will be distributed in proportion to the cost of sending each delegate, and you will be notified of this plan in detail later on. Elect your chapter delegate now. But I urge that every chapter be careful in the selection of this delegate. Don't confer the honor upon some retiring officer as a reward for his work in behalf of your chapter. There are many other ways to reward him and in a most fitting manner. Send one of your men who will be active in the chapter next year as your delegate, for you must remember that this delegate is the connecting link between your chapter



HENRY GILBERT WRIGHT  
*President*

and the national body. Send someone who will return enthused with our work and full of the new ideas he will get at the convention and will help make your chapter even more successful than it has been in the past. Remember that there will be several thousand dollars invested in this convention; send a delegate who will bring your chapter the largest dividends for the money spent. Make your delegate a capital investment, not a revenue charge.

The fraternity is only as strong as the chapters make it. Chapters delinquent in their initiation fees or dues make impossible the rendering of 100% service to our members. Each chapter must realize that we have no wealthy God-father, and everything we give the chapters is paid for by them and can only be given in proportion to the funds they provide us with. Send in your initiation fees and dues promptly and thereby assist the national body in rendering real service to every member and every chapter.

Chapters should reply promptly to all official communications. When THE DELTASIG or Pocket Directory is not received regularly this is usually because of one of two reasons: (1) the chapter has failed to send in the list of dues-paying members entitled to receive these publications as per our requests, or (2) has failed to keep in good standing by paying the initiation fees and dues required by the constitution. Our facilities for prompt mailing of all publications operate very efficiently and if any brother has any complaint to make in this connection, he should first investigate as to whether his chapter has reported all the information required or paid the fees and dues it is liable for.

We are glad to announce that several chapters have opened houses during the past few months, but we want to emphasize the point that no chapter should endeavor to maintain quarters until it is in position to do so with a reasonably sure chance of success. It would be better to be without quarters for another year or two and remain in a healthy financial condition than to open a house and get into financial difficulties as a result.

We want the alumni to keep us in touch with their movements. When you change your business connections, write us about it. We want to let the members know what our alumni are doing. Address these publications to the Editor of THE DELTASIG.

H. G. WRIGHT.



HALL OF FAME, NEW YORK UNIVERSITY

## TENDENCIES IN THE AUTOMOBILE INDUSTRY

By C. C. EDMONDS, XI

Assistant Professor Commerce and Industry, University of Michigan

### Integration

**T**AKEN as a whole there is a marked tendency in the automobile industry toward the integration of the immediate source of supply. However, no attempt has been made, except by the Ford Motor Company, to integrate the source of raw material such as iron, lumber, coal, and the like.

This is due to the fact that the automobile industry uses but a part of the total production of these commodities, and the requirements of any of the individuals would not warrant integration on their part. It is felt by many people who are acquainted with the facts that even the Ford project of gaining control of the sources of all his raw materials in some cases has not proved all that was expected. Aside from the control over delivery that the integration of the raw materials gives, it is doubtful whether any single industry can use enough steel and other raw materials to justify the enormous investment that is required for their production.

The history of the General Motors Corporation has clearly indicated that a definite policy favoring the manufacture and production by the corporation, either directly or through subsidiary companies, of a large number of the component parts utilized in the building of its several cars, will be carried out. The company in 1912 manufactured relatively few of the essential parts of an automobile, whereas in 1923 the organization has so extended its scope that not only all the engines used in its cars, but also a large proportion of such units as gears, axles, crankshafts, radiators, electrical equipment, roller bearings, warning signals, spark plugs, bodies, plate glass, and body hardware were produced either by a General Motors unit or by a subsidiary.

The recent development of the Durant Motors, Inc., and their entry into the field has shown that they intend to follow a policy similar to that of the General Motors. Their recent purchase of the National Plate Glass Co. has been their first step in that direction and statements issued by Mr. Durant show clearly that this is to be their policy.

As mentioned before, the case of the Ford Motor Co. is the most far-reaching instance of integration. Its policy appears to be to control the sources of its raw materials to a greater extent than any other concern in the field. Integration of parts sources has been accomplished largely through the addition of new departments to the home plant rather than through the control of subsidiary parts-producing units. It is unlikely, however, that it will ever be absolutely self-contained, because of the great varieties of articles needed.

Among the independent companies there are two distinct classes of manufacturers, those producing low and medium priced cars, and those producing high priced cars. Among the latter class integration has gone much farther than in the former, but the tendency is also in evidence in the former. The small producer usually finds that he can buy his parts at a better price than

he can manufacture them, because of the large investment required, but as soon as he grows in size and financial strength he soon adopts a policy of integration.

### Combinations

As regards combinations aside from the General Motors interests, there have been a number of cases among the independents, but the producers involved were of relatively small size. There are a number of factors present in this section of the industry which would be favorable to more extensive combinations, but the presence of other and adverse conditions renders it unlikely that any extensive movement in this direction will take place.

The General Motors Corporation is, of course, the outstanding combination in the automobile industry. It has already secured control of the various companies necessary to its efficient operation and any further extensive additions are unlikely. The growth of this combine has been effected through the consolidation of a number of individual companies into the present organization and also through the creation of additional units. However, efficiency is not hindered by the common ownership of the divisions; rather the arrangement is such that it secures for each division the results of its labors and renders it impossible for the inefficient division to throw its burden upon the others.

Indications are that the Durant Motors also intends to follow out a policy of combination. The purchase of the Locomobile Co., and the organization of divisional companies in a number of states indicates that Mr. Durant intends to build for himself an organization quite similar to the one he built for the General Motors.

There has been very little tendency toward combination in the Ford organization. Rather has it always been one of expansion and integration. The recent purchase of the Lincoln plant seems to have been determined largely by other than business considerations, and it is not indicative of the general policy of the Ford Company. By its unique position in the automobile field there would not be much to gain by further combination, and, perhaps a great deal to lose.

In the independent field the increasingly keen competition will render it impossible for some of the smaller and less efficient companies to continue production, and will cause them to be eliminated entirely from the field or to seek alliance with stronger companies. But the same competition is also such as not to warrant the formation of a large combination with the expectation of realizing heavily from the capitalization of expected earnings.

### Monopoly

As to the possibilities for monopoly, the competitive situation in the industry warrants the conclusion that, except in the case of the Ford Motor Co., no company has either complete or monopoly power. The number and strength of competitors in every class indicates little possibility of the development of monopoly power by any one company or group of companies. Even the Ford organization is being subjected to more intense competition right

along, but its tremendous resources and its manufacturing efficiency are all factors which should assist it in maintaining its monopoly position against possible competitors.

### Summary

Summed up, I would say that the present tendencies in the automobile industry as a whole are toward limited integration and a continuation of present combinations with limited additions. There is little possibility for any single company or group of companies aside from the strategic position of the Ford Motor Co., to secure either partial or complete monopoly control.

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## DR. FREDERICK JUCHHOFF

**B**ROTHER (Doctor) Frederick Juchhoff is a charter (honorary) member of Chi Chapter and is very active in all the affairs of the Fraternity, despite the many demands on his time. He was one of the guiding lights in the formation of Chi Chapter and it was his suggestion that we petition Delta Sigma Pi.

A brief review of the Doctor's educational record reveals a man of versatile achievements. At Kansas City University he received the degrees of Ph.B. and Ph.D., and at Ohio Northern University, where he pursued a law course, received his L.L.B. He attended Chicago University for three years as a graduate student, and is a graduate of Northwestern in Commerce. The degree of L.L.M. was conferred on him by the University of Maine, and from the States of Kentucky, Maine and North Carolina obtained C.P.A. Certificates. In addition, he has taught commercial subjects in various universities in the east and middle west.



BROTHER (DR.) FREDERICK JUCHHOFF

At present Brother Juchhoff divides his time between the University of Maryland—both at College Park and Baltimore—and the American University, where he is Professor of Economics. He is also Editor of the Accounting Section of the "Business Educator." Congenial, unassuming and possessed of a fine sense of humor, he is well liked by all students under his tutelage; and we are fortunate, indeed, to have such a good fellow in our Fraternity.

## LOOKING AHEAD WITH UNCLE SAM

By EUGENE VAN CLEEF, NU

Chairman, Foreign Commerce Division  
College of Commerce, Ohio State University

A MAP of the nations of the earth, colored to show the principal large scale manufacturing regions, reveals only two centers. These are exceedingly small in size compared with the earth's total area. These two spots are northwestern Europe and northeastern United States. This fact is nothing short of remarkable, when one considers the total land surface and the number of people inhabiting it. To be sure manufacturing is common the world round, for the more remote the people the more necessary that they engage in the production of utensils, clothing and all manner of equipment for their own immediate needs. But such people do not normally produce a surplus for export.

A tabulation of the number of people engaged in manufacturing or supported by manufactures, shows that only one-eighth of the earth's population is involved. In other words about 12 per cent of the population produces goods upon a quantity-basis while 88 per cent either depend upon the 12 per cent, or engage in small-scale production. Fully half of the manufacturing is done in the United States, yet one-half of the world's industrial population is not located here. Translate the percentages into absolute figures and we have the astounding spectacle of only 200,000,000 of people producing most of the industrial goods in a world of 1,800,000,000. More striking still is the fact that we in the United States, in spite of our agricultural abundance, share in the production of more of these manufacturers than any other nation. Yet, in the face of such great wealth, America has its business depressions, its industrial uncertainties and its commercial unbalances just as other countries, albeit not quite so often.

The people of the United States, with resources unequalled by any other group, noted for their ability to work, their almost uncanny ingenuity and their quick adaptability to new ways and means of living, ought, it would seem, to be able to eliminate pretty largely such business doubts as we have from year to year. Today leaders in business are freely forecasting either better times or times no worse. They spend so many hours talking or writing upon the subject as to remind one a little of the man who whistles loud and long as he travels through a graveyard. Such nervous tension should not prevail. There is a way out.

International trade stabilizes national trade. In *world* business one frees himself from "off seasons," "crop failures," "political elections" and the countless other reasons which cause "bad years" for the business which is purely local in character. Trading in two hemispheres where seasons are opposite, where climates and crops are of a dozen different kinds, where people have as many different tastes, habits and customs as varying environments induce, where the likelihood of conditions being similar everywhere at the same time of year is as remote as one's traveling to the moon—such diversity offers an outlet for goods somewhere on the earth, in every month of the year and consequently helps to equalize factory output and eliminate overstock and business depression.

Overseas trade is to national trade what national trade is to local trade. The local retailer depends upon the passerby, and drawing-power of his advertisement in the daily paper. He occasionally serves an area within a radius of 50 to 100 miles of his store. If the weather is bad, his day's sales slump; if crops fail locally, his seasonal sales drop; if the labor element in the city factories call a strike, or if the factories shut down, the retailer suffers. On the other hand the national distributor fares somewhat better, for there is little likelihood of nationwide bad weather, of national crop failures, of national strikes, lockouts or other similar arbitrary influences, to interfere with business. Yet, some of these happenings occasionally do affect business throughout the entire country. Then is the time when an outlet for goods in other parts of the world saves the day.

Of the leading European countries to recuperate after the war, England has shown the greatest power. That she should, is perfectly logical, for she has been thoroughly entrenched in the world's markets and having fortified herself for just such emergencies as the present, business recovery becomes certain. There is still, much to be desired before she returns to a relatively pre-war status. It is noteworthy, however, that she has made tremendous strides forward and holds as firm a position in world trade as the United States, in the face of accumulated staggering war debts, in spite of her virtual absence from the world's markets for nearly 5 years, and in the light of the wonderful opportunity of the United States to entrench itself in the markets which have been Great Britain's.

Today the United Kingdom's world trade approaches the eight billion dollar mark, slightly greater than our own. Her total population is slightly less than half of ours, her land area is only three-fourths that of California and her resources are not to be compared with ours. Of course, she has the British Empire with her and no one can deny that this is a tremendous asset, but the trade figures are not for the Empire, they are for the United Kingdom. We compliment ourselves, upon looking over our foreign trade figures, and take pride in their size, but considering the resources at hand, the business genius from coast to coast, our favorable location—easily accessible from all parts of the earth and all parts readily reached from our shores, the wonder is when one looks at what the United Kingdom has accomplished, that we have so little international trade. Perhaps the comparison is not wholly fair, since England's world trade is partly a matter of forced trade, a matter of necessity and not desire. On the other hand, England was quick to see the stabilizing effects of overseas commerce and developed trade accordingly.

The world has marvelled at Germany since the days of the Armistice. Forecasts of bolshevism, of panic, of chaos and the complete break-up of the country have been issued by all of the "best authorities." But Germany still survives. Even now, at the time these words are being penned, there are those who believe catastrophe imminent. There can be little doubt but that her commercial policy of extensive world trade prior to the war, and her rather elastic rebound into world trade channels after the war, have operated largely to prevent national disaster. She was well known for her ability to produce certain goods better than any one else. Customers were waiting to buy them from her again. She knew what people wanted and so knew where she could

sell again. Her credit was not good everywhere after the war, but having made the whole earth her commercial sphere, she knew some people from whom raw material could be bought on credit. Her development into a great world commercial power before the war has stood her in good stead after the war.

We might well adopt the experiences of these older nations, and stabilize our own domestic trade. We shall have to sooner or later; we may as well begin now. It is no idle forecast to say that as our population grows, as our needs both in foodstuffs and manufactures become greater, our foreign trade will also increase; not only that, but the increase will go on at an accelerated rate. Fifty years from now our trade figures may well treble and even quadruple those of today. We shall no longer think business only in terms of our four boundaries. Business forecasts will no longer consider only local conditions; they will be more scientific in that they will be based upon world conditions of which we are an integral part. These forecasts will savor less of smoke that creates the suspicion of fire, and instead will properly deal with the sensitive influences of world conditions upon a well established national business.

For this trade we shall need men well trained; men who know the mechanics of international business, men who appreciate the viewpoints of peoples in other lands, men who are sympathetic with the nationals of all countries, and men with a vision that carries their thinking from time to time out of the present into the vast possibilities of the immediate future. For those young men with good red blood, a stout heart, an appetite for work, and a pioneer's stride, there is romance and opportunity not surpassed by any other field of endeavor.

### The JUNE issue of THE DELTASIG

will go to press on May 10th. All chapter letters, write-ups, etc., should be mailed so that they will be received before that date. Let us have a report of initiations, social functions and chapter news. Mail all communications to

#### THE DELTASIG

72 Cedar Street

Chicago, Ill.



## “BUILDING BANK CHARACTER”

By ROBERT P. LINDMILLER, NU

**W**HY is it that certain acquaintances of yours and mine stand out distinctly from others? Is it because they possess more money or because they possess a combination of qualities, such as energy, economy, integrity, system, sincerity, impartiality and reliance? You will answer the above question with the latter qualities of course and you could state your answer in one word, by simply saying that these friends of yours possess “character.” Character, therefore, is nothing more than a short name for what you are.

How did these acquaintances of yours and mine attain the characteristics by means of which they may be so easily distinguished from others. If that question is answered, the problem of “building bank character” will have been solved, for after all, the Bank as an institution is nothing more than a medium through which the qualities of its employes are reflected. If we develop the necessary fundamental qualities which constitute the character of each individual employee, it necessarily follows that the bank will possess these qualities in a collective sense, and it will be distinguished from other banks for having such qualities.

The real problem in building bank character, therefore, is the problem of developing the individual employee. Let us imagine that a bank is supported by seven marble columns, each column possessing one of the following qualities: Energy, Economy, Integrity, System, Sincerity, Impartiality and Self-reliance. The strength of these columns or the character of the bank, which they support, will depend upon to what extent their qualities are instilled in each employee. Let us take them in order and briefly see how they will build bank character.

*Energy:* Energy is a moral virtue, its opposing vice being laziness. While the lazy employee is waiting for an opportunity, the active one has utilized half a dozen opportunities. Energy is always good, but it is only useful when applied to worth-while ends, and those ends, when reached, constitute happiness and success.

*Economy:* An all-round economy consists in finding the middle way in the following six things: Money, Food, Clothing, Recreation, Rest and Time. It will be seen that economy is something far more profound than the mere saving of money. It touches every phase of our life, both in the bank and outside.

*Integrity:* Nothing is ever gained by fraud. The employee, who works as carefully and conscientiously when his employer is away as when his eye is upon him, will not long remain in an inferior position. This quality so necessary in the building of bank character cannot be stressed too strongly. The man of integrity is strong and his strength is manifested in that thoroughness with which he does the business of his life, a thoroughness which commands respect, admiration and ultimate success.

*System:* System is that principle of order by which confusion is rendered impossible. Some of its ingredients are: readiness, accuracy, utility and comprehensiveness. Inaccuracy is one of the most common failings of the em-

ployees of a bank, but the capable employee is one who perceives his mistakes and quickly remedies them and who is glad when they are pointed out to him.

*Sincerity:* The banking business is based on a great trust; a trust that men will meet and fulfill their obligations. Sincerity might be compared to a coin which when tested by its ring, emits a sound which reveals the sterling metal throughout its construction. It "rings true." Employees of the Bank must "ring true" if they are to stamp their influence and necessarily the bank's influence upon the people with whom the bank does business.

*Impartiality:* To acquire impartiality, a man must remove that inherent self-conceit which prevents him from seeing anything from any point of view other than his own. When the Bank renders its thousand and one services daily by means of its employees, this quality or pillar of impartiality must stand out if it is to be included in the character of the bank.

*Self-reliance:* To scorn to learn is not an indication of self-reliance. The bank employee who is self-reliant has nothing to hide and is willing to learn. He should be as ready to say no as yes, as quick to acknowledge his ignorance as to impart his knowledge. Self-reliance is one of the qualities necessary in the exemplification of bank character, because it means that each employee is putting his shoulder to the wheel and using his energy to propel it without fear of the consequences.

The chain of qualities as exemplified by the seven columns of the bank is now complete. Just as each of the seven columns is necessary for the construction and architectural beauty of the bank, so is each of the qualities, exemplified by those columns, necessary in the character of the employees sheltered by those columns.



GOULD MEMORIAL LIBRARY, NEW YORK UNIVERSITY

## ALPHA CHAPTER, New York University

WELL fellows, nineteen twenty-four is here at last. To some people on this universe it is simply the year after nineteen twenty-three; to others leap year is its biggest feature; still others greet it as presidential year. We Delta Sigs, welcome it as 1924, as leap year and as presidential year; but we insist it owes its popularity to the bi-annual convention of the International Fraternity of Delta Sigma Pi. While we men of Alpha Chapter are not all democrats we recognize a certain feeling of brotherhood between New York Democrats and ourselves; not because of party policies but because we are both hosts for big conventions this year in our home "town"—New York.



DONALD SHERWOOD  
HEADMASTER, ALPHA

Now that we have told you how happy we are to have the convention at Alpha and how much we want your cooperation we'll review the history of Alpha since the last issue of "THE DELTASIG."

November 28th was selected as the date for a house dance for two very good reasons. It was our headmaster's birthday and it was Thanksgiving eve. When it was over "Don" agreed it was the best birthday party he ever had and we all agreed it was the best we ever attended.

With New Year's Eve approaching rapidly we called on our house manager for a house dance that would go down in history as the best ever. It did. Plans were made a month in advance and nothing was spared to make the night a success. We danced until midnight when supper was served after which we danced again until — A. M. Nineteen twenty-four cannot complain of the welcome it received at 51 West 11th Street.

After New Year's Eve we settled down to the life of very ambitious, hard-working students of New York University. Much Midnight oil was used by all of us in an effort to pass the rapidly approaching examinations; consequently we decided social functions would cease until our formal dinner dance on February 11th, 1924, at the Hotel Plaza.

Finally the night arrived. Although we had hoped for a good night, a congenial crowd, the best music and all the other features of a banner affair, our most optimistic anticipations were more than surpassed. The music, the place, the congenial crowd and everything was just as we had desired but we did not think that even this combination could produce such a night. Many couples who had expected to make their way home immediately after the



WASHINGTON SQUARE, NEW YORK UNIVERSITY

midnight supper were still insisting that the orchestra play one more piece when it had stopped at two thirty A. M. Like New Year's Eve our formal dinner dance only comes once a year and maybe we should be thankful for that. If affairs such as that were to take place more often they would no doubt be common and their greatest feature lost.

On March 1st we initiated the following: Vincent Gushoe, William Dyke, Edward Carroll, Maurice Thomson and James O'Toole.

Next will be a house dance on the fifteenth of March and then our annual banquet on June 2d. Maybe we'll have another initiation and of course a few more house dances but the next issue will tell you about them.

It would be more than unfair not to mention our alumni. They have always supported our affairs and aided us in every possible manner. We are glad to see them at our meetings because we want their advise. We have enjoyed their monthly banquet meetings and hope to attend many more of them in the future.

Once more! Don't forget the Delta Sig convention which will be held at Alpha Chapter, New York, in September of this year. Start making plans now so your trip here will be assured. Our convention committee is hard at work planning a good time for you. Let's have a large representation from each Chapter.

B. A. ROSS, Scribe.

### BETA, Northwestern University, Chicago

“THE biggest affair in the history of Beta.” So said the hundred odd brothers who attended our tenth anniversary banquet on February 9th, held at the chapter house.

Ten years seems like a long time, but you should have seen the large number of older members present—men who came many miles to be present at the celebration. And they had a gay old time talking over the past history of Beta with their former “buddies.”

Open house was held in the afternoon and the banquet commenced at 6:30. Following the banquet, talks were delivered by Brother Lloyd J. Fairbanks, present Head Master of Beta Chapter; Brother H. G. Wright, past Head Master, now National President, Brother James A. Civis, first Headmaster, Brother Fred H. Bradshaw, Past Headmaster, and Brothers Carl Seehoffer, Dean of the School of Commerce and Finance, University of Detroit, F. S. Deibler, Harry A. Finney, John C. Teevan and Howard Berolzheimer. President Walter Dill Scott of Northwestern was scheduled to speak but was called away at the last moment.

Eleven of the thirteen charter members were present, and all Past Headmasters with the exception of one. The present membership of Beta is 42 undergraduates, 13 honorary members, 131 alumni and 2 deceased members, a total of 188.

Twenty-five couples attended Beta's second Ladies' Party on February 16th, at the chapter house, 72 Cedar Street.

Though we had no orchestra, Pledge Ralph Olson furnished plenty of melody at the piano and we had a radio and victrola to relieve him whenever he got tired. Brother Edward Wilson had arranged for a most delicious midnight luncheon which everybody enjoyed.

Our next social affair will be a bridge and “500” party sometime in March.

W. P. WISEHART, Scribe.

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### GAMMA, Boston University

THE old Delta Sig Spirit has been instilled to such an extent in Gamma, that nothing can stop us. How things have been humming; not a letup, except for the holidays. But they didn't stop then, either, for on the second day after we returned, a smoker was held.

Smokers and meetings have been held alternately each week for the past two months. They have been very well attended by our active members and their invited guests.

We hope to present to you in the near future a number of worthy men, carefully selected; among whom are scholars of high standing, athletes, and men active in the undergraduate affairs of Boston University.

We have been greatly impressed by the fine spirit shown by our alumni members who have attended our smokers and meetings regularly, and they surely are making us undergraduates step.

Being a business fraternity, made up of students of good scholastic rating, I'd like to introduce to the other chapters a type of a brother we feel proud of in Ralph A. Palladino. He is a student ranking high in his studies. Outside of his school work he finds time to represent us in the Pan-Adelphic Council, and be Assistant Manager of Baseball; Assistant University Cheer Leader; Member of the Boston University Athletic Association, a member of the Indoor Track Squad; House of Representatives; Secretary, Class Executive Committee; Assistant Circulation Manager of B. U. News; Business Associate of Beanpot (college humor magazine), Glee Club, and the Syllabus Staff.

The Inter-Fraternity basketball series began just a week ago, and the old Delta Sig Spirit was shown by our team in our only game to date. We came out victorious, and have fond hopes for a championship team.

THOMAS B. SHEEHAN, News Editor.

### ZETA, Northwestern University, Evanston

NINE pledges were initiated into Zeta chapter at our last initiation which was held at the Scribbler House in Evanston. The men who received the badge of Delta Sigma Pi were: Andrew Duncan, Cincinnati, Ohio; Cromer Houser, Lena, Ill.; George Kershaw, Kenilworth, Ill.; Knowles Hollowell, South Bend, Ind.; Ralph Countryman, Mandan, N. D.; Ralph Breyer, Chicago; Charles Parsons, Carroll, Iowa; Glen Fawcett, Rochester, Minn.; and George Miles, Peoria.

Following the initiation, a banquet was given at the Orrington Hotel for the initiates and the active chapter. We were glad, indeed, to have the following brothers from Beta Chapter present and help in the initiation: President H. G. Wright, M. G. McEachren, E. T. Crozier, Earle Hoyt, and Thomas Hayward. Brother McEachren gave a short talk at the banquet in behalf of Beta Chapter.

The scholarship key awarded each year by Delta Sigma Pi was presented to Brother James Paterson, '23, at the banquet by Headmaster Donald Harker. Brother Paterson was captain of the 1923 football team, a member of Beta Gamma Sigma, and has a record to be envied by any man.

Zeta Chapter is now represented in every branch of activity on the Evanston campus. Brother Carl Johnson is President of the Commerce Club; Brother Dave Dillman is President of Beta Gamma Sigma; Brother Rowe Hinsey was recently elected chairman of the editorial board of the Daily Northwestern; Brothers Ralph Countryman and Andrew Duncan are editor and business manager, respectively, of the 1924 Syllabus; Brother Ralph Breyer holds the World's Intercollegiate record for the 440 yard swim, in addition to breaking several conference records last year.

Luncheons are held every other Wednesday at the Orrington Hotel. We extend a cordial invitation to any brother to visit us.

GEORGE A. FRY, Scribe.

### ETA, University of Kentucky

SINCE the last message broadcasted from station E T A, the Delta Sigs at the University of Kentucky have been working harder than ever for a bigger and better Delta Sigma Pi and incidentally, a better Eta Chapter.

Already we have planned for a dance during the year, also a series of bi-weekly lectures to be given by men in the various fields of business accessible to us. Our smokers and get-to-gether meetings so far this year have been enjoyed by every member. We plan to have many more of these meetings during the year. In this connection our deepest regret is that we do not have a chapter house. We believe we could do much more for Delta Sigma Pi were we together more of the time. We have hopes, nevertheless, of getting into a house before many more years. But even though we are not in our own home, Eta Chapter always extends a most cordial invitation to all brothers to visit us any time. Instead of having the one house, we have several, including the Sigma Nu, Pi Kappa Alpha, Alpha Tau Omega, Alpha Sigma Phi, Sigma Alpha Epsilon, and Chi Sigma Alpha, any of which is always open to a Delta Sig.

*(Continued on page 301)*

A. L. ATCHISON, Scribe.

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### THETA, University of Detroit

OUR chapter roll now comprises a membership of seventy-nine; of this total we have twenty brothers in school. Sixteen pledges were initiated on February 16th, 1924, which increases the school membership sufficiently to permit us to form an Alumni Club.

For many months the graduate members have dreamed of an Alumni Club in Detroit, hoping everlastingly for the day when this dream would become a reality. The day is nigh, for it has been decided unanimously at a recent meeting of the Board of Officers and Directors that it shall be instituted immediately upon the retirement of the present officers, and the election to office of Brothers in school. We have been prompted to take this action with a view of promoting within the school a greater spirit of fraternalism, which can be best effected by placing active student members in offices at the head of the Chapter. It is our belief that a change of this nature will bring about a closer co-operation with the brothers in school, which will aid us materially to elevate our standard and number of social functions. In properly placing the responsibility of running the Chapter in the hands of younger brothers it is obvious that a better conception of the order will be gained.

The graduate members are particularly ambitious to become organized as an alumni body, they being well aware of the advantages that it will present not only from a local standpoint but also from the fraternity point of view. It will provide a way to get together more often without interfering with the studies of the student members, thereby, contributing largely toward the advancement of Delta Sigma Pi. The Alumni will, immediately after organization, seek quarters centrally located to be used as clubrooms. This will be

a prominent feature in promoting the aims and objects of the fraternity as set forth in the preamble.

It is contemplated that the Alumni Club will supervise the workings of a building corporation. The time is ripe for consideration of a project of this kind, mainly because it is only a matter of a year or two before the new university campus, with all of its magnificent buildings, will be completed. The lot was purchased nearly a year ago, and we take great pride in boasting the fact that we have unquestionably the best fraternity house site on the campus. In justice to our worthy and efficient Headmaster R. C. Schmidt, who has always been an ardent worker for Theta, we must say that through his efforts and foresight we are in a position to accept the plan as outlined by him. It provides that each member in the Chapter shall give notes, the total amounting to one-hundred dollars, payable annually over a specified number of years. It will be compulsory for new members upon entering the Fraternity to provide notes in like amounts, the first of which will be payable the first year after graduation. The plan worked out on this basis will, at the end of a few years, furnish sufficient funds to make the first payment toward the erection of a house at a cost of not less than twenty-five thousand dollars.

The Board of Commerce's main dining room on January 10th, was the scene of the first Inter-Fraternity assembly in the history of the University of Detroit. There were over two hundred in attendance at this affair, comprising members of ten fraternities. Theta's colors, as usual, floated high and widely throughout the hall during the banquet. Our school president, the Rev. Father McNichols, spoke openly and plainly regarding fraternities and his experiences with them. He made known many instances of misdeeds and wrongdoings of fraternities in schools with which he had been connected. He outlined the requirements of organizations in his school and very clearly stated the co-operation that he expected from them. When his final words were spoken, members of Delta Sigma Pi sighed with relief, learning that their Fraternity thoroughly and completely operate within his stringent rules and regulations.

One of the high spots of the evening was a speech by Brother Wendall Hall, who responded with a very interesting talk regarding school activities. Wendall, by the way, is not only one of the most active members of Theta, but is also much in evidence as a member of the school Board of Athletics, the Detroit Union and the University Theatre. He pledged his co-operation to Father McNichols and promised that as a member of Delta Sigma Pi, he will always act within the requirements as were laid down on this evening. When so doing he practically spoke for all of Theta members and his pledge is not a deviation from past performances but merely a continuance of Wendall's practices.

The possibilities of the future success of Delta Sigma Pi is manifested in the resolutions of its National Officers, made on New Year's Day. Theta wishes to make known that they, too, have made similar resolutions. We are confident that these resolutions, if strictly adhered to and properly nursed, will bear fruit. We further resolve that our Chapter will fully comply with any requests of its National Officers, in order that the desired results may be accomplished.

EDWARD P. RIEHL, Scribe.



### IOTA, University of Kansas

**I**OTA CHAPTER has had a very busy time the last few weeks, since the first semester has just closed. The Brothers are all determined to make the second semester better than the first and there is no reason why it should not be better.

Yes, it was a grand party. December 15 was a great day for Iota. It was unanimously decided that it was the best party that Iota had ever had. The hall was just the right size, the music was of the best, and as to the girls, well, they were the best that could be found. Everything was just right to make the party an overwhelming success. Pep? "I'll say so."

Iota suffers a great loss at the end of this semester by the graduation of Brothers Lloyd H. Huff and Chas. F. Heath. We miss you, but we wish you all the success in the world.

Iota was overwhelmingly successful in the Commerce School election. Brother Mark Putnam, our Headmaster, was elected president and Brother Hubert Forney was elected vice president.

Brothers Harold Burt and Melvin Griffin have won fame on the football field. They helped to make possible the unusual record that the team had this year of going throughout the season with an uncrossed goal line. Brother Harold Burt is also captain-elect of the 1924 team.

Of course our pledges are among the best men on the campus. So far seven men have the honor of wearing the little triangle. They are: Ernest Ruff, Ralph Davis, Shannon Brown, Edward Killip, Rolland Leimenstoll, Harvey Johnson and Claude Trager.

The new officers elected to fill vacancies were: Brother Richard Beatty as Senior Warden and Brother Harold Schafer as Treasurer.

We extend a hearty greeting to all Brother Delta Sigs and wish them a very successful year.

HERMAN R. HARMS, Scribe.

### KAPPA, Georgia School of Technology

**S**INCE the last edition of the Deltasig, Kappa can now boast of eleven very promising new brothers. Allow us to present Brothers Meriweather, Barrow, Strickler, Marshall, Owens, Griffis, Pruitt, Hollingsworth, Ellis, Turner and Moore.

There is now in existence in the school of Commerce a Commercial Pan-Hellenic Council, consisting of Brothers Lynn, Smith and Donough and three representatives from Alpha Kappa Psi. So far, the council has done good work, having sponsored the organization of the various classes in the department and formed the Commerce Club which takes in the Department as a whole.

The council is now laying plans for an inter-fraternity dance to be given by the two fraternities in the spring. Everyone is looking forward to this event with anticipation.

Brother John McIntyre, our present Headmaster, and Captain of Georgia Tech's 1923 football machine, graduates mid-term and we are plan-

ning on giving him a farewell supper and rousing send off in the near future. "Mac" is president of the Senior Class and a harder worker and more loyal Delta Sig would be hard to find.

Kappa is well represented in campus activities, having Brothers McIntyre and Harris as letter men in football, Eckford in basketball, "Shot" Sessions and "Varsity" Johnson on the cinder path, Lynn and Donough on the golf team, Holder on the Glee Club, and Smith on the Blue Print and Yellow Jacket staffs.

We have at night school this year Brothers Acree, Moore, Ellis, Hollingsworth, Turner and Lynn. These men are all leaders at night school which gives Delta Sigma Pi a good representation among the young business men of Atlanta.

We would like to meet those Delta Sigs who visit Atlanta.

J. HERMAN LYNN, JR., Scribe.

### LAMBDA, University of Pittsburgh

RECENTLY, Lambda Chapter had the unusual pleasure of meeting the members of the Board of Directors of the National Chapter. Meeting these men and also hearing them speak has incited us to become a stronger and better chapter in carrying out the ideals of Delta Sigma Pi.

As our chapter has no permanent quarters, a committee was appointed to remedy this need and they are busy investigating a suitable location. It is our aim to have some place that we can call our own by June.

The spirit shown between the rival fraternities of our school certainly is commendable; the idea of good fellowship is replacing the idea of fraternal antagonism. As an example of this spirit, the local chapter of Alpha Kappa Psi held a luncheon, at which the active members of Lambda Chapter were guests and at which the desire for this spirit of good fellowship was expressed. The luncheon certainly was appreciated by our fellows and we hope to again meet with our rival friends.

C. F. GRIMM, Scribe.

## In Memoriam

With sincere regret, Mu Chapter announces the death of Brother James Harrington Hogan, of California, which occurred on November 21, 1923, at Emergency Hospital, Washington, D. C. Brother Hogan had just returned from a trip with the Georgetown delegation to Poland when he was stricken and removed to the hospital. Funeral services were held at St. Matthew's Church in Washington, after which the remains were placed in a receiving vault to be later removed and taken by his parents to his old home in Vallejo, California.

A friend, a man, a brother.

## MU, Georgetown University

**M**U CHAPTER enters the year 1924 with the brightest prospects it has ever had. The new chapter house has come up to our every expectation, and every fraternal activity has come in for its share of the benefits. There are at present twenty-five men residing in the house, but despite this fact, its spaciousness still permits room for more. Although we have occupied our quarters only three months, eight dances have been held so far, and plans are under way for a big formal dance on Washington's Birthday. It will be the apex of the year's social activities.

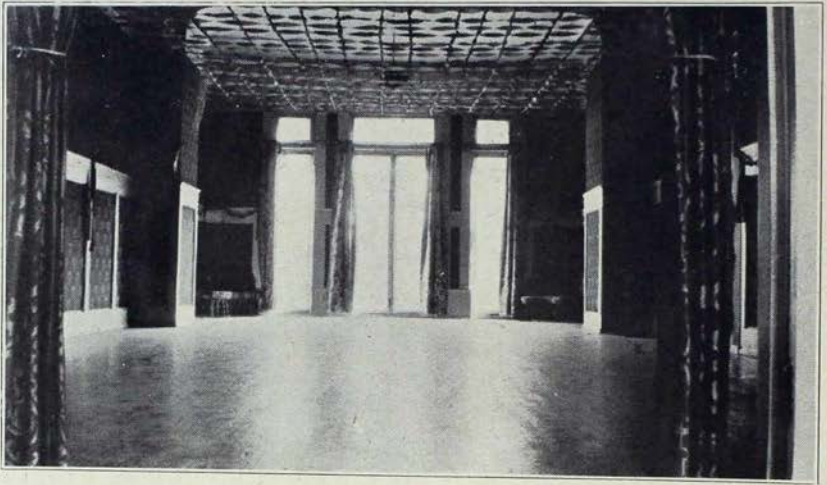
The first initiation of the school year was held on February 9, with seventeen men being taken into membership. They are: Thomas H. McGregor, Shreveport, La.; Connie R. Herron, Ottawa, Kansas; Paul H. Coughlin, Roslindale, Mass.; H o k e G a n d y, Elm Grove, La.; Christian C. Miller, Washington, D. C.; Charles T. Fraff, Washington, D. C.; Emile F. Vanderstucken, Sonora, Texas; Ward C. Rogers, Collinsville, Conn.; James P. Garry, Dalton, Mass.; Peter W. Coffield, Allentown, Pa.; Henry W. Coughlin, Roslindale, Mass.; William T. Hardaway, Newman, Ga.; Anthony M. Jackson, Pena, Ill.; Athos Grazzini, Staten Island, N. Y.; Roland W. Rochette, Buenos Aires, Argentina; Philip J. Gilbert, Dalton, Mass.; and Clement S. Logsdon, Columbus, Ohio. These men proved their worth during an exceptionally hard probation period and Mu Chapter expects great things from them.

Brothers Dick P. Butrick, formerly vice consul at Valparaiso and Iquique, is back in the States on leave, Larry Schultz, Secretary of the Fageol Motors Company of Cleveland, Ohio, and Stephen Lenahan, of Chicago, Illinois, were present for the initiation.

Plans are being launched to attract the National Congress of 1926 to the Nation's Capital. Mu Chapter feels that its new home, the attractions of



MU CHAPTER HOUSE



BALLROOM, MU CHAPTER HOUSE

Washington, and its geographical location are factors which should bring the Congress to the District of Columbia.

Word has just been received that Brother "Ham" Cochran, '22, has established an Advertising office in London, England, and would appreciate it if any Brothers traveling in that direction would look him up.

Brother Butrick, Mu, has been promoted from vice consul Class III to vice consul Class II, his next post being Guauaquil, Ecuador.

Brother Ralph A. Carmichael, B.F.S., '22, Mu, has accepted a professorship at the Armstrong School of Commerce, Berkeley, California, in charge of the Foreign Trade Department.

Roy H. Flamm, Mu's first Headmaster, has resigned his position with the San Francisco office of the Department of Commerce, and is now manager of the Industrial Bureau of the Sacramento (California) Chamber of Commerce.

Brother James DeForce received the degree of Bachelor of Foreign Service at the Mid-Year Convocation held at the School of Foreign Service, February 13, 1924. Hon. James J. Broderick, Commercial Counselor of the British Embassy, delivered the principal address.

Brother Larry Schultz, Chairman of the National Alumni Club Committee, has appointed Brothers Charles Frey and John Tindall as members of a sub-committee to organize an alumni club in the District of Columbia. There is an urgent need for such an organization in Washington, and we can be assured that Brothers Frey and Tindall will do all in their power to make it a reality.

CLEMENT S. LOGSDON, News Editor.

## ARGENTINA EMPLOYS DELTA SIG AS ADVISOR

**B**ROTHER ERNEST L. TUTT, who until recently has been the cotton expert for the Department of Commerce at Washington, has accepted a position with the Argentine Government. In his capacity he will have complete charge of the development of the raw cotton industry in that country.

Receiving his preliminary education in the public schools of Texas, Brother Tutt took the degrees of Bachelor of Business Administration from the University of Texas in 1920, and Master of Foreign Service from Georgetown in 1922. After being discharged from the military service, thirteen months of which were spent in France and Germany, Brother Tutt accepted an appointment with the Department of Commerce, in October 1920. While employed in the Department of Commerce, Brother Tutt was in charge of the cotton section of the Textile Division, where he conducted several special investigations relative to the cotton industry throughout the world and which proved to be very valuable to the trade.

It will be his duty while in the employ of the Argentine Government to determine where cotton can best be grown, the type of seed most suitable, best methods of cultivation, and the promotion of propoganda for the purpose of educating the Argentine farmer in modern methods of cotton cultivation. The fact that Government of Argentina considers American cotton experts the best qualified to undertake this work, and then proves it by appointing one, is a fitting tribute to American genius and to Delta Sigma Pi.



BROTHER ERNEST L. TUTT

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### NU, Ohio State University

**W**ELL, brothers, we of Nu are all installed in our new apartment—the rugs are down, the furniture is in place (although not entirely paid for), the pictures are on the walls, and everything is set.

We have five brothers in the house at present and it serves as an ideal hangout for the rest of the chapter as well. To those of you who haven't as yet secured a home, take our advice and get one as soon as possible. You may have to start out in a small way and there will be certain financial obligations, but our experience shows that results will more than repay you.



BROTHER O. B. COMBS  
HEADMASTER, NU

Soon after moving into our new home, we petitioned for admission to Men's Pan-Hellenic Council and were accepted. Brother Raymond Jordan is to represent us on the council during the remainder of the school year.

With our admission to Pan-Hellenic Council came the opportunity of striving for the scholarship cup, given each year to the high ranking professional fraternity. Our hat is in the ring and it is our intention to get the cup.

Speaking of scholarships we are proud to say that Brother Combs is President of Beta Gamma Sigma, Honorary Commerce Fraternity, and of the eleven men recently elected to that body, four were Delta Sigs, Brothers Gerlach, Wiley, Griffith, Everett, and Lisko are the Delta Sigs in Beta Gamma Sigma. Needless to say, we're mighty proud of them.

Brother Combs is our newly elected Headmaster as Brother Streeper has dropped out of school with the hope of entering the consular service. Our best wishes go with Brother Streeper. We know that he will make good. Brother Combs gives every promise of being a most worthy successor to his predecessor in office. We feel that under his guidance, Nu will step out and do even bigger things than have been accomplished already this year.

The Commerce Council, the representative body for the students of the College of Commerce, recently sponsored "Ohio State day" at a big downtown department store. Students from the Commerce College worked side by side with the personnel of the store, each student assuming the duties of his assigned position. Brother Goshen, President of the Council, was "president of the store" for that day and Brothers Combs, Hanson, Tice, and Breininger, other members of the Council, held down various responsible (?) jobs. Of the nine members of the Council, five are Delta Sigs.

At initiation, Sunday December 9, sixteen new men came into our midst—Brothers Eugene C. Van Cleef, professor in the department of economic and social geography, Clyde M. Griffith, John K. Hughes, Lloyd E. Vogel-sang, William O. Yohe, Harry L. Wylie, Paul C. Barton, Raymond W. Dachsteiner, Albert H. Freytag, William R. Kaufman, Cletus F. Paumier, Herman O. Tice, Everett V. Spaulding, Raymond V. Jordan, and Walter W. Peters.

Brother Van Cleef is a real acquisition. He holds a prominent place in the faculty, being head of the foreign commerce division, and he has always been an enthusiastic booster for every policy and activity tending to better the College of Commerce.

WATCH NU GROW.

L. K. HANSON, Scribe.

## XI, University of Michigan

AT a recent meeting of the Regents of the University of Michigan, the Department of Business Administration was reorganized into the School of Business Administration, and Professor Day, recently of the Harvard Graduate School was appointed Dean. In the past, Commerce has been a department of the Literary College, granting an A.B. degree, and an Economic Certificate. It is planned in the near future to make this a five-year course, with a year of literary preparation, and to give a degree of Master of Business Administration. This promises a bright future for Xi Chapter. We are at present the only active Commercial Fraternity on the Campus, and are here on the ground floor, ready to develop with the new School.

At our Fall initiation, four new men were taken into Delta Sigma Pi. They are: Brothers Lyman, Lewis, Thayer, and Howes. Our President, Brother Wright, was present at the initiation, and assisted Brother Buck with the Ritual.

Unfortunately, Xi Chapter loses two Seniors, Brothers Wolfe and Prophet, through Graduation, at the end of this semester. Brother Wolfe has been an active worker on the business staff of the Michigan Daily, holding the office of Circulation Manager throughout the past year, and is a member of Alpha Delta Sigma, honorary advertising fraternity. He has accepted a position with the Detroit Automobile Club.

Brother Prophet, along with his Commercial work, has been specializing in Geography, and has held an Assistantship in that Department. He also has accepted a position in Detroit.

At the Mid-Year Election, the following men were elected to office for the coming Semester: Headmaster, Brother Buck; Scribe, Brother Stephen; Treasurer, Brother Lewis; Senior Warden, Hathaway.

Several Campus honors have come to Delta Sig already this year. Brother Stevens won second prize in a declamation contest, against men who have been instructing in Public Speaking. The coming Semester may see him an assistant in that Department. Brother Pryor was made Alternate on the Mid West Debating Team, and was also elected Speaker of Adelphi, House of Representatives. Brother Stephen was elected to Alpha Epsilon Mu, Honorary Musical Fraternity.

Brother Slingerland has produced a basketball team which bids well to go far towards the Fraternity Championship.

Xi wishes to express its appreciation to Beta and Psi, for the fine reception given its delegates to the Michigan-Wisconsin football game. Our house is always open, and we would enjoy seeing a large number of Brothers during the football season next Fall.

H. M. STEPHEN, Scribe.

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## RHO CHAPTER, University of California

RHO CHAPTER has started off the spring semester in fine style. As a climax to the rush season the active chapter is giving a formal dance Saturday evening, March first, in the Kappa Alpha house. All the local

alumni of Rho Chapter have been communicated with and promise to be on hand when the festivities commence. This group combined with the 26 active members will make quite an affair. Brother Burt King and his orchestra will furnish the music.

The College of Commerce at the University of California has recently been granted the use of an annex to the Commerce building to be used as club rooms by the students. During the fall semester the Commerce Association, under the direction of Brother Frank MacRae took an active part in the remodeling of the rooms. Brother Wallace Breuner was placed in charge of furnishing the rooms and with the help of the other commerce organizations—furniture for both the men and women's rooms was constructed. Every organization affiliated with the College of Commerce—nine in all—made a donation toward decorating the club rooms. Rho chapter is represented by a banner hung in the men's club rooms.

The active chapter have confined rushing prospects to participation in the bi-weekly luncheons given at a local restaurant. As there are 58 social fraternities on the campus, activities of this character are going on continually, thus making extensive rushing impractical. Very often an outside speaker or faculty member is invited to the luncheon for a few minutes' talk on present-day problems.

On February 29th the quadrenial University Labor Day, Rho chapter took a prominent part in laying the plans for the work accomplished by the College of Commerce and was equally well represented in the Big C Sirkus parade in the afternoon.

Spring elections will be held shortly and Rho Chapter feels sure it will have an interesting news item for the next issue.

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### PSI, University of Wisconsin

Greetings, Brothers!

**P**SI has now been in the fold of Delta Sigma Pi for a year, having been installed February 10, 1923. The chapter was known as Alpha Pi Delta from the time of its organization in 1920 to its installation. Psi celebrated its first birthday with a Founders' Day Banquet held on February 17, 1924. The celebration was postponed a week on account of the conflict with the Prom parties.

During the year Psi has grown, has brought new men into the fraternity, and has graduated seventeen "coming" business men. On the campus our power and prestige have grown. We claim leaders in various activities. We have maintained a high scholarship standard. We now look forward to the future; we will do our best to make Delta Sig greater as time goes on.

The Psi bowling team has rolled its way into fifth place in the interfraternity tournament, with six more games to roll. For a time Bro. Hoffman held the high individual record among the teams of some forty fraternities. Our basketball team lost half of the preliminary games; we did not reenter



the tournament because the men did not have time for practice. Brother Grunitz representing Psi in Varsity athletics—he pulls an oar on the Varsity crew.

The returns of the Commerce elections showed that Brother Payne was elected president, Brother Jandrey, secretary, and Brother Wheeler, Sergeant-at-Arms. They take office the second semester.

Brothers Hefty and Hawkinson have been added to the staff of the Commerce Magazine, of which Brother Schujahn is editor. Brother Alinder has been made publicity manager of the Wisconsin Octopus, our campus funny magazine. Brother Fronk is business manager.

Several members of Psi have been elected to membership in the Commerce Club. The Commerce Club at Wisconsin is limited to fifty members, and election is based on scholarship and activities. The new members include Brothers Hefty, Wilbert, Hass, Ragatz, Giessel, Fronk, and Wheeler, and Pledge Daoust. We now have fifteen brothers in the Club.

The new officers elected to guide Psi through the semester are Headmaster, Ken Kober, Chancellor, J. M. Wheeler, Scribe, L. J. Wilbert, Treasurer, A. J. McGlasson, Senior Warden, Henry Alinder. They were installed at the last meeting.

Brothers Jandrey and Reyer were elected members of Beta Gamma Sigma, commerce honorary fraternity. Brother Fronk was one of the four men elected to Iron Cross, the highest honor in the senior class. The others elected were Marty Below, captain of the varsity football team, Merrill Taft, fullback on the team and listed on many mythical elevens, and Tex Dawson, president of Union Board. Brother Schujahn was elected to Phi Kappa Phi, all-collegiate honorary.

Brother McMurray, Associate Professor of Accounting at the university has been granted a year's leave of absence to engage in private work. Brother Gesteland has resigned his position with the Wisconsin Truck Co. to take one with Brother McMurray. Brother Dave Jones has taken a position with the Tax Commission. He has been an accountant for the University during the past year.

For a week there was a regular smoke barrage around the chapter house, caused by the La Palinas consumed in honor of the three engagements and one wedding brought on by the holidays. Brother Meyer, who is professor of accounting at the University of Tennessee was married to Miss Helen Pankella on December 26. The engagements of Brother J. C. Payne to Miss Nina Farris, of Brother Al Peterson to Miss Irene Hull, and of Brother Leland Williams to Miss Edith Hull were announced during the first days of the new year. We wish them all the best of happiness. Also, rumors of a few more like incidents are floating around.

As usual, Psi wants it known that the latch string is always out for any Delta Sigs who happen this way, and that we always welcome visiting brothers.

L. J. WILBERT, Scribe.

## CHI, University of Maryland



BROTHER C. A. LAPPE  
HEADMASTER, CHI

OUT of the sixteen recently elected class officers of the College of Commerce, one half of the men are Deltasigs. They are: Senior class, President, Brother Buckey; Treasurer, Brother Sullivan, and Secretary, Brother Canton. Junior class, President, Brother vonBriesen, Vice-president, Brother Schmidt, Treasurer, Brother Lappe. Sophomore class, President, Brother Armstrong. Freshman class, Secretary, Brother Rowe. This, we feel, is quite a creditable showing.

Our first dance of the year was held during the middle of November and although it didn't pan out, financially, as well as we expected, those who were present cannot complain for lack of entertainment. Our next, is slated for January 19th.

At our last meeting, it was proposed to change our weekly luncheons to suppers. Our school being composed of strictly evening classes, we believe we can get more men out at this time than have been attending the luncheons. It is a very feasible plan, at least, and we are for giving it a try out.

On December 7th (the 8th being Sunday), Chi celebrated its inception into Delta Sigma Pi one year ago, by an elaborate program. Such an affair will be held annually and we have dubbed it Founders' Day. The program included an initiation in the afternoon and banquet in the evening. We were more than gratified to have with us, on this occasion, visiting Brothers from Alpha, Mu and Omega Chapters, whose very presence permeated the atmosphere with a feeling of mutual relationship. The initiates were forcibly made to understand the proper methods of modern accounting. The waiting ambulance was not needed. The bill for same was charged off to profit and loss. The survivors are: Brothers Richard Dent, W. R. Compher, J. H. Feltham, E. F. Wieland, H. H. Rowe.

Frankly, every time Chi stages an initiation, you will see here and there, a Charter member rapping himself on the head and thanking his lucky stars that his was such a fortunate escape. What fools us mortals be!

ROY VON BRIESEN, Scribe.

## OMEGA, Temple University

**I**N our last letter we simply made note of our initiation and dance on November 24th. However, just because it was merely a note do not think Brothers, that it was not one roaring success. Anyone who wishes to know just how alive Omega Chapter is just ask Brothers Millard and Schmidt from Chi Chapter.

Personally, I heard quite a few comments on Omega affairs around the University and the summary of all is, "Delta Sigs sure do have real times which are THE affairs of the University."

The second edition of the "Omegazine" was distributed at the dance. Its a great little paper boys, write and ask for a regular edition to come to your Chapter. Don't forget our address, Box 101, Temple University, Philadelphia.

The next Delta Sig happening was the nomination of officers for the new year, on December 20th, one day before we went home for the Christmas vacation. Immediately following the vacation the election of officers took place. The following were elected for the ensuing year:

Headmaster, A. B. Backensto; Senior Warden, E. R. Mohr; Junior Warden, Archie McDowell; Scribe, C. B. Wingert; Treasurer, Herbert E. McMahan; Corresponding Secretary, H. E. Pitts; Master of Ceremonies, W. H. Smethurst; Historian, Clyde Smith; Senior Guide, Paul E. Cassels; Junior Guide, W. C. Gackenbach.

Brother Book, the retiring Headmaster, was one of whom Omega can well be proud of. He carried us through a year of complete success. To him we owe many thanks and appreciations for the way in which he piloted Omega through her first year.

To his successor we wish a year of the same kind of success as our retiring Headmaster enjoyed. Lots of luck "Art."

Omega Chapter plans to attend in a body the Annual Reunion of the Alumni Association of the School of Commerce on January 16th.

On February 16th we observed Founders' Day of Omega Chapter. We are now one year old.

Our plans are materializing rapidly for a house. In the near future we hope to be able to announce that Omega now has a permanent abode.

About ten men from Omega enjoyed a brilliant initiation at Chi Chapter, December 8th. The fellows have not yet finished telling about it. The outstanding feature was the genuine hospitality extended to them by Chi. "We were treated like kings" was one expression overheard.

We are sincere in expressing a desire to hear from other Chapters and whenever any of the Brothers come to Philadelphia don't fail to look us up.

Best wishes for a New Year filled with success to every chapter of Delta Sigma Pi.

ROBERT G. EHRHART.



### CONWELL HALL, Temple University

ON Monday, January 7, the first classes were moved into Temple's new building, "Conwell Hall." Omega Chapter is proud to have such a building, one of the finest college buildings in America, added to its University.

The structure is of Gothic architecture, rising six stories above the street level. It is built of stone with terra-cotta trimmings of artistic designs.

The interior is so arranged as to fit the many requirements of the University. The rooms are large and spacious, equipped with the most modern devices for ventilation. Throughout the building, the color scheme is light, giving a general effect of cheerfulness.

On the first floor, the rooms have been equipped for the various offices, with the exception of two, which have been given over and luxuriously fitted out as faculty rooms. The School of Commerce has the exclusive use of the second floor. The third floor is occupied by the departments of Psychology, Education, and Music. A Cafeteria has been provided for on the fourth floor, much to the delight of the student body. On this floor is also located the Domestic Science Department. The fifth floor is given over to the Gym and Track, while the basement contains the swimming pool and the showers.

Members of Omega Chapter are looking forward to meeting visiting brothers of Delta Sig, when we will be able to do more than just describe our new home.

C. B. WINGERT, Scribe.

### ALPHA-BETA, University of Missouri

ON November 4, 1923, Alpha-Beta held her first initiation since the installation of this chapter. At this time, twelve Neophytes who had signified their desire to become our brothers, were initiated into the mysteries of Delta Sigma Pi. The initiation was held at the Daniel Boone Tavern, and was followed by a banquet, unsurpassed in the history of the chapter.

The men whom we now greet as our brothers are: Joe J. Biggs, E. J. Curry, L. W. Dillman, V. M. Fay, J. D. Grant, W. R. Hancock, J. Glenn Jordan, J. R. Julien, G. H. Mueller, R. C. Norton, G. H. Mulligan, Paul G. Shaw.

Some more honor for Delta Sigma Pi. It has very recently been announced that the Deltasig Key for the year 1922-23 has been awarded to Brother Royal D. M. Bauer, who was the first Headmaster of Alpha-Beta Chapter. Brother Bauer is now connected with the Audit and Bond Company of America, with headquarters in St. Louis. Look out! We are out to win that key again this year.

Since the last letter to THE DELTASIG, the following officers have been elected:

N. Hale O'Byrne, Headmaster; A. E. McElroy, Senior Warden; Curtis N. Painter, Junior Warden; J. Ralph Julien, Scribe; R. Louis Yowell, Treasurer; George H. Mueller, Historian; Robert B. Murray, Master of Ceremonies; V. C. McKenzie, Master of Festivities.

Alpha-Beta is mourning the loss of some of her most valued members. Brothers Kennedy, Sells, Hodges, and Farneman received their degrees at the close of the last semester and left school the first of February.

Brother O'Byrne, our new Headmaster has recently been elected Vice President of the Student Senate.

We are looking forward to the return of Brother Haupt at the beginning of next semester. Brother Haupt, who is now connected with the Southwestern Bell Telephone Company in St. Louis, will receive his degree in June.

A dinner was given on January 15 at the Daniel Boone Tavern. Several prospective pledges were entertained. Dr. Scott, of the Accounting Department, gave a short talk.

At present the outlook for the chapter is very bright, and we are planning for another initiation in the near future.

J. RALPH JULIEN, Scribe.

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### CHICAGO ALUMNI CLUB

THE Chicago Alumni Club of Delta Sigma Pi extends cordial greetings and sincere wishes to all brothers for a prosperous and happy nineteen twenty-four.

The Chicago Alumni Club is starting to swing into action for the coming year. Plans are being discussed with a view to having a party at the Beta

Chapter House along about one of our most important national holidays, March seventeenth. There will be dancing and refreshments with a dash of appropriate sketches of the wit and humor represented by the members of the club, thrown in for good measure; and this is almost too good to keep back—it is whispered about that Brothers McQuigg and Skurow are slugging on a "take-off" if Mr. Gallagher and Mr. Shean, with all due acknowledgments to the Messrs. Shubert and Ziegfield.

The Secretary would appreciate it if any brothers from out of town chapters make their presence in Chicago known. The Chicago Alumni Club embraces them in its membership and we cordially invite them to attend our meetings and affairs. Letters may be addressed to 72 Cedar Street, Chicago, and they will receive prompt attention.

At the annual election, held on October 28, 1923, Brother H. Gilbert Wright was chosen to succeed Brother Gilby as President; Brother Coyle to succeed Brother Civis, as Secretary and Brother Broderick to follow Brother Bready as Treasurer. Brother Tengwall was elected to the office of Chairman of Activities, and all functions are under his control and direction.

Many "old timers," as the active chapter members style the Alumni, put in an appearance at headquarters. Lloyd Fairbank's initiation party on Saturday, January 12, cooperated in the ceremonies with much gusto. Some were observed with tears of joy glittering in their eyes to be once more at the motive end of some instrument of medieval torture. It is too bad that they were not available at the time Torquemado lived—they certainly would have qualified as his chief lieutenants.

Members requested to please take notice that there will be a meeting of the club in the very near future and should hold themselves in readiness to attend.

J. RAPHAEL COYLE, Secretary.

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### ALUMNI CLUB, Salt Lake City

**I**N the midst of winter sports and pleasures men sometimes seem to forget that which is most dear to them, namely, their old college spirit. The Salt Lake Alumni Club is endeavoring to maintain the old college atmosphere of brotherly association such as that taught by Delta Sigma Pi. With parties of every description we have tied the beast of burden (B-U-S-I-N-E-S-S) in the barn and made merry all our spare time by having good luncheons, snappy meetings and by being visited by Brother Phil Kuehn, Alpha, while on a short business trip to Salt Lake.

The club since its organization has set for its slogan "Delta Sig first, last and always," and every fellow is wearing his knuckles off to make it so.

So if you want to know anything about Utah and the west ask us we'll tell you or bust.

WALTER H. REESE.

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## ETA CHAPTER, University of Kentucky

WE are proud to welcome the following new brothers: E. H. Abbott, Warsaw, Ky.; H. R. Brown, Bloomfield, Ky.; T. A. Duncan, La Grange, Ky.; S. R. Hill, Germantown, Ky.; G. R. Kavanaugh, Blackford, Ky.; J. R. McClure, Bellevue, Ky.; J. E. Reed, Bellevue, Ky.; W. I. Rigdon, Fort Valley, Ga.; B. R. Shaver, Greenville, Ky.; J. R. Snyder, Lexington, Ky.; H. B. Tilton, Carlisle, Ky.; and C. M. Wheeler, Buechel, Ky.

We older brothers feel that these new brothers are very valuable blood to the future success of Eta chapter.

In our new brothers, Abbott, Duncan, Kavanaugh, McClure, and Wheeler, we see great possibilities of leaders in the business field of retailers. Brothers Brown, Snyder, and Shaver seem best fitted for the field of accounting, Brown now auditing the books of the finance department of the Experiment Station of the College of Agriculture; Snyder now operating a Burroughs machine at one of the banks here in the city; and Shaver now tendering his services to the Burley Tobacco Growers Cooperative Association. Brothers Duncan and Reed besides being good students in the School of Commerce are making very creditable records in the department of Journalism. Brother Hill also well versed along the line of accounting has decided to continue his present work of managing a large department store in his home town. Our other two new brothers, Tilton and Rigdon, have already stepped out into the business world, Tilton having accepted a position as private secretary to a Representative in Washington, D. C., and Rigdon having accepted a position with a business firm in New York. It is reported that both of these brothers are doing good.

Of the other six brothers now in school, Rohs and Foust are working to complete their junior year, while Mann, Bayless, Truitt, and Atchison are finishing their stay at the University. Upon graduation these four brothers are going into the following fields of business: Bayless to the Cotton Industries, Mann for the first year or so to the teaching of Business Law, Truitt to the field of Banking, and Atchison to the field of Insurance, working with the New York Life Insurance Co.

Added to the list of Eta men who are already making good in the business world are brothers Anderson, Baugh, Davidson, Hall, Johnson, Jones, McCormick, McRee and Waites, who stepped into the field since last graduation.

A few of Eta Delta Sig are also taking part in some extra-curricula activities. Brother Rohs is out for spring football practice. Brothers Foust, Duncan, Bayless, Reed, and Wheeler are still playing basketball. Brothers Truitt and McClure are working out for the boxing team. Brothers Hill, Mann, and McClure held places in the Grand Opera "Martha" this year which was a great success. They are also in the men Glee Club this year. Hurrah for our VOICES! Brothers Duncan and Truitt are members of the SUKY circle, a student organization to foster school spirit on the campus.

Brothers Duncan, Hill, and Atchison are holding berths in the Blue and White U. K. Band, which was branded the best student band in the south when it journeyed with our football team to play Georgia Tech. Some of our Kappa brothers probably saw this band in action as it paraded the streets of Atlanta and also heard it play at the game, the music of which was conceded by many to be a large factor in helping the WILDCATS to tie the game with the Golden Tornado of Tech.

Eta chapter is proud of the part its members are taking in student activities here on the campus and every member is keeping his shoulder to the wheel in an effort to make Delta Sigma Pi bigger and better. Let's go forward Delta Sigs!

A. L. ATCHISON, Scribe.

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### SIGMA CHAPTER, University of Utah

**S**IGMA extends greetings to all chapters, especially those two who have just been admitted.

We have had a very successful year, carrying all offices in the Commerce and Accountants Clubs and the presidency of the senior class.

Brother "Con" Stratford, the president of the senior class, has recently been admitted into the Beehive Club.

This club is limited to the five seniors who have been most active in student affairs and is the highest honor which the University can bestow.

Socially, we are having an enjoyable year and have had a number of the more prominent business men of the state as our guests at different times.

While we have no house we wish to remind everyone that they are expected to let us know when they are in town. The writer's phone number is Wasatch 4132.

We wish to announce that we are holding our Birthday Banquet on April the sixteenth to which all brothers are cordially invited.

A. K. COOK, Scribe.

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### UPSILON CHAPTER, University of Illinois

**D**ISAPPOINTMENT should lead to a greater determination to succeed. So it is with Upsilon chapter. We had planned for an apartment for this semester for use as Delta Sigma Pi club rooms and headquarters. Brother Headmaster Sturdivant put forth a great deal of effort to secure an apartment but due to the lack of anything suitable the plan was dropped, only to be furthered by appointing a committee to secure a house for next fall. One smoker has already been held and the date set for a second. We have



found a number of good men who can help us in establishing the chapter house at Illinois.

We are proud to congratulate former scribe, Brother Linde, who won his "I" by running in the four-mile relay team which won first place at the Annual Indoor Relay Carnival held here March 1st.

Brother Rollie Popken finished his brilliant basketball career here in the last game of the season against Minnesota. He did himself real justice in his final game.

Brothers Dearmin and Hart, two of our worthy politicians, are running for the offices of Illinois Union President and Junior Director respectively. The chapter wishes them success and it goes without saying that the brothers are giving them their entire support.

Rumors are often quite hard to believe, but there doesn't seem to be a shadow of doubt that Brother Gus Jaudice will be baseball manager for Illinois next year.

Brother Ken Carpenter was pledged Beta Gamma Sigma this semester. Most likely he feels that Brother Bill Edens needs a successor as president.

Upsilon chapter extends its most hearty regards to its new sister chapters at Nebraska and Minnesota.

O. W. FREEBERG, Scribe.

## NOTICE TO CHAPTER OFFICERS

Address the Secretary for jewelry, copies of the fraternity song, regarding chapter dues, initiations, pennants and banners, stationery, and similar matters.

Address the Business Manager of THE DELTASIG for copies of THE DELTASIG and other information pertaining to that publication.

Address the President regarding visitation of chapters, rental of regalia, 1924 congress, honorary members, and such matters as you believe require his attention.

## ALUMNI NOTES

Geo. B. MacMahon (Rho) is now in the Sales Dept. of the Standard Sanitary Mfg. Company, San Francisco, Calif.

J. O. Burnett (Epsilon) is associated with the Northwestern Bell Telephone Co., Des Moines, Iowa.

Albert O. Greef (Iota) is now an Instructor in Economics, Williams College, Williamstown, Mass.

Gordon Lee and Larry H. Schultz (Mu) are with the Fageol Motors Company, Cleveland, Ohio.

Ivo W. Parrott (Iota) is with the Kansas City branch of the Goodyear Tire and Rubber Co.

George E. Sprague (Alpha) is head of his own business in Greenwich, Conn.

Roderick J. Mason (Gamma) is U. S. Internal Revenue Agent at Providence, R. I.

L. S. Staples (Nu) is the Ohio representative for the Cincinnati Casket Co. and is headquartered at Ames, Iowa.

Ernest L. Olrich (Alpha) is Comptroller of the National Cloak & Suit Co., Kansas City, Mo.

Dolph Lain, Head Master of Xi last year is now on the faculty of the Moline (Ill.) High School.

John E. Newell (Alpha) travels the southern states for DeVoe & Reynolds Co., with headquarters at Atlanta, Ga.

"Bob" Engels (Beta) is Deputy Prosecuting Attorney at Rochester, Ind.

Lawrence J. Holly (Beta) is now Auditor for the Nash Motors Co., Kenosha, Wis.

W. F. Rubert (Psi) is District Manager at Fort Wayne, Ind., for the International Accountants Society.

Wm. C. Morton, Jr. (Omicron) is in the Chicago office of the Simmons Company, manufacturers of beds, mattresses, etc.

Ronald E. Kinney (Upsilon) is head of Industrial Standards Dept., Libby, McNeill & Libby, Blue Island, Ill., a Chicago suburb.

L. C. Ringle (Iota) is cashier of the Stotesbury (Mo.) State Bank.

Grant V. Wilson (Beta) was recently elected vice-president of the Sall-Mountain Co., Chicago. Several Delta Sigs are in the employ of this growing firm.

Warren P. Lawrence (Epsilon) is now located in Omaha, Nebr., with M. E. Smith & Co.

Edwin E. McConnell (Gamma) is with the New York office of Lewis, Murphy & Co., accountants.

H. Fishburn (Alpha-Gamma) is in the Dean of Men's office, Penn State College.

Wm. B. Carr (Kappa) is with the Screven Turpentine Co., Bainbridge, Ga.

## ALUMNI NOTES (Continued)

W. C. Beck (Alpha) is Secretary-Treasurer, Gamewell Fire Alarm Telegraph Co. of Newton Upper Falls, Mass.

John B. Guernsey (Alpha) is Controller, The Emporium, one of San Francisco's largest department stores.

M. P. Newby (Upsilon) is Credit Manager, Skelly Oil Co., Kansas City, Mo.

Karl D. Reyer (Nu) is with Marshall Field & Co., Chicago.

Frank E. Commiskey (Beta) is with the General Box Co., Chicago.

Bryan Warman (Xi) is associated with George Harrison Phelps, Inc., Detroit.

H. A. Krigbaum (Nu) is with the Cincinnati Underwriters Agency Co., Cincinnati, Ohio.

Everett C. Brose (Alpha-Gamma) is with the Weaver Piano Co., York, Penn.

Beaumont Davison, Jr. (Pi) is with Davison Paxon Stokes Co. of Atlanta, Ga.

Chas. E. Freeman (Beta) is with the Continental Insurance Co., New York City.

Many Delta Sigs are with Hart Schaffner & Marx, Chicago, including Mark W. Cresap and Jim Lindstrom (Beta), Dan Vaughan (Delta), and Harold S. Case and Roy A. Sands (Epsilon).

Angus L. Cotton (Epsilon) is Coach of the Bloom High School, Chicago Heights, Ill.

Geo. P. Dean (Zeta) is with Brunswick Collender Co., Chicago.

Rudolph W. Riggs (Alpha) is now with Rule & Sons, Inc., Los Angeles, Calif.

Richard S. Carr (Zeta) travels Indiana for General Motors Acceptance Corporation.

Louis A. Komjathy (Lambda) is with the Peoples State Bank of Detroit.

Leland B. Irish and Floyd E. Walsh (Epsilon) are with the Chicago office of Haskins & Sells. Harry A. Finney (Beta) is also with this firm.

Stephen W. Lenahan (Mu) is with the Illinois Automobile Club, Chicago.

Julian H. Turner (Kappa) can be found with the Georgia Wholesale Co., Macon, Ga.

Everett K. Welch (Xi) is now at the Indianapolis office of the Standard Accident Insurance Co.

Wm. M. Stufflebeen (Rho) can now be found care Retail Credit Co., 256 Montgomery St., San Francisco, Calif.

D. W. Smith (Psi) is located in Dallas, Texas, care the Dallas News.

A. H. Ribbink (Epsilon) is Head of the Accounting Department, University of Texas, Austin, Texas.

Brother H. W. Scannell (Nu) is now Assistant Manager, credit department of the National City Bank, at Cleveland, Ohio.

## ALUMNI NOTES (Continued)

Herb Brown (Beta) can be found with the Baldwin-Universal Co., 40 Rector St., New York.

Kenneth Castlebury (Omega) is manager of the Specialty Distributing Co., Williamsport, Pa.

Elmer F. Benson (Psi) is on the staff of the State Normal School at River Falls, Wis.

Ray Ormond (Psi) is with the First National Bank of Sequin, Texas.

S. H. Dunlay (Rho) is general manager of the Associated Students of the University of California, Southern Branch, Los Angeles, Calif.

F. W. Neff (Rho) is in the real estate game with Fred T. Wood, Oakland, Calif.

Arthur H. Benson (Psi) handles the advertising for A. W. Lund Co., River Falls, Wis.

Wm. J. Bergen, Jr. (Nu) is a traveling auditor for the Ohio Bell Telephone Co., traveling out of Cleveland, Ohio.

H. H. Groth (Psi) is publicity manager, Citizens State Bank, Sheboygan, Wis.

Harold F. Sells (Alpha-Beta) is associated with Baird, Kurtz & Dobson, certified public accountants, Kansas City, Mo.

Joseph F. Odell (Alpha) is with the Land Title Abstract and Title Co., Cleveland, Ohio.

Wm. B. O'Sullivan (Delta) is in the employ of the Petroleum Iron Works, Sharon, Pa.

Robert Y. Edwards (Mu) is traveling secretary for Sigma Phi Epsilon Fraternity, with headquarters in Richmond, Va.

Earl J. Bush (Beta) is general sales manager, Diamond "T" Motor Car Co., Chicago.

Thomas W. Wright (Beta) is secretary of the Rite-Rite Corp., mfrs. of lead pencils and pencil leads, Chicago.

Fred H. Bradshaw (Beta) is treasurer and John W. Bready (Beta) is vice-president, of A. R. Stewart & Co., Chicago, manufacturers of metal specialties.

Joseph A. Thalhoffer (Delta) is secretary-treasurer of Sprague River Co., Braymill, Ore.

Robert P. Alexander (Alpha) is now controller of the Chicago Talking Machine Co., Chicago, Victrola jobbers in the Chicago territory.

Roy A. Sorenson (Beta) is treasurer of Turner-Wagner Advertising Agency, Chicago.

Emil Hofsoos (Psi) is with the Pillsbury Flour Mills Co., Minneapolis, Minn.

Claude Raibourn (Beta) has just been transferred from Tampico, Mexico, to the Cartagena, Colombia, South American office of the South American Gulf Oil Co., of 21 State St., New York.

## AN OPEN LETTER TO THE ALUMNI CLUB COMMITTEE

President Wright honored the writer several weeks ago by making him Chairman of the Alumni Clubs Committee, with the following members:

Name	Chapter	City
George M. Lott.....	Xi .....	1630 E. 13th St., Denver, Colo.
F. M. Hart.....	Xi .....	c/o J. L. Hudson Co., Detroit, Mich.
M. P. Newby.....	Upsilon .....	3109 Campbell St., Kansas City, Mo.
S. B. Hoffman.....	Beta .....	Box 1182, Sta. C, Los Angeles, Calif.
D. M. Staley.....	Epsilon .....	4244 Harvey St., Omaha, Nebr.
R. E. Kenworthy.....	Epsilon .....	3607 Ingersol Ave., Des Moines, Iowa
Thos. B. Donnelly....	Gamma .....	Fidelity Bldg., Portland, Me.
M. H. Bauer.....	Beta .....	147 University Ave., Buffalo, N. Y.
Walton Juengst.....	Alpha .....	5 Mason St., Providence, R. I.
G. B. MacMahon....	Rho .....	177 Wawona St., San Francisco, Calif.
Charles Frey.....	Mu .....	1917 N. St., Washington, D. C.
John Tindall.....	Mu .....	1300 New Hampshire Ave., Washington, D. C.
Leon F. Goodwin....	Chi .....	5 Tames Ave., Hamilton, Md.
R. C. Schmidt.....	Theta .....	347 Ashland Ave., Detroit, Mich.

Brother Wright stated that the Chairman had his permission to add to the committee in any way he wished.

I therefore take this opportunity to appoint every alumnus of this fraternity a member of the Alumni Clubs Committee and appoint the above named original members as Local Chairmen. These appointments are made because it is my sincere belief that every alumni member of the Fraternity is anxious to see the installation of additional Alumni Clubs and I am asking that each alumnus take an active interest in this work such as a committee man should. Local chairman will of course take the initiative and arrange the first meeting for the purpose of organization, but I am counting on every alumnus member to take a committee man's part from that point on.

The International Fraternity of Delta Sigma Pi has now reached the point of growth where additional Alumni Clubs can and should be organized. There are a dozen cities where from six to twenty-five alumni members of the Fraternity have taken up their permanent residence. From time to time Alumni Clubs have been organized in New York, Chicago, Boston and Salt Lake City as the number of local alumni made such clubs possible. But growth of the alumni in the past two years has been rapid and now as stated above there are possibilities of about a dozen more clubs. I call on every alumni to make these additional clubs an actuality by June this year so that representation can be had at the Congress in New York City this September.

### The Fulfillment of The Fraternity's Ideals

"A fraternity organized to foster the study of business in universities; to encourage scholarship and the association of students for their mutual advancement by research and practice; to promote closer affiliation between the commercial world and students of commerce; and to further a high standard of commercial ethics and culture and the civic and commercial welfare of the community."

The ideals of our fraternity as seen by the far-sighted founders and promoted ever since November 7th, 1907 are clearly outlined in the above paragraph.

The alumni are called upon to fulfill the second part of these ideals. In my mind and I am sure in the minds of all other alumni and active members, the greatest work and the greatest aims are to be fulfilled by Delta Sigs after they become alumni and are out in the world. Without belittling the great part which Delta Sigma Pi plays in college life I feel that the active chapters fill their biggest purpose by being selecting and training stations for placing the right class of experienced men out into the world as alumni members of Delta Sigma Pi to work as homogeneous units for the advancement of commercial ethics and the civic and commercial welfare of their communities and the nation and world.

Every active Delta Sig is vitally interested in the immediate organization of additional Alumni Clubs, because when he is graduated the organization and work of the club he joins will be just so much farther advanced. Alumni Clubs in Chapter cities therefore have the active chapter cooperation I feel sure.

### Procedure of Organization

The National Organization has not adopted any definite procedure of Alumni Club organization and installation to date. It is my hope that each club organized this year will work out some ceremony of its own and have its representative present it at the National Congress this fall, where the best one can be officially adopted.

The present procedure therefore as far as the national organization is concerned will be limited to petitioning the Board of Directors through the President for permission to organize an Alumni Club of the Fraternity.

This petition besides carrying signatures of all charter applicants should show the following officers, President, Vice-President, Secretary, and Treasurer who with four or five others would make up a Board of Governors for each Alumni Club. Regular date of meetings for the club and Board of Governors should be shown.

Petition should be accompanied with check for National annual dues at rate of \$2.50 per member. These dues are now required to be in, in order to secure THE DELTASIG and Pocket Directory. Local dues should be sufficient to cover the agenda of the organization.

After the petition is granted the club has the privilege of sending a delegate to the National Congress and I hope that we will see a dozen or more Alumni delegates at New York City this fall.

Brothers, Delta Sigma Pi is becoming a large and ever increasing organization. There are the greatest possibilities, both selfish and generous, in the Alumni Clubs of this Fraternity. There is no reason why such Clubs cannot rank with present University Clubs in fifteen or twenty years. This is the selfish possibility. There is no reason why our Fraternity through alumni organization cannot be a strong factor for community advancement. This is the generous possibility.

Alumni Clubs to have a delegate at the next Congress, must have their petitions accepted by May 1, 1924. As chairman of the Alumni Club Committee, I therefore ask that.

1. Local Chairman arrange for meetings immediately.
2. That Alumni Club Committee members cooperate with their local chairman and organize themselves and petition the Board of Directors.
3. That all such petitions be in President Wright's hands by April 15, 1924. Let's all of us put this over in true Delta Sigma Pi style—snappy and right!

Fraternally yours,

L. H. SCHULTZ,

Chairman, Alumni Club Committee.



START PLANNING NOW  
*for the*  
CONGRESS OF CHAPTERS  
*of*  
Delta Sigma Pi

*to be held at*  
ALPHA CHAPTER  
NEW YORK CITY  
NEXT SEPTEMBER



*Details in the June issue of THE DELTASIG*