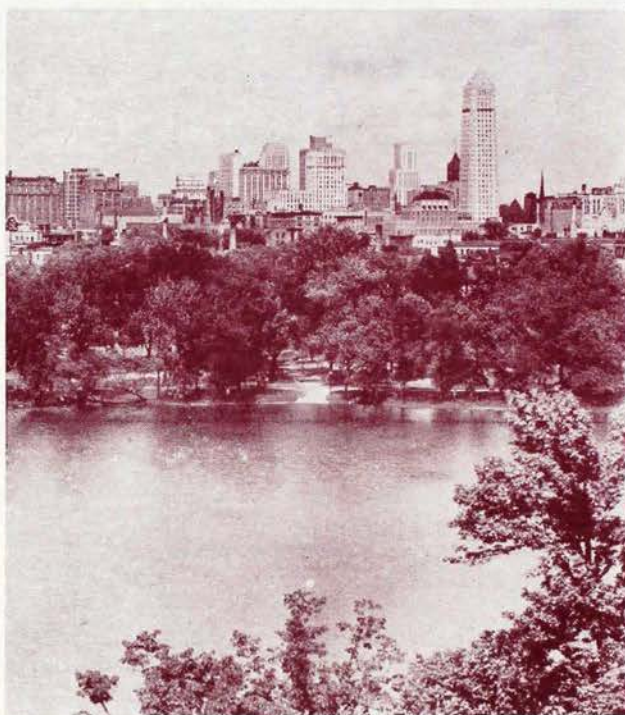


The
DELTA SIG

OF DELTA SIGMA PI

JANUARY
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MINNEAPOLIS, MINNESOTA
Scene of 16th Grand Chapter Congress to be held
August 27-29, 1947.

FOUNDED 1907 ★ ★ ★ ★ AT NEW YORK UNIVERSITY

THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

Professional Commerce and Business Administration Fraternity



Delta Sigma Pi was founded at New York University, School of Commerce, Accounts and Finance, on November 7, 1907, by Alexander F. Makay, Alfred Moysello, Harold V. Jacobs and H. Albert Tienken. The fraternity was 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.

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 OF DELTA SIGMA PI

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DELTA SIGMA PI is a charter senior member of the Professional Interfraternity Conference, organized in 1928 to encourage high scholarship, professional research, advancement of professional ethics, and the promotion of a spirit of comity among the professional fraternities in the advancement of fraternal ideals.

The members of the Conference comprise: ARCHITECTURE, Alpha Rho Chi. CHEMISTRY, Alpha Chi Sigma. COMMERCE, Alpha Kappa Psi, Delta Sigma Pi. DENTISTRY, Delta Sigma Delta. Psi Omega. Xi Psi Phi. EDUCATION, Kappa Phi Kappa, Phi Delta Kappa, Phi Epsilon Kappa, Phi Sigma Pi. ENGINEERING, Theta Tau, Sigma Phi Delta. JOURNALISM, Sigma Delta Chi. LAW, Gamma Eta Gamma, Delta Theta Phi, Phi Alpha Delta, Phi Beta Gamma, Sigma Delta Kappa. MEDICINE, Alpha Kappa Kappa, Nu Sigma Nu, Phi Beta Pi, Phi Chi, Phi Delta Epsilon, Phi Lambda Kappa, Phi Rho Sigma, Theta Kappa Psi. PHARMACY, Kappa Psi.



KENNETH B. WHITE, Boston
Grand President of Delta Sigma Pi

A Message from the Grand President

The achievements of 1947 are expected to mark another big step in the ever-continuing stride Delta Sigma Pi is making in the professional world. Delta Sigma Pi now stands on the threshold of its fortieth year since its founding at New York University in 1907 with a membership well over 18,000, with 40 active chapters, with strong alumni clubs in many of our principal cities, and with a financially sound and efficiently operated Central Office.

Statistics of record enrollments piling up in all our universities show that men back from the service are selecting courses having some direct and practical bearing on their future business and professional careers. Accordingly you who direct the affairs of the chapters must mold your plans to the needs and demands of these post-war college men and provide timely and forward-looking professional programs. I urge every chapter to carefully appraise its local situation, approach the problems with understanding, work cooperatively with your university administrators, and perpetuate your membership by pledging only those best qualified to carry on, so that your chapter and our Fraternity may continue to keep abreast of present conditions and be of outstanding service in this new professional world.

After a lapse of three war years our annual Chapter Efficiency Contest is in full swing again. The principal objects of the Contest are to create more interest in the activities considered essential to successful chapter operation and administration, to promote friendly rivalry among the chapters, and to serve as a basis whereby the success of our chapters can easily be compared on a national basis. As I see it, these annual contests are most important from a chapter standpoint in that they provide an up-to-date yardstick by which you may evaluate and compare the results of your own operations. Nothing would please me more than for every chapter to make the Honor Roll (85,000 points or better) by next June, for then each active member of your chapter would receive a paid-up alumni membership card for the first year following graduation. Or better still, turn in a perfect score of 100,000 points and have your Head Master presented with a fully-paid Life Membership. Even if you got off to a slow start, you still have 60% of the college year ahead (and really the best months) in which to make the Honor Roll.

Recently while visiting Past Grand President John L. McKewen in Baltimore I had the pleasure of a typical Deltasig get-together, lasting well into the night, with Bruno Lawson, President of the Baltimore Alumni Club, and J. Harry Feltham, Chairman of our National Committee on Life Memberships (project assigned to the Baltimore Alumni Club). Their enthusiasm matched the pattern I have observed prevailing in all our alumni club cities. Interest of Deltasig alumni is being evidenced by the two-fold attendance at all alumni club meetings. Particularly was this true of the participation by undergraduates as well as old-time alumni in the first post-war Founders' Day celebrations. Advisory alumni groups have been the key to our reactivation program which has been so successful in bringing 29 chapters back into our active Deltasig family. Advisory alumni groups are expected also to be the key to our expansion program. Presently negotiations are pending with several groups interested in prospective chapters at universities having large business administration enrollments. It has been said that the weakness in the structure of the fraternity system has been the feeling of too many alumni that the fraternity is a plaything of college days, when, as a matter of fact these very alumni are needed to insure for other undergraduates the opportunities they had in college. I sincerely hope that you alumni will continue to expand your interest in Delta Sigma Pi both locally and nationally—there is a place for you.

The curtailment of our national activities during the war years has emphasized the need of the permanent endowment of our Fraternity. It is for this very purpose that the National Endowment Fund was conceived. The principal of this fund, representing the entire receipts from Life Memberships, is available for loans to undergraduate members when needed to complete their college education; the income presently defrays only a small part of the general operating costs of our Fraternity. The perpetuation of Delta Sigma Pi will be secure only when the fund reaches a size to provide a perpetual income to take care of all these costs. Our alumni clubs are cooperating to the fullest extent with the National Committee on Life Membership. Special meetings are being devoted entirely to Life Membership drives. I was most inspired when the alumni club in my home city, Dallas, pledged itself to a Life Membership goal of 100%. Already more than 900 have invested in the future of Delta Sigma Pi by becoming Life Members. How about you?

Yes, 1947 is expected to be an outstanding year for Delta Sigma Pi. On behalf of your Grand Council I extend to Deltasigs everywhere—many of you, undergraduates and alumni alike, working for the future of Delta Sigma Pi—a most happy and prosperous 1947 with the hope that all your undertakings throughout the entire year will be completed successfully.



THE DELTASIG

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The University of Today and Delta Sigma Pi

ONE OF THE LATEST AND LARGEST BOOMS of business is the current unprecedented enrollment at all of the universities and colleges of the United States educational system. The major cause of this revolutionary change is the influx of nearly a million veterans of World War II into the universities and colleges under the government's veteran educational program. The problems caused by this sudden increase in enrollment have been discussed in many of the largely circulated magazines and newspapers, and are well known to the undergraduate members of Delta Sigma Pi, who are actually experiencing the improvisations that have been made to accommodate, on short notice, as many students as possible. To best understand the effect that this vast expansion of enrollment has on Delta Sigma Pi, it might be wise to review, first, the facts and surveys that have been conducted in an effort to predict the future of universities and colleges.

Basements, storerooms, attics, quonset huts, pre-fabricated houses, and new construction in some places, are serving as classrooms and laboratories. The furniture and equipment of these classrooms and laboratories ranges from brand new chromium finished apparatus to old second-hand dressers that are serving as professors' desks and rostrums. In most cases it has not been a question of cost of new material, but one of availability. Much fun is made over these makeshift classrooms, but as much learning is being assimilated in these surroundings as could be accomplished anywhere. This, of course, is not true in the case of makeshift laboratory apparatus and working equipment. As materials are made available this picture will change, resulting in the modernization of all classroom facilities, at most universities.

Living Facilities

Housing the veterans, many of whom have families, was the most acute problem facing the administrators of our educational institutions, and much originality was shown in the providing of suitable living accommodations. Quonset huts, trailers, pre-fabricated houses, military barracks, and many other types of temporary and permanent housing sprung up on athletic fields, campus greens, and other vacant campus areas. Entire villages of trailers or pre-fabricated huts can be seen on the outskirts of some college towns. Despite the ingenuity of the administrators and the willingness of the veterans to live in somewhat adverse conditions, enough housing could not be provided and a very large number of veterans were turned away from universities simply for the lack of a place to live.

Small college towns now are witnessing about as much activity as was prevalent in the western towns of gold rush fame. Local merchants, especially those purveying food, are experiencing no little difficulty in keeping their shelves stocked. Restaurants too, are usually far too few in number, and it is an everyday occurrence to stand in line awaiting the opportunity to enter one. Universities that were able to expand their eating facilities still could not guarantee unlimited amounts of food and variety in their menus to their students. This food situation has been slowly improving, and in time it will right itself. However, it was a source of much concern and some privation, when the colleges first opened in the fall.

Faculty and Textbooks

Almost as great as housing, was the problem of obtaining a sufficient number of qualified instructors. The war had taken its toll of faculty, through the induction of the younger members into the armed forces, and the shift of the older teachers to the well paying war positions of industry. If all of the faculty who had left the universities because of the war had returned, there still would not have been enough to properly instruct this record breaking student enrollment. It must be remembered, too, that the normal number of faculty replacements were not being trained during the war. The number of professors reaching the retiring age, however, did not change. The faculty problem was solved by recruiting capable instructors wherever possible, and by extending the programs of the available teachers to include classes on Saturdays and evenings. The result is not too desirable, but it was the only course open, at least until additional instructors can be trained.

Paper was one of the critical items of the entire war, and post war production does not seem to have improved the abundance. Shortage of paper, however, was only one of the hurdles that book publishers had to surmount in supplying the millions of textbooks required by the veterans; there was antiquated equipment that had taken a terrific beating throughout the war; a backlog of orders accumulated over a period during which only priority printing could be allocated paper; and finally the sudden rush of textbook orders for immediate delivery. The printing industry strained its production, and textbooks were shipped; in some cases not in time for the start of fall classes, and in other cases not the exact books ordered, but most of the students had books and classes were able to continue, which was paramount at the time.

Enrollment and Expansion

According to surveys conducted by various universities and statistical agencies, this college boom is here to stay. Two surveys conducted by two different universities estimate a total enrollment of over 3,000,000 by 1960, as compared to approximately 1,500,000 which was the top enrollment before the war. The influx of veterans is expected to reach its peak in 1949, and then taper off until it has disappeared completely in 1957. By 1957, however, the number of college educated people in the business world will be so great that the average youth will be forced to obtain a college education in order to compete on an even basis. This, plus the fact that there has been a normal steady increase in college enrollment since 1920, are used as arguments to substantiate this estimated enrollment. Whether it reaches this figure or not, it is safe to say that veterans will continue to swell enrollments for the next couple of years, and that the total enrollment will not drop back to the 1,500,000 that was the pre-war high.

Plans for expansion of buildings to house classrooms and laboratories are well beyond the talking stages at most universities. In fact, many colleges were ready to break ground for construction before the war, but were halted by government restrictions and a sharp drop in enrollment. Now only the shortage of material stands in the way of one of the greatest expansion and modernization programs that the educational system of this country has ever witnessed. One estimate of expansion arrives at a total of \$3,000,000,000 to be spent almost entirely for classroom and laboratory facilities. The present housing shortage at most universities may necessitate the building of dormitories first, placing in temporary abeyance the classroom construction. Nevertheless, the funds are available, or will be as a result of the huge enrollment, and it won't be too long before bright new buildings will be rising on campuses and old ones will be having their faces lifted.

Professional Trend

The most gratifying note from all of these reports and surveys as far as Delta Sigma Pi is concerned, is the reference to a definite professional trend. It was observed that the professional schools of the country were the first to reach capacity enrollment in the present surge. The demand today is for practical training in business administration, science, vocations, and professions, replacing curricula previously dominated by liberal arts. One survey conducted by a large university showed that over 90% of the veteran enrollment, which was greater than one-half the total enrollment, had chosen courses in a vocation or a profession, and that the greatest percent of these selected business administration as their field of work. This survey is typical of the statistics that have been published on this subject this fall.

The first heartening sign of the professional trend is the reactivation of chapters of Delta Sigma Pi on campuses that before the war did not have a large enough registration in the school of business administration to properly support a professional fraternity. Then we noted the expansion of commerce and business administration curricula from one-year programs into two, three and four years in a great many universities. The development of distinct and separate schools of business administration in universities previously having only departments before the war, has also been observed. New schools of commerce and business administration are also in the offing, plus the construction of several especially designed buildings to house already existing schools of business. The future of Delta Sigma Pi looks bright with the strengthening of existing chapters through the selection of an increased number of excellent members from the greater enrollment in school of business

administration; with the accentuated interest in business administration a greater importance will be placed on the activities of our professional fraternity; with the expansion of schools of business administration throughout the country our scope for the establishment of new chapters will be substantially broadened; with our constant growth in membership our alumni clubs will develop further, making the value of membership in Delta Sigma Pi an even greater asset; and finally the perpetuation of Delta Sigma Pi is slowly reassured by the hundreds of members who are doing their part by endowing the fraternity through taking out Life Memberships. The years ahead indeed look bright for Delta Sigma Pi.

Professional Activities

Appreciating the fact that today's student is professionally minded and determined to secure the most from the educational opportunities at hand, our chapters were quick to resume their professional activities. Although the school year is less than half over the number of professional activities already held is far in excess of those suggested by the Central Office and the quality of most of these is setting new precedents. In addition to the customary educational speakers, industrial tours, and open forums, are many new professional projects being planned by some of our chapters. Certifying the desire of our chapters to broaden their professional scope are the inquiries received requesting information about the professional programs of the other chapters throughout the fraternity. On a recent visitation of our chapters, in the middle-west, it was noted, with a great deal of interest, that practically every chapter was primarily concerned with their own professional activities and the means by which these could be improved to the benefit of the entire chapter and the school of business administration.

Not only for the sake of the active chapters, who have already expressed their desire to know of Delta Sigma Pi's professional activities, but also for the benefit of our alumni who are interested in knowing of their own chapters' activities, we are going to briefly describe some of the professional activities conducted by our chapters this school year. Thus far we have had numerous industrial tours reported to the Central Office and the percentage of the chapter members participating was unusually high. For example, Upsilon Chapter at Miami University, visited the American Rolling Mills plant at Middletown, Ohio, where they witnessed the manufacturing of steel from the open hearth furnaces to the actual rolling into desired shapes and sizes. Considerable time was also spent in the shipping department, where a study was made of the marketing technique and the shipping procedure. Pi Chapter at Georgia chose the world's second largest manufacturer of baseball bats for their tour. Thirty-five brothers made the trip, and in addition to seeing the production of baseball bats from a crude piece of wood, they reviewed the problems of warehousing, grading, distribution, utilization of waste, sales, and labor-management problems and relations. Another interesting tour was that of a flour mill, in which the members of Alpha Zeta Chapter, Tennessee, participated.

The number of professional meetings held with guest speakers is far too great to itemize here, but the listing of a few will convince you of the seriousness of these meetings and the value from a business standpoint. Xi Chapter at Michigan, in conjunction with four other organizations on the campus sponsored a professional program open to the entire university, with Robert J. Wilson, Vice President of The Pennsylvania Central Airlines, as the guest speaker. His topic "Commercial Aviation," attracted a very large attendance and encouraged Xi Chapter to sponsor a second program shortly thereafter featuring B. R. Marsh, Vice

(Continued on page 37)

Organization and Operation of the Delta Sigma Pi Alumni Placing Service

Compiled by LAWRENCE W. ZIMMER, Alpha, Chairman
Committee on Alumni Placing Service

THE SUCCESS OF THE EXPERIMENTS in alumni placing by the Atlanta, Buffalo and Chicago Alumni Clubs in the early 1930's prompted the Grand Council of the fraternity to authorize the establishment of a Delta Sigma Pi Alumni Placing Service. A National Committee on Alumni Placing was appointed to organize and manage this new development in the progress. The Chairman of the National Committee was appointed on December 27, 1935 and by the end of the first quarter of 1936 the initial personnel of the National Committee had been named. Each appointee acted as the Director of the local Alumni Placing Service in his city. At the end of the first six months of operation, Alumni Placing Services were actively operating in 11 cities.

During the period following, until 1937, the progress of the Alumni Placing Service was consistently good considering the times. Approximately 400 members registered for employment and about 50% of them were placed. The business recessions which occurred in the last quarter of 1937 caused a setback in activities of the Alumni Placing Service and from that point on recovery was slow—but the Alumni Placing Service still functioned and slowly but surely acquired more standing through advertising and publicity.

Ironically enough accelerated business activities starting from the passage of the Lend-Lease Bill in Congress prevented the service from expanding, as swiftly moving events in international politics brought the War home to us—and catapulted available Deltasig personnel into war industries and the armed forces.

As the Delta Sigma Pi Alumni Placing Service re-opens its doors it is confronted with a bewildering assortment of problems arising from the efforts of changing the nation from a war-time to peace-time economy. Regardless of the size and complexity of the problems the fraternity has one basic thought in mind—Deltasigs will be looking for employment and everything possible will be done to see that they get it.

Purpose of the Alumni Placing Service

The International Fraternity of Delta Sigma Pi has organized and is maintaining an Alumni Placing Service for the purpose of:

1. Assisting alumni members to obtain satisfactory business positions after graduation from college.
2. Assisting alumni members to obtain promotions in the business world after proper and successful business experience has been obtained.
3. Assisting alumni members to change business connections if such a change is desirable to secure better opportunity for advancement, or to obtain a position for which the alumnus is better adapted and suited.
4. Assisting business firms and employers to secure properly qualified personnel.
5. Increasing and maintaining the professional prestige of Delta Sigma Pi in the business world by helping the alumni members advance toward responsible business positions.

Policies

1. Delta Sigma Pi shall maintain the Alumni Placing Service for the benefit of its members and of the business organizations within the confines of the jurisdiction of the fraternity.

2. All alumni members of the fraternity who are in good standing in the fraternity and in their local communities are entitled to use the facilities of the Alumni Placing Service regardless of whether they are employed or unemployed.

3. In operating the Alumni Placing Service the fraternity will endeavor to enlist the service of the best personnel that can be obtained.

4. Financially the Alumni Placing Service will operate in accordance with the rules and regulations of the fraternity. Since this service is primarily confined to the respective city in which the committee operates, the expenses of local operation should be provided locally. The fraternity, of course, will provide certain forms and printed matter.

5. No fees of any kind shall be charged by the Central Office of Delta Sigma Pi or local committees for placing services given to members and/or employers.

6. While the Alumni Placing Service shall function under its sponsorship, the fraternity and the local committees acting for it shall assume no responsibility for: a. The failure to place any member of the fraternity; b. the failure to provide an employer with personnel; or c. any disagreement, personal, financial, or otherwise, which may arise between any member and the employer.

7. The fraternity will not permit any member of the Alumni Placing Service Committee staff, as such, to recommend personnel to any position in which the member may be classified as a "strike breaker."

8. The fraternity will not recognize any promise or guarantee of employment made by any member of the Alumni Placing Service whether he be connected with the National Committee or any Local Committee.

Explanation of Policies

While the policies suggested herein are quite explanatory in themselves, it may be well for the author to present his reasons for adding certain ones not included in the original documents of the Alumni Placing Service.

The term "good standing" is the key to the policy. Having in mind that the fraternity and local committees cannot charge fees for the services which they render without becoming commercial employment agencies in accordance with the laws of their various states; and, realizing that the fraternity must receive adequate income if the Alumni Placing Service is to operate efficiently, some provision must be made to encourage active dues-paying alumni membership. This subject is treated frankly and realistically in *The DELTASIG* (May 1941, page 120) and it is doubtful if the readers found any fault with the argument presented. However, in order to strengthen the position of the fraternity it is suggested that "good standing" include the matter of paid-up alumni dues as well as the integrity and ethical standards and practices of the members as brothers

in the fraternity and citizens in their communities. Members of local committees should be permitted to use their own good judgment in interpreting the terms in the light of dues-paying membership. Being in arrears with alumni dues should not disqualify a member from use of the service if circumstances prevented him from fulfilling his intentions.

From the beginning it has been understood that the Alumni Placing Service would be operated on a non-fee charging basis. This understanding has been written in the record for emphasis and also because as a major policy of the Alumni Placing Service it can be used more effectively in advertising and the building up of good will.

In view of the prominence currently given labor disputes it was thought best to create a separate policy for the guidance of local committees who may become embarrassed by being asked to recommend personnel to an organization experiencing labor difficulties. With the expected development of union organization in the "white collar" class of activities, there may be Deltasigs on both sides of the question. The fraternity and its representatives have more to lose than to gain by taking sides one way or the other. To judge each case on its "own merits" and give service accordingly would not ease the situation of the fraternity at all. The best solution is to stay away from such matters completely. Local committeemen must at the same time use some discretion. For example, strike in the production department of a manufacturing company need not prevent the local office from recommending a salesman or an accountant to the company—but, it might create difficulties if they were to recommend a production manager or a "trainee" for production management.

Experience in placement work prompts the writer to add this policy. Even so slight a statement as "See me next Tuesday—there may be something available then," becomes a promise in the mind of the registrant very quickly. It has been found expedient to drill into the minds of all members of a placement staff the fact that they must never—no matter how sure they are—make a definite promise or guarantee of employment. As a policy, this knowledge is familiar to all and adherence to it prevents any registrant from putting pressure on the committeeman, his substitute or his successor.

National Organization Structure

Hereafter is presented an outline of the Alumni Placing Service as it appears in its relationship to the national organization of Delta Sigma Pi:

1. In direct line the National Chairman of the Alumni Placing Service receives his appointment from the Grand Council of the fraternity. In turn he will appoint the local chairmen with the advice and consent of the Grand Council acting through its representatives in the Central Office of the fraternity in Chicago.

2. The Central Office will act in an advisory staff capacity to the whole Alumni Placing Service organization. Changes in regulations, procedures, instructions, etc., will be submitted to the National Chairman and if agreed upon, will then be issued to the local chairmen and committees through him or in his name.

The purpose of this method is to insure as much uniformity in procedure and reporting as possible. Very few, if any, national chairmen will be able to visit the local organizations as much as they would like. Representatives from the Central Office are in the field regularly and, therefore, are in closer personal touch with local conditions. By means of this staff assistance the National Chairman will be informed of developments and, on the basis of the knowledge obtained, decide whether the findings submitted are important enough to war-

rant changes in the national procedure or whether the situations can and should be localized.

In actual practice the National Chairman will be guided by the opinions of the Central Office and he will handle matters accordingly. By having the decisions issued from the one source, the possibilities of confusion or conflict will be lessened considerably.

According to present plans, local committees will have considerable leeway in operating their services. However, from a national point of view, there must be uniformity in the keeping of records and adherence to policies. This can be obtained only by a tight control from one immediately responsible source.

3. Local chairmen will report directly to the National Chairman in accordance with instructions and regulations to be issued at a later date.

4. All Manuals, instructions, inquires, reports, etc., will be submitted to the local chairmen by the National Chairman.

5. The Central Office will duplicate the forms submitted for use and distribute them according to plans.

6. A suggested list of localities wherein local committees might function constructively follows. The list is merely suggested and may have some cities deleted and others added to it. Changes in the localities should not in any way interfere with the work of the Alumni Placing Service as a whole:

Atlanta, Georgia	Madison, Wisconsin
Baltimore, Maryland	Memphis, Tennessee
Birmingham, Alabama	Milwaukee, Wisconsin
Boston, Massachusetts	Minneapolis, Minnesota
Buffalo, New York	Newark, New Jersey
Chicago, Illinois	New Orleans, Louisiana
Cincinnati, Ohio	New York, New York
Cleveland, Ohio	Oklahoma City, Oklahoma
Columbia, South Carolina	Omaha, Nebraska
Columbus, Ohio	Philadelphia, Pennsylvania
Dallas, Texas	Pittsburgh, Pennsylvania
Denver, Colorado	Portland, Oregon
Des Moines, Iowa	Raleigh, North Carolina
Detroit, Michigan	St. Louis, Missouri
Ft. Worth, Texas	St. Paul, Minnesota
Houston, Texas	Salt Lake City, Utah
Jacksonville, Florida	San Francisco, California
Kansas City, Missouri	Seattle, Washington
Lincoln, Nebraska	Syracuse, New York
Los Angeles, California	Washington, D.C.

Organizing the Local Alumni Placing Service

Regardless of the size of the local Alumni Placing Service and the degree of formality used in conducting its activities, certain factors must be taken into consideration in planning the division of work and methods of procedure. Following is a list of suggestions which will assist all committees in initiating their programs:

It is recommended that the local Chairman review all of the material presented in this Manual in order to refresh his memory on all matters relating to placement work.

2. With an outline of the general functions of the Alumni Placing Service in mind, the local chairmen will then be able to select other members of the local committee in accordance with the recommendations in Section III (Functions of Local Alumni Placing Service—Management) plus whatever other qualifications he may think appropriate for his plans and locality.

3. Acquaint the other members of the local committee with all the material presented in the Manual.

4. In committee meeting, analyze the local situation as thoroughly as possible and prepare plans or blue prints of local operations.

The two basic problems upon which the local Alumni Placing Service will organize its service are: 1. Sources of Personnel, and 2. Sources of Jobs.

SOURCES OF PERSONNEL:

These are limited first to members of Delta Sigma Pi, and secondly to the number of members in the locality. The size of the group will determine the method of registration, and the procedures to be followed in getting jobs.

SOURCES OF JOBS:

The primary source of jobs is the community in which the Alumni Placing Service operates. In large cities with diversified business activities it may not be necessary to go beyond their limits. In smaller places, it may be necessary to go farther afield. The ideal situation is one wherein the correlation between registrants and the type of work they desire is immediately available. Unfortunately such conditions are rare. Therefore, the committee has to plan its work so as to devote the major part of its activities to the most effective way of making placements.

Local conditions will govern the methods and procedures used. Later on, a review of the activities of the committees will reveal emphasis on the following as the most effective means of placing men:

- a. Telephone inquiries.
- b. Personal introductions.
- c. Individual letters of inquiry.
- d. Mail campaign.

When the local situation has been studied and conclusions reached, arrange for the division of responsibility of the operating part of the program among the members of the committee.

It is suggested that these arrangements should start on a trial and error basis as proximity to the actual work may bring about several readjustments in ideas. Likewise, the division of responsibility should be flexible enough to prevent the creation of bottlenecks at any time. Each member of the local committee, while responsible for certain definite things should also be able to act for or on behalf of any member. This calls for tolerant understanding as well as close cooperation by all concerned.

6. Put the plans to work, watch them closely and keep track of results. Don't be afraid to change procedures as circumstances dictate. Nothing remains static in placement work.

7. It is advisable to have one major point of contact for registrants and employers. Regardless of where this point is it must be someone reliable enough to get messages straight and forward them promptly.

8. Publicity: (a) Get notices to all Deltasigs who may be unemployed; who may desire better jobs; who may have jobs to offer, or who may be in position to hear of openings. (b) Publicize the Alumni Placing Service within the community. The purpose, objectives, quality of personnel, and the fact that it is non-fee charging are always good points.

As most committees will start with neither registrants nor jobs, a double publicity campaign is in order. One for personnel; one for jobs. In respect to the job campaign a word of caution is necessary. Do not go out for all kinds of jobs or anything at all. The registrants listed may not desire them, and they may not be qualified. As a result, the good will established with employers will be lost if personnel is not found for them. It is best to take it easy at the start and seek jobs that the alumni are interested in and qualified to handle. Build up from there.

Newspapers like the "human interest" angle and would prefer to have a colorful yarn rather than statistics. Give them what they want but be careful the story won't embarrass the registrant or employer.

Publicity frequently brings a flood of commission sales jobs

into the office. Not very many registrants desire them. Develop a courteous "brush off" as a means of handling them.

Foreword on Functioning of Placing Service

In view of the mass of detailed information which comprises this section of the Manual, it behooves the writer to get his explanation to the chairmen of the local committees before they decide he has given them full-time jobs instead of part-time work in operating the local Alumni Placing Service. It is admitted that the information which follows can be used to operate a full-time Alumni Placing Service with a staff numbering several people. Were this Manual a text on the operation of a retail store it could be said that it was written for a large metropolitan department store rather than a neighborhood shop. Yet, an analysis of the basic activities of retail merchandising would reveal that the neighborhood shopkeeper has the same functional activities as the large department store but inasmuch as his business is smaller in volume his departments are more centralized. Therefore, he himself manages the great majority of functions with perhaps the delegation of the rest to his very few assistants.

The wise decision of the Grand Council of Delta Sigma Pi to operate the Alumni Placing Service as a group of small, active, and more or less independent units rather than as a large centralized office puts the local Alumni Placing Services in the same situation as the neighborhood shopkeeper or perhaps the local chain store manager. The work which might have been done by a central office has been put in the charge of local committees. However, in order to operate successfully the committees must know how a central office would operate if there was one. With this information at hand they are in a much better position to plan, direct and control the volume of work in their areas.

In such matters as interviewing, receiving positions, recommending personnel, and keeping records the performance is the same for one person as it is for a thousand. However, procedures and methods will vary with the amount of time involved and the volume of work on hand. Limiting factors will vary according to the industrial activities, and the size of communities and these too will affect methods but regardless of all of these things the basic functions of the work will remain the same. Therefore, this section of your Manual will deal with these basic functions with as much detail as is practicable.

How local Alumni Placing Services will be conducted will depend upon the committees' judgment. Variations in procedures and methods based on the framework submitted are limitless. There are no hard and fast rules for effecting placements. About as close as one can come to a definite rule in this work is the application of common sense.

Functions of Local Placing Service

The basic functions of all placement work are: 1. Management. 2. Operations. 3. Development. *Management* in this instance does not differ with the interpretation given it in other forms of business activity. It means the planning, directing and controlling of all activities of the service. The section under management will discuss the tools which are of most assistance in operating a placing service rather than principles and philosophies of the subject. *Operations* consist of actual performances such as registration, interviewing, receiving jobs, and effecting placements. *Development* comprises some activities which may be classified under operations by some committees and not by others. The work starts where the day-to-day routine leaves off—and quite frequently consists of those things which one hopes to do sometime.

None of these functional activities can as a rule be separated and handled as separate divisions or departments. They are

presented as background material and not as a suggested divisions of work for committee members. While it is true that a member of a committee may devote the major part of his activity to one particular function the effectiveness of the committee as a whole would be lost if the versatility of its members were confined to a limited area of activity.

Management

Under this functional activity comes a number of items or tools which will assist the chairman of the local committees in planning, directing and controlling the activities of his local Alumni Placing Service.

1. **PERSONNEL.** Selection of the other committeemen on the basis of such qualifications as: (a) Sincerity in promoting the best interests of Delta Sigma Pi and the welfare of its members; (b) Organizing ability; (c) Time available to devote to the Alumni Placing Service, and (d) The extent of business contacts and their nature. Selection of other personnel, if necessary, for whatever clerical assistance may be necessary or desirable.

2. **FORMS TO BE USED.** Copies of forms provided by the Central Office are presented in Section IV. Others suggested for local use are also presented. The use of these forms is optional with the several committees and the expense of printing them is also a local matter.

3. **FILING SYSTEMS.** (a) **APPLICATIONS.** May be filed according to the occupational preference of the registrants. Where applications are received in volume a cross index with names arranged alphabetically may be used. See Exhibit A for suggested classifications.

(b) **CORRESPONDENCE.** Correspondence with registrants is usually filed in the folder containing the application or where a card is used in a folder prepared for the purpose and filed alphabetically. General correspondence is filed in the usual way. Separate folders may be prepared for correspondence with the Central Office, reports, etc.

(c) **EMPLOYER RECORDS.** Of considerable value is a file containing information about employing organizations. Booklets describing the activities of the companies, house organs, training courses for cadets, etc., form an excellent source of occupational information. To this data may be added comments concerning the experiences of others with and in the company, special features in the company's promotion policies, etc. In short, any items which might be of interest to a man who is interested in working in that organization.

Most people engaged in placement work like to keep a record of the employers who have and are using their services. The value of such a file is tremendous. First, it provides immediate information about requests sent in, the names of registrants referred, and whether or not any of them were accepted. Secondly, an employers record provides a ready-to-hand source of information for names of people in the organization who employ. This is valuable for the purpose of making inquiries by mail, telephone, or personal contact. Thirdly, when registrants desire to know who you can contact in any given industry, the employers record permits an immediate answer.

A suggested list of industrial classifications is submitted in Schedule B. The cards are filed according to types of business and crossed indexed alphabetically. Items significant to the designing of a form are included in the section on Forms. Keeping a record of this kind may be time consuming and involve detailed clerical work. However, if the volume of business to be done is of any size, the time spent in keeping the record is more than saved during interviews or after them. By selecting the more important items from the list of those suggested and keeping a simple record at the start, the way is paved for elaboration as the Placing Service grows.

4. RECORD KEEPING—Essential:

Figures are as a rule very poor indications of the amount of work done in placing people on jobs and they are practically useless in showing the value of work done during interviews, consultations, etc. However, as they are the only available means of showing accomplishment, they must be used. Elaborate tables and charts are not necessary or essential. Simple record-keeping in tabular form suffices. The most essential items to keep track of are:

1. Number of registrations received according to occupations (See file classification of occupations—Schedule A). If desired one can add such recordings as chapter of registrant, his college, year of graduation, etc—but that information is not too important.

2. Number of positions received according to occupations. (See file classification of occupations—Schedule A). Records of positions received according to salaries offered or classes of industry may be kept but need not be.

3. Number of placements made according to occupations. (See Schedule A).

4. Salaries according to occupations are exceptionally worth while not only because of their immediate interest to those doing the job but also because of their advertising value.

5. A record of the number of interviews conducted is extremely valuable as an indication of the amount of time consumed.

Not essential—but perhaps desirable:

1. Number of employer contacts made by direct visit.

2. Earnings of those placed according to various salary classifications, i.e. \$1500-\$2499; \$2500-\$3499, etc.

3. Telephone inquiries on behalf of registrants.

4. Letters of inquiry written for individuals or mail campaign.

5. Placements according to age groups, or civilians vs G.I.'s, etc.

The easiest way to keep placement records is on a day to day basis with monthly totalling.

Operations

While all activities of the Alumni Placing Service may be regarded as operational in nature, it is deemed best to limit the application of the term in order to preserve logical sequence in organization development. In this case, the term "Operations" refers to the registration of personnel, receiving jobs, and effecting placements.

REGISTRATION

The registration of an alumnus in the Alumni Placing Service consists of the initial contact or reception; the interview; filling out forms, and making the necessary notations on the records.

There should be no special order in which these steps are taken because the Delta Sigma Pi Alumni Placing Service operates on an individual basis. The alumni are not "cases" nor are they numbers on cards. They are individuals with whom others of their calibre are cooperating in the solution of personal problems. It follows, therefore, that the procedure of registration will be on a friendly, informal, man-to-man basis. All of the elements of registration will come into the picture at some time or other. The time will occur automatically when both parties concerned reach an understanding or an agreement.

Interviewers will find it very convenient if the alumni present their occupational records before or at the beginning of the interview. However, as this does not always occur, the interviewer must do the best he can with oral resumes.

The registration form, like the application for employment, is a chronological record and a brief description of an individuals' occupational accomplishments. It provides informa-

tion necessary for personnel records, for the investigation of references, and serves as a guide for the interviewer.

Basically, more men are employed on the strength of their personal characteristics than on their experience. The technique of a comptroller whose personal qualifications prevent him from gaining the respect of subordinates is useless. A sales manager who is unable to administer the operations of his department is worthless no matter how much of a good fellow he is. In all occupational activities the individual's ability to plan, direct, control, and work with others is of primary importance. After that, experience comes into the picture.

By questioning a man on his experience the interviewer seeks a glimpse of the *real* individual—not the person sitting by him all dressed up for a sales talk. Because experience furnishes the vehicle for the interview it assumes in the mind of the registrant a degree of importance that is considerably inflated. However, if it assumes the same importance in the mind of the interviewer, nothing much is going to be accomplished by either party.

The foregoing statements do not mean that experience is to be disregarded, nor are they intended to belittle or disparage any man's work accomplishments. Rather, they are written for the purpose of impressing interviewers on the importance of registrants as individual persons with all the strength, weaknesses and adaptabilities of such and not as human machines capable of performing certain mechanical operations. Human beings are not square pegs to be fitted into square holes. They are capable of handling many types of work and must be judged accordingly if placement assistance is to be given them. Therefore, the registration forms are to be regarded merely as tools which assist in effecting placements rather than rigid dictators of pigeon-hole classifications.

INTERVIEWING

A number of books have been written on the subject of interviewing and interviewing techniques. By and large, they all cover the same points with the exception of some particular or peculiar ideas of the author himself. In the interviewing which will be done by the members of Delta Sigma Pi, there will be practically no need for trick questions or special techniques. The summation of the kind of interviewing to be done is made in a short four part list of purposes to be accomplished:

1. Give information.
2. Receive information.
3. Reach a conclusion.
4. Establish good will.

These directions point directly to the fact that the Alumni Placing Service interviews are definite situations wherein two business men confer for the purpose of reaching a definite conclusion and putting into effect a plan of action which will be to their mutual advantage.

Interviews do not follow the 1, 2, 3, 4 order given above.

There is a constant shifting in the give and take of exchanging information. The good will develops as the rapport between interviewer and interviewee increases. However, regardless as to whether the sailing is smooth or rough a *definite conclusion must be reached by the interviewer*. Otherwise the time was wasted. It should be understood, though, that one meeting may not constitute an interview. Several meetings or conferences may be necessary before the interview can be considered as closed.

As to whether or not the registration form is filled out before or after the interview is a question to be answered in accordance with the prevailing situation. Some men do not mind doing so; others prefer to wait and see how the interview goes before "going on record," while a third group prefer to submit resumes which they have prepared beforehand. The interviewer will use his own discretion in the matter but he must make

certain that he has all of the information he needs—or at least know where he can get it at short notice.

RECEIVING JOBS

Receiving jobs by letter, telephone, or word of mouth is as important as interviewing registrants. In fact it represents another type of interview but with employers. Here the interviewer's business knowledge and experience comes into the picture very strongly. He must obtain information for himself and his registrants and must interpret it for the benefit of the two mentioned and the employer.

The simplest and easiest type of information represents the routine questions: Name of firm, address, telephone number, person to see, type of arrangement to be made for interview (telephone for an appointment, call at the office, write letter of application, etc); type of business, size, reputation.

What follows represents something more difficult as it involves the understanding of the employer's problem, the visualization of the job in the organization, and a knowledge of what is needed to fill the bill. Some employers present a very clear cut picture of what they want and why. Others have a tendency to describe their needs in generalities which mean very little to anyone concerned. A recommended procedure is to find out just what kind of work is to be done, the methods the employer uses to accomplish the job, and the difficulties which he is having. Thus a picture of the complete situation can be obtained. Add to it information about the company, its personnel, promotional, and salary policies; its indicated or planned growth for the future, and the picture is completed.

The more one knows about the job and the company the easier it is to select qualified men but, quite often, the harder it is to find them. Nevertheless, as much information as possible must be obtained not only for the interviewers benefit but also for the registrants, otherwise considerable time may be wasted by all three concerned. The registrant must know what is in store before he decides to apply, the employer must know that the man he sees is interested, and the interviewer must be reasonably sure that the two others have some ground on which to prepare for a meeting of the minds.

EFFECTING PLACEMENTS

Once in a while the qualifications of a registrant will match perfectly with the employer's job specifications. The rest of the time, both sides will find it necessary to make adjustments. To what extent the adjustments will be made will depend upon the employer as far as the duties of the job are concerned, and upon the applicant as far as the salary and opportunity offered are concerned. Between the two, the interviewer acts in a wide capacity ranging from a dummy who knows and says nothing, to a career diplomat who skillfully brings both parties together in mutual accord.

The only rule or guide an interviewer can follow is that of doing his best. Effective placement can only be developed by experience acquired through the trial and error method. The percentage of errors decreases as experience develops and, to the best of this writer's knowledge, no one has become 100% effective as yet.

Careful analysis of the facts presented by registrants and employers minimizes the danger of making recommendations too far out of line but it cannot eliminate them. However, no matter how carefully and conscientiously the interviewer works, he is helpless against such factors as incorrect job specifications, misinterpretation of managerial terminology, or such intangibles as a wholly unexplained feeling of dislike which arises between two men meeting for the first time.

The most that an interviewer can do is to bring the registrant and the employer together and hope for the best. If all goes well, everyone is satisfied. If not, the interviewer must first

learn whether or not he did the wrong thing and how corrections can be made. Should the interviewer be right, he must then proceed as before, after making whatever adjustments may be necessary to satisfy his clients.

No interviewer should ever send a man on a job unless he has a very good reason for doing so. If the man's qualifications fit the job, they are reason enough. On the other hand, if the registrant's qualifications are out of line but extenuating circumstances indicate that it is to the employer's advantage to see the individual, the employer *should be informed of the matter beforehand*. The interviewer will then act in accordance with the employer's wishes.

Application of Placement Principles

Heretofore, the information presented consisted of general background material. The purpose of this Section of the Manual is to provide guidance for the direct application of the principles appearing in the background material. The general classification of registrants which follows indicates in a broad way the types of placement problems which may be expected. Suggested avenues of solution for each group will be indicative of the general line of procedure to follow. At some points in the procedure all groups of registrants will meet on common ground. These usually are (1) in the preparation of resumes, and (2) in reviewing the sources of jobs and planning the use of those which appear to be the most effective for each individual.

CLASSIFICATION OF REGISTRANTS:

Very few Deltasigs can be classified as "Chronic Job Hunters." This term classifies those who continually jump from one job to another because the grass in the next pasture looks greener. They can be spotted easily and dealt with accordingly. Most Deltasigs will fall into four general classes of job hunters and will need some assistance—perhaps only advisory—because they are not aware of the techniques of job hunting. The groups divide themselves as follows:

1. Graduating Seniors or Recent Graduates. These represent our youngest group—those who want to get started. They present no vocational problems as they are graduates of colleges of business administration and know they want careers in business. Some might need to develop occupational interests, i.e. interest in some particular field of business activity such as, accounting, advertising, sales, traffic, credits, etc. On the other hand they may desire to learn something about commercial or investment banking, retail or chain store merchandising, foreign trade, etc. Whichever interest is specified by the registrant the best move for the interviewer to make is to refer the young man to sources of information on the subjects. These sources may be individuals engaged in the activity or text books explaining the organization, principles and procedures of the field. Discuss the subjects as much as you desire with such registrants but under no circumstances decide for him. Make him decide for himself and assist him only if he does.

In the light of practical experience the method given above may be considered as "too theoretical" especially when one is aware of several instances where bright young men "just took jobs" and made out very well in the long run. Quite often this is true but equally as often the result is nothing more than a trial and error method of starting careers with the individuals developing into first class "floaters."

A placement man does a selling job. To do this he must have something to sell. Intelligent young men with good educations represent good selling material basically. However, unless they have an *occupational interest* synonymous with some phase of business activity the placement man does not have much to go on—and neither does the registrant. Experience in the strict

occupational sense is not necessary on the junior level of employment. Educational background plus occupational interest is. Any employer would rather hire a young man who is interested in developing his abilities in accounting or sales or whatever he chooses than one who just wishes to get on the payroll until he decides whether or not he wants to be an accountant or salesman.

2. The second group of registrants—and probably the most important one as far as Delta Sigma Pi is concerned—is the young man who is just emerging into the full fledged business man stage of his development. Sometime between the ages of 30 and 35 years (roughly) college graduates reach a "stock taking" period. Since graduation they have been advancing in their work and have made consistent progress. At the age period mentioned, they look away from what they are doing and survey their situations. If their progress has been good and their prospects in their organizations better they return to their work satisfied. On the other hand, if they see that their progress has been too slow, if they feel that their efforts have not been rewarded sufficiently, or the prospects in the organization are not too bright they seek better opportunities elsewhere.

It is at this point that the men become assistant comptrollers, comptrollers, sales managers, and many other types of managers. They take their step to the senior level of employment with their eyes on the major management level jobs. For such men it is not a question of a job, it is a matter of *the job*. The change they seek is an important one and one not made lightly. It must represent a very definite step toward their occupational objectives.

On the job side of this question, employers are usually as eager to get these men as the men are to get the jobs. The employer is hiring because his expanded business needs additional first-class ability, or because coming retirements make it necessary to have proper successors at hand. Very often the employer does not have the right talent available for promotion—especially in the small or moderate sized organizations. Therefore, they have to go outside of the company for the manpower. Large corporations develop this class of personnel from their training squads or cadet groups but the smaller companies cannot afford such training programs.

The placement man recognizes the problems of this group of registrants and works on the general plan of finding or recognizing "spots" where the registrant can further his and the employer's interests. The main problem in handling such placements is in sizing up the registrants native abilities and capacity for growth. Past experience has to be analyzed carefully in order to learn the extent to which the registrant originated and actually planned, directed and controlled his responsibilities and work.

3. The third group of registrants might in some localities create some difficult problems because of limitations imposed upon committees by a limited job market. In this classification we have the older men whose records of experience are all that could be desired but who through circumstances beyond their control find it necessary to change positions and in so doing throw themselves into competition with group 2. Strange as it may seem, these men are better qualified to handle their own problems than anyone realizes—especially themselves. What creates confusion in their minds is the fact that they find themselves in a situation that many of them have never experienced before. Add to this the bugaboo of the age question and the picture is complete.

Members of placement committees will discover that by acting in a consulting capacity and working on a basis of cooperation they will achieve best results. Advise these alumni on how to prepare resumes of their records so as to present clear and concise outlines of their business achievements to date. This procedure serves a double purpose. It gives the committee and the man himself a clear picture of the experience

Occupational Classifications for Recording Registrations, Positions Received, and Placement—Schedule C

ACCOUNTING (Private)	CREDITS	JOURNALISM	PURCHASING
ACCOUNTING (Public)	EXECUTIVE GENERAL	MANAGEMENT—FACTORY	RESEARCH
ADVERTISING	FOREIGN TRADE	MANAGEMENT—OFFICE	SALES
BANKING (Commercial)	GENERAL OPPORTUNITY	MARKETING	SECRETARIAL
BANKING (Industrial)	GOVERNMENT	MERCHANDISING	STATISTICS
BANKING (Investment)	INSURANCE	PERSONNEL	TRAFFIC
CORRESPONDENCE			

File Classification for Applications—Schedule A

ACCOUNTING (Private)	General	BANKING (Commercial)	MANAGEMENT—Office
Auditing	Layout	BANKING (Industrial)	MARKETING
Budgets	Manager	BANKING (Investment)	MERCHANDISING
Cost	Production	CORRESPONDENCE	Retail
Fiduciary	Research	CREDITS	Wholesale
Financial	Sales	EXECUTIVE-GENERAL	PERSONNEL
Systems	Sales Promotion	FOREIGN TRADE	PURCHASING
Tax	ASSOCIATION AND INSTITUTIONS	GENERAL OPPORTUNITY	RESEARCH
ACCOUNTING (Public)	Civic	GOVERNMENT	Economics
Junior	Hospitals	INSURANCE	Social
Semi-Senior	Hotels	Casualty	SALES
Senior	Restaurants	General	SECRETARIAL
Staff (C.P.A.).	Religious	Life	STATISTICS
ADVERTISING	Social Service	Marine	TRAFFIC
Copy	Trade	JOURNALISM	
Direct Mail		MANAGEMENT—Factory	

File Classification for Recording Employers According to Commercial and Industrial Activities of Their Organizations—Schedule B

ADVERTISING AGENCIES	Financial Services	Dresses and Coats	PUBLIC ACCOUNTING
Direct Mail	Financing Corporations	Other	PUBLIC UTILITIES
General	Commercial	Clothing—Children's	Holding Companies
AMUSEMENTS	Personal	Clothing—General	Operating Companies
Amusement Parks	Commodity	Concrete Products	Electric
Concessions	FOREIGN TRADE	Crockery	Gas
Motion Picture Producers and Distributors	Export Department (Corporation)	Department Stores	Water
Theaters	Foreign Service (Corporation)	Drugs and Chemicals	PUBLISHING
ARCHITECTURE	Importing & Exporting	Laboratories	Books
ASSOCIATIONS AND INSTITUTIONS	GOVERNMENT	Other	Magazines
Civic	County	Electrical	Newspapers
Educational	Municipal	Food Products	Trade Journals
Hospitals	State	Furniture	REAL ESTATE
Religious	Federal	Furs	General Management
Social	HOTELS	General Merchandise	RETAIL DISTRIBUTORS
Trade	INSURANCE	Hardware—Light	See sub-classifications for Manufacturing
BUILDING CONTRACTORS (Not Engineering)	Brokers (General)	Household Goods	SERVICE ORGANIZATIONS
ENGINEERING	Casualty	Jewelry	Employment Agencies
Chemical	Fidelity and Guaranty	Leather (Not Shoes)	Credits & Collections
Civil	Fire	Lumber	News and Trade Information
Consulting	Life	Metal—Machinery	Investigating
Electrical	Liability	Novelties	Resident Buyers
Heating	Marine	Mail Order Houses	Statistical (Not Financial)
Industrial	LABORATORIES	Minerals	TRANSPORTATION
Management	LAW FIRMS	Musical Instruments	Air Transport
Marine	MANUFACTURING	Oil	Expressing
Mining	Aeroplanes	Office Supplies	Motor Transport
FINANCE	Automobiles Accesories	Paper	Passenger
Commercial Banking	Automobiles	Rubber Goods	Freight
Investment Banking	Building Supplies	Shoes	Railroads
Savings Banks	Chain Stores	Sporting Goods	Ocean Transport
Trust Companies	Clothing—Men's Suits and Coats	Textiles	WHOLESALE DISTRIBUTORS
	Clothing—Women's Suits,	(Cotton, silk, wool, knit-goods, linen, other)	See sub-classifications for Manufacturing
		Tobacco	
		MISCELLANEOUS	

background and it increases the confidence of the alumnus when he sees in black and white what he has done. With this first step taken, the rest follows automatically and consists of a judicious use of the Sources of Jobs (see later section).

In general it will be well to keep in mind that care should be used in connection with certain procedures as the unfavorable reactions received have a tendency to aggravate the registrants problem.

(a) Do not refer men over 40 to the large sized corporations unless they are definitely in the market for the man regardless of age, or unless their interest is more than a courteous gesture. Small and moderate sized corporations have much more elastic policies.

(b) Do not permit an alumnus to go after a job too far below his present managerial level—if at all possible. A certified public accountant will not be hired as a junior or as a book-keeper by any good reputable firm; a plant superintendent cannot go back to his foreman days, and neither can a sales manager do door-to-door peddling. While an older man may not again become president of a company, he can assume responsibilities on a managerial level in keeping with his age, experience and dignity. As soon as he attempts to go down to the junior or semi-senior levels he is competing outside of his class and suffers accordingly. Many men fail to realize that there is such a thing as being too good for a job as not good enough.

(c) Emphasize the Personal Connection Source of Job as much as possible but avoid, if possible, the creation of circumstances wherein the registrant gets the well-known "run-around." One way of handling situations of this kind is to have everyone concerned understand that the interviews are being arranged for the purpose of broadening the candidates field of inquiry and the person extending the courtesy of an interview is doing so in order that he may bring the man to someone's attention should the occasion arise. An interviewer, when perplexed, finds it easy to say, "Why don't you go see Tom?" Tom will pass the victim on to Dick and Dick to Harry. This is not only bad placement work but also a crude evasion of responsibilities assumed.

(d) Avoid inspirational pep talks with alumni in this group. They see through them and their inner reactions are in direct opposition to what is intended. Plain, matter of fact reasoning is sufficient. Discussions of practical pros and cons are not only sufficient but productive of constructive ideas.

4. The fourth group of registrants who will confront the committees is composed of all of the other members of the other three who are definitely unemployed. Up to this moment we have had in mind men who were seeking changes while employed. Now we consider those whose problems are synonymous with those given but who are not working.

In this situation, some men can stand a period of unemployment because of their solid financial conditions. Others, however, must get on a payroll as quickly as possible. In all probability the majority of Alumni Placing Service Committees will not be geared to handle many cases of this kind. The best action possible under these circumstances is to refer the alumni to the commercial and professional as well as the public employment services, where positions are received in greater volume and in wider job classifications. If a man can be helped in an emergency so much the better—by all means do so—but as a general rule it will be more efficient to refer him to better equipped sources of employment to take care of the immediate crisis. When the man is employed, the committee can then work on the permanent connection problem in a manner more in keeping with the general tenor of its operations.

The Personal Record

The personal record goes under several names—personal profile, resumé, experience record, etc.—but regardless of what

it is called the general form is the same. The purpose of the record is to give a clear, concise, and easily read presentation of the applicant's qualifications and experience. It is an individual adaptation of the employment application to his own background, and a very useful tool in the job hunting campaign. Briefly, the advantages of the records are:

1. It gives the applicant a chance to see how he looks on paper. In other words, an objective view of his training and experience.

2. The effect of the record is a positive one in that it keeps in the applicant's mind the things he has to offer an employer as contrasted with the negative tendency to speak of the things he hasn't done.

3. Saves time. A person conducting an interview can focus his attention on the essentials and grasp their significance in a matter of a couple of minutes.

4. The record starts the interview on ground familiar to the applicant and in so doing eases the strain and/or tension which most men experience in such situations—especially if they are not used to looking for employment.

5. Many business men are asked to recommend candidates for various types of jobs. A personal record in their correspondence file enables them to supply their friends or clients with pertinent data on a minute's notice.

6. Letters of application are difficult things to write especially when one tries to combine chronological data with work accomplishments and selling points. By presenting the facts, figures and unchangeable information on a separate record sheet, one is able to write a sales letter with a definite clear-cut message and avoid that cluttering up effect.

Preparation of Personal Records

The actual information given on personal records can be assembled very easily—it is the method of presentation that takes time and thought. Basically, all records of this kind divide themselves into certain definite sections each of which contains the information pertinent to its classification. They are listed as follows:

(a) PERSONAL:

Name, address, telephone number, age, height, weight, birthplace of self, parents, parent's occupation, religion, marital status. (Note: Some states, New York and New Jersey for example, have anti-discrimination laws which prohibit information concerning race, creed, or color from being asked by employers).

(b) EDUCATIONAL:

High School attended, course taken, grades received, college degree, major and minor studies, grades received, scholastic honors, extracurricular activities, etc. (Note: Extracurricular activities in college plus other fraternal, club, civic and church affiliations may be listed in a separate classification if desired.)

(c) OCCUPATIONAL:

Dates of employment, name and addresses of employers, kind of business, title of position, brief description of duties and responsibilities on jobs held. Salaries received may be included if desired. In the opinion of the writer it is better to leave them out. They can be supplied on request, if necessary.

Form of Presentation

The presentation of personal records takes two general forms. One is the factual presentation, which consists of following the outline given in part one of this section (Preparation of Personal Records). It will follow the employment application idea

and give what has been called, "From the cradle to yesterday" type of presentation. It will be factual, perhaps trite, but nevertheless effective.

The second form of presentation is more on the sales letter or direct mail advertising idea. This presentation is based upon the idea that prospective employers are interested in what the applicant can do and what he has done first; secondly, in his educational background, and lastly, in his personal affairs. It is argued that a man is not hired because he is thirty years of age, nor because he is a Deltasig, nor because he is married, but because he can do the job the employer needs to have done at that time. This form of presentation is also effective.

To prepare the second type of record one analyzes their business experience from the functional point of view rather than listing the duties and responsibilities of each job held. For example, a comptroller would—at the beginning of his record—describe what he did to date in such matters as taxes, general and cost accounting system installation, departmental re-organization, etc. A sales manager would indicate his accomplishments in market research, field sales, salesman training, establishment of bonus incentives on dollar and/or sales volume, increased sales volumes, re-organization of territories, opening of new markets, and so on.

Make-up of Personal Record

How the data given in a personal record appears when completed is as important as its presentation. There is no set standardized form. Each individual does the job according to his own ideas which may follow a common pattern or veer off into the weird and grotesque. Observance of some simple recommendations may be of help in the matter:

Use 8½ × 11" stationery, writing on one side of the paper only. Typewrite the material. Space well. Avoid half pages or more of solid single space typing. The use of carbon copies is all right if they are clear. Avoid blurred copies.

As a rule it is wise to make the presentation as concise as possible. A one page job is better than two pages and two better than three. However, experienced men cannot always get a comprehensive story on one or two pages and, therefore, have to use more. Whatever the case may be, the record should be made up in such a way that it is easy to read. Use good margins; avoid long sentences and paragraphs; keep the form simple.

Pictures on records are optional. Unless they are really good half-tone reproductions and good likenesses, don't use them. Incidentally, whenever pictures are used they should be head and shoulder photographs. Snapshots of the applicant paddling a canoe, or with his arm draped around a horse's head are definitely taboo.

Use of the Personal Record

Personal Records when prepared are used in the following ways:

(a) At all employment interviews whether with members of the committees, or with prospective employers, or associates who may be of assistance in referring you to opportunities which they may hear about from time to time.

(b) As accompanying data attached to letters of application or unsolicited letters of application or mail campaign letters.

The extent to which the records will be used will be determined upon by the individual and/or the committee in accordance with the circumstances governing the situation.

It is well to remember that the records should not be scattered about indiscriminately as that will cheapen their value and nullify their effectiveness. Have the records treated with the same restraint and dignity that the individual uses in his normal business dealings.

President of the Michigan Bell Telephone Company, who spoke on "Promotional Opportunities in Business." Beta Omicron at Rutgers (Newark), professed sincere interest in banking, when they turned out in large numbers to hear Mr. Gustave E. Weidenmayer, Vice President of the National Newark and Essex Banking Company, who presented a splendid talk on the "Opportunities in Commercial Banking." In keeping with the times was the topic of "Today's Labor Problem" covered thoroughly in a talk by Professor Paul Hendershot before the members of Beta Zeta Chapter at Louisiana State. "An Inside Picture of the United Nations Assembly" was the topic given before Chi Chapter at Johns Hopkins, by Dr. Reynolds Carlson, economic consultant to the Latin-American Division of the United Nations.

Several other types of professional activities were conducted this year by our chapters. Beta Sigma Chapter, St. Louis, supplemented one of their lectures with a practical demonstration of the accounting and statistical machines of the International Business Machines Corporation. A sound movie entitled "The Bell Heard Around the World" and distributed by the National Cash Register Co. was shown at Beta Chapter at Northwestern (Chicago). Beta Kappa Chapter at Texas, sponsored a luncheon for the guests attending the "Texas Personnel Conference" held this year at The University of Texas. A "Business Administration Job Panel" was sponsored by Xi Chapter at Michigan, at which representatives from five fields of business discussed the opportunities for college graduates. All of the students and faculty were invited to attend this panel discussion. Beta Omicron at Rutgers (Newark), has organized what they call a "Speech Clinic" to aid their members in the development of the art of speaking. The "Speech Clinic" meets twice a month and a toastmaster is assigned to each meeting. The toastmaster assigns topics and introduces each speaker, who is allowed five minutes to deliver his speech. Following each speech, suggestions are made by fellow members, and attending faculty. Thus through practice and constructive criticism the members of Beta Omicron Chapter are gaining effective speaking habits, which are most helpful in the business world.

Conclusion

The professional trend in universities is being met head-on by every one of our chapters with well planned professional programs geared for the serious minded students of today. Greater expansion of this program is anticipated as the chapters, many of which have recently become reactivated, gain experience in the operation of their professional programs. Emphasis is also being placed on this phase of chapter operation by the Central Office of Delta Sigma Pi in the furtherance of the professional commerce nature of the fraternity. The alumni clubs of Delta Sigma Pi also appreciate the benefits of authoritative speakers from the business world and are conducting professional programs of merit, which continues the purpose of the fraternity beyond the portals of the universities. As time goes on the name Delta Sigma Pi will be linked ever closer with the words "professional commerce."

PLAN NOW TO ATTEND

Sixteenth Grand Chapter Congress

August 27-29, 1947

Radisson Hotel

Minneapolis, Minnesota

Sixteenth Grand Chapter Congress

To Be Held in Minneapolis

THE GRAND COUNCIL OF DELTA SIGMA PI has again accepted the invitation of the Twin Cities Alumni Club and the Alpha Epsilon Chapter at the University of Minnesota to come to Minneapolis, Minnesota, for the 16th Grand Chapter Congress scheduled for August 27-29, 1947. This will be Delta Sigma Pi's first Grand Chapter Congress since 1939 and will be one that none can afford to miss. Although the plans are well under way they are not quite ready for publication, but they will be made known in the near future. Minnesota is noted for its many lakes and is one of the finest resort regions in the country, which makes it ideal for a combination trip to the Grand Chapter Congress and your annual vacation. Make arrangements now to take your 1947 vacation in August and attend what we believe will be the largest and best Grand Chapter Congress in the history of Delta Sigma Pi.

Come to Minnesota

Mini, *water*; sota, *sky-colored*; sky-colored water. That was the descriptive name given to a river in the "land of the Dakotas," by the native Indians of the region, and from that name is formed "Minnesota" now famous throughout our land. Four hundred miles from north to south, 354 miles in breadth, Minnesota lies close to the center of the United States. It is a land of beautiful farm homes, great cities, of fine highways, magnificent scenery, of 10,000 lakes, of great natural wealth in forests, mines, and soil. Of 84,287 square miles of surface, nearly 6,000 are water surface. There are so many lakes that 1,000 are still to be named. In one single county there are over 1,000 lakes. In Minneapolis, where our Grand Chapter Congress will meet, there are no less than 22 lakes.

Within the boundaries of Minnesota originate the three principal water systems of North America, those of the great Mississippi, of the Red River of the North, and of the St. Lawrence. The Mississippi drains to the Gulf of Mexico; the Red River of the North to Hudson Bay; and the St. Louis River in Northeastern Minnesota, flows into Lake Superior, linking up through the Great Lakes with the St. Lawrence and the Atlantic Ocean.

The history of Minnesota's active development spans but little more than a single life-time. Its railroads, its farms, its great cities, its mines of iron ore, its fine public buildings, its educational institutions, all have been produced within the memory of living men. Its mines have yielded over 150,000,000 tons of iron ore; there still remain available over one billion tons, enough to supply the nation for fifty years. Its forest products have contributed to the building up of all the states. It has become a national play-ground with its fishing, hunting, and all forms of recreation.

Visitors who come from the east and southeast to Minnesota will find it convenient to visit many interesting points enroute, and after leaving Chicago will find U. S. highway 12, which passes through Lake Geneva, Wisconsin, Madison and the Wisconsin Dells of great beauty. Or they may swing over to U. S. 61 and follow the Mississippi River route with its gorgeous scenic beauties, past picturesque cities like Winona, Red Wing (on famed Lake Pepin), Lake City, and Hastings. They may

enter from the Iowa border, and pass through Rochester, where the famed Drs. Mayo founded their medical clinic. On this route they will see the best types of farm homes and will learn what constitutes the solid foundation for the prosperity of Minnesota. Or our visitors may come from the southwest, through the Omaha and Sioux City gateway, or via Kansas City and Des Moines.

All these broad highways lead to the Twin Cities—Minneapolis and St. Paul, the two largest cities in America that have grown up side by side, boasting a combined population of 800,000. At St. Paul is the State Capitol, one of the most beautiful public buildings in America; at Minneapolis—but wait until we tell you about Minneapolis, for that is our Convention City.

Minneapolis is the pride of Minnesota. With its 22 lakes within the city limits, its fine system of public parks connected as are the wide, beautifully kept boulevards, its attractive homes, its impressive business center, excellent hotels, and spacious restaurants, Minneapolis makes an ideal convention city.

Like Paris, Minneapolis is cut through from end to end by a great river. The Mississippi winds through the City from northwest to southeast and is spanned by splendid bridges which connect at convenient intervals the two parts of the city.

On the eastern bank of the Mississippi is the campus and buildings of the University of Minnesota, third largest in the U. S., where thousands of students throng the campus and swarm through the buildings. Its social center, Coffman Memorial Union, is widely known. Incidentally they play football at Minnesota, as you may have heard.

Perhaps the most widely-publicized lake in the United States is Lake Minnetonka, 12 miles from the city center of Minneapolis. Around its shores are hundreds of attractive homes where people of the city spend their summers.

And if you are planning on making the trip by train you will have at your disposal some of the finest streamlined trains in the country. Several railroads serve the territory between Chicago and Minneapolis and there are four or five Diesel powered streamliners that make the trip from Chicago to Minneapolis in seven hours. Streamline trains also reach Minneapolis from St. Louis, Dallas, Kansas City and Des Moines. It is possible to reach Minneapolis by train from such distant points as New York and Dallas in less than 30 hours. And the round trip coach transportation charges are exceedingly reasonable. Stopovers can be made to suit your convenience, including Chicago, the metropolis of the middle west, and the location of the Central Office of the fraternity. Fast streamline trains also serve the territory from Chicago to Denver and the Pacific Coast and a grand circle tour can be taken at reasonable cost.

The most interesting things about Minnesota and Minneapolis are far too many to be told in THE DELTASIG. The only way to learn of them is to come to the 16th Grand Chapter Congress and see them for yourself. You will find a most cordial fraternal welcome awaiting you at the Alpha Epsilon Chapter and the Twin Cities Alumni Club so you had better plan to be there.



WITH THE ALUMNI THE WORLD OVER

Elected Vice-President of Steel Company

HOWARD B. JOHNSON, Georgia (Kappa), who is a member of the Grand Council of Delta Sigma Pi, has been elected vice-president of the Atlantic Steel Company of Atlanta,



HOWARD B. JOHNSON, Georgia—Atlanta

Georgia. Brother Johnson started work for this company in 1933 after having received his Bachelor of Science degree (cum laude) from Georgia Tech, School of Commerce. His first duties for the Atlantic Steel Company were in the accounting division, where he later held such positions as cost accountant and manager of the order and statistics department. In 1945 he became assistant secretary of the company, which position he held until his present promotion to vice-president.

The Atlantic Steel Company conducts its entire operations in Atlanta and has been engaged in the independent manufacture of steel products for the past 45 years. About 1,800 men are employed in the production of over 100 different items of steel and the plant consists of over a dozen buildings occupying several square blocks.

TWIN-CITIES

THE TWIN-CITIES ALUMNI CLUB (Minneapolis-St. Paul) got under way this year with a very constructive post-war program of the very best of entertainment. The policy being to have a varied and yet interesting meeting monthly. For the first meeting Otto F. Christenson, Executive Vice-President of the Minnesota Employers' Association, gave us an address on "The Mutual Responsibilities of Management and Labor in Collective Bargaining." He has since given the same address before other civic organizations throughout the state. The December meeting was our Christmas party. It was our social party of the fall

season, I might add, it was an old time basket social. Some of the boys made the mistake of bidding too high for a particular basket, and then they were in the dog house with their wives for being a fool. Others got into the proverbial shelter for not bidding high enough. While still others, who didn't bid on their wives' basket even after she had spent the better part of the day preparing these delicacies, were definitely over the barrel. Yes, it was a merry Christmas.

For the coming year we have planned the following: Our January meeting will consist of prognostications by leading Twin City business men, all brothers, of things to come during the year 1947. This will then be summed up by Dick Kozelka, Dean of the University of Minnesota's School of Business. It will be interesting to see just how astutely these wizards of the business world have peered into the crystal ball. February will see our monthly meeting moving to St. Paul, where we shall be the guests of our down river brethren, under the supervision of Floyd Brady. March we will have our annual chapter Founders' Day meeting, which will be headed by Roy Miller. For April we have tentatively planned to have as our guest of honor the honorary initiate for next fall's Grand Chapter Congress. For the month of May we have had suggestions for either a dinner dance or a picnic.

Well, that just about winds up the letter and the year. With one exception, we have a fishing party planned for the month of June. And any brothers passing through the state that month should try and let us show you a fine week-end on the shores of a cool lake. Here the fish aren't angled for, they actually ask to be caught. I guess the housing shortage has even spread to them. But if you can't make the June outing remember the big one we are planning for the Grand Chapter Congress next fall.—GEORGE HALVORSON

Tennis Shoe Game Best

KEN STRONG, New York, named by Grantland Rice as his personal all-time All-American Fullback was recently requested by Ralph Cannon, Chicago Herald-American Sports Editor to select his greatest game. He chose the famous "sneaker-shoe" game between the New York Giants and the Chicago Bears for the 1934 world championship. That remarkable battle was played December 9 on an ice-covered polo grounds gridiron before 35,000 frigid spectators. Before the start of the game, 30 pairs of rubber-soled sneakers were secured from Manhattan College. The Giants donned these tennis shoes and gave the Bears their first trimming in 34 games by a score of 30-13. This victory was attributed to the fact that the Giants were able to maintain firm footing while the Bears were skidding all over the ice. Ken Strong contributed many points to the Giants score of 30 in this game both with his running and kicking. Although he was at his prime ten years ago, even today if the Giants need a few points badly they call on Ken's unerring right foot to do the job.

Professor of Transportation and Foreign-Trade

DR. JOHN H. FREDERICK, Texas, has resigned from the faculty of the University of Texas to become professor of transportation and foreign-trade in the College of Business



JOHN T. FREDERICK, Texas

and Public Administration at the University of Maryland. He will also be connected with the Glenn L. Martin Institute of Aeronautical Research. Brother Frederick joined the faculty of the University of Texas in 1938 to develop work in transportation in the College of Business Administration and since then he has inaugurated three courses: Commercial Air Transportation, Airline Administration and Practice, and Airport Management, the first of which has since been given in nearly fifty other colleges and universities. His courses in air transportation attracted students from such countries as Iceland, Turkey, Norway, and Argentina, as well as all parts of the United States and Canada.

Airways Distribution Officer

PAN AMERICAN WORLD AIRWAYS' Atlantic Division has recently appointed Allen J. Ogden, New York, Publications Distribution Officer at La Guardia Field. In this position, Brother Ogden will be in charge of centralized circulation of the publications from all departments in the Atlantic Division which is currently operating to Eire, England, Belgium, Czechoslovakia, Austria, Portugal, Liberia and the Belgian Congo.

Brother Ogden received his B.S. degree from New York University's School of Commerce in 1943, where he was a member of Alpha chapter of Delta Sigma Pi, and joined the Pan American World Airways at that time. His first position was that of supervisor of transatlantic mail, which he held until his present promotion.

Reelected Georgia Attorney-General

EUGENE COOK, *Mercer*, a member of Alpha Tau Chapter of Delta Sigma Pi, was recently reelected attorney-general of the State of Georgia. Brother Cook, who graduated from Mercer with highest honors, is a member of the American and Georgia Bar Associations, past district governor of the Lions International, and a past vice-president of the Mercer Alumni Association. During his last four years of office, Brother Cook attracted nation-wide attention for his prosecution of Governor Ellis Arnall's freight rate suit in the United States Supreme Court. In recent months he has also gained wide recognition in the drive against the Georgia Ku Klux Klan. Brother Cook was the featured speaker at the Founders' Day banquet held in November by the Atlanta Alumni Club of Delta Sigma Pi, of which he is a member.

Dean Bradshaw Initiated Honorary Member

WILLIAM L. BRADSHAW, Dean of the School of Business and Public Administration at the University of Missouri since June 1, 1946, was recently initiated as an honorary member of Delta Sigma Pi. Dean Bradshaw is a native of Versailles, Missouri. He received his B.S. in Education and M.A. at the University of Missouri and his Ph.D. at the University of Iowa. He served as assistant professor of economics and government at the University of Puerto Rico for two years and as professor of political science at the University of Missouri since 1929.

In 1943 Dean Bradshaw served as an active member in the Missouri State Constitutional Convention. He was chairman of the committee of local government, a member of the library, finance, and education committees. He also participated in the preparation of the research manuals for the delegates in the Convention. After adjournment of the Convention, he became a member of the General Executive Committee that sponsored the campaign for the adoption of the Constitution. In addition to his membership in Delta Sigma



WILLIAM L. BRADSHAW, Missouri

Pi, he is a member of Beta Gamma Sigma, the American Political Science Association, the Southwestern Social Science Association, the State Historical Society of Missouri, and numerous other organizations.

Phillip Benson Dies

ON OCTOBER 16, PHILLIP A. BENSON, *New York*, died after many years of leadership, both in business and in civic activities. Brother Benson had been the President of the Dime Savings Bank of Brooklyn since 1932, which organization he had joined as assistant secretary in 1917. Notable among his civic achievements was his being selected by Mayor LaGuardia of New York, in 1942 as one of 35 prominent business men, to study the city's finance and tax problems; his membership on the board of the New York World's Fair; and his selection in 1938, by the Downtown Brooklyn Association, as the resident that had done most for the borough.

He was an officer of dozens of corporations, among them the Title Guarantee and Trust Company, the Kings County Trust Company, the Atlantic Mutual Insurance Company, Abraham and Straus, Inc., a Brooklyn department store, the Commonwealth Insurance Company of New York, the North Britain and Mercantile Insurance Company, the Institutional Securities Corporation, and many others.

Education and social work was also one of his interests, and, as a result, he was director



PHILLIP A. BENSON, New York

of the Brooklyn and Queens Y.M.C.A.; a trustee of the Long Island College of Medicine; the Brooklyn Institute of Arts and Sciences; a member of the council of New York University; and in 1933 and 1934, a director of the Brooklyn Chamber of Commerce.

His death was caused by coronary thrombosis and it occurred in the Long Island College Hospital, which he entered nine days previously. His wife, two sons, and a daughter survive him, a third son having been killed in an airplane crash in 1940.

President Motor Car Company

EARL T. BUSH, *Northwestern-Chicago*, was recently named to the presidency of the Diamond T Motor Car Company. Brother Bush has been with the company since 1919 and from 1927 until the time of his promotion to president he was serving them in the capacity of vice-president and as a director.

During the last war 50,223 heavy vehicles, including 31,000 six wheel prime movers and 6,500 12 ton tank transporters, were designed and built for the government by the Diamond T Motor Car Company. This is quite a record and a decided contrast to the 1,400 heavy duty trucks made during World War I by this same company.

Agency Manager

AFTER SERVING AS TRAINING ASSISTANT at the home office of the Mutual Life Insurance Company of New York, Merle



MERLE LODER, Nebraska

Loder, *Nebraska*, was recently appointed manager of the former Persons Agency in Chicago. Brother Loder joined the Mutual Life Insurance Company in 1937 as a field underwriter in the Omaha Agency. A few years later he was named supervising assistant of the agency and then he was promoted to the position of agency organizer to recruit, train and supervise new representatives. His transfer to the home office and the job he has just vacated came in 1944 Brother Loder received his designation as a chartered life underwriter in 1943 from the American College of Life Underwriters.

LINCOLN

THE LINCOLN, NEBRASKA, ALUMNI CLUB of Delta Sigma Pi has been the outgrowth of a number of pleasant circumstances. During the war a close tie was kept among the Alpha Delta Chapter alumni through the efforts of Merle Loder, whose news letter was circulated among those of us in the service. After demobilization, more and more Deltasigs were moving into the Lincoln area, and the need for an alumni organization became apparent. In March, 1946, a group of brother Deltasigs gathered together, elected officers, and prepared a tentative constitution to serve as the basis for incorporation and future business of the club.

The calendar for 1946 has included a full and varied round of events. The regular meetings of the club are a Wednesday luncheon at the Lincoln Chamber of Commerce and a meeting on the third Wednesday evening of each month. These meetings have taken the form of dinners, smokers, parties, and business meetings, and often have been combined with functions of Alpha Delta Chapter. Social functions are often conducted on a joint basis and are always highly successful.

A 1947 calendar has been planned to include the regular meetings with special functions such as discussions, home movies, and card parties to be added to the present activities. The management of the club's activities is planned through the work of the social, placement, house, membership, publicity, and recreational committees, and the executive council. —RICHARD C. ALGOOD

General Agent

WITH NINE YEARS OF EXPERIENCE C. Harry Emanuelson, *Northwestern-Chicago*, took over the Central Ohio Agency of the Massachusetts Mutual Life Insurance Company in Columbus, Ohio. Brother Emanuelson during his nine years of service worked in both the Chicago and Boston offices of this company. In June 1943, he was called into the home office in Boston to act as Assistant Director of Agencies, in which position he traveled the entire country. His love for the middle west prompted him to accept the position as General Agent in Columbus, Ohio.

President of G. E. Realty Corporation

ROBERT L. YOWELL, *Missouri*, a charter member of Alpha Beta Chapter, which was organized in 1923 at the University of Missouri, has been elected President of the General Electric Realty Corporation, Schenectady, New York. Brother Yowell's new duties will be concerned with the management, supervision and ownership of General Electric real property and with the construction of new plants. He is a native of Goss, Missouri, and received his degree in Business Administration in 1924 from the University of Missouri.

BALTIMORE

"A GOODLY CROWD WAS THERE," at the first gathering of the Baltimore Alumni Club of the 1946-47 school year, held in the continental atmosphere of Deutches Haus on Thursday evening, September 26, 1946. After a brief business meeting, the thirty-five members present actively engaged in devouring the delicious repast of sandwiches, pickles, salad and slaw, along with numerous quaffs of good draft beer. Card sessions started, and the rest of the gang indulged in bull sessions and renewal of "auld acquaintance," especially with the many boys returned from military service, some of whom had been away from our midst for as long as five years. Many war experiences were recounted to avid listeners, and it was long after midnight when the enjoyable affair finally ended with the draining of the barrel and the last rounds of "face up for a quarter."

The Baltimore Alumni Club is "proud as punch" of the many Chi men who served in the armed forces, and especially proud of the fact that we kept pretty well in touch with them during the war years through the medium of a monthly publication called *Letters to the Boys*. The response in the form of interesting letters and cards from the servicemen was very gratifying, and we all feel that during those years those words, "united we are a thousand-fold strong" were exemplified in maintaining all those contacts. To former President George Missel goes most of the credit for that achievement, added to the great credit due him for his leadership in reactivation of the active chapter during the 1945-46 school year. As an expression of appreciation for his efforts, George was presented with a scroll signed by many Chi men, at the Spring Formal held last June.

Membership interest and activity is at a very satisfactory rate. We are already close to our total paid membership of last year. This year to date about ten life memberships have been subscribed, and with the added incentive of the National Committee on Life Membership, assigned to Baltimore Alumni Club for this year, we feel that we can really set the pace in numerical and percentage increase in life memberships. With Harry Feltham as chairman of the National Committee on Life Memberships we are working in close contact with Central Office in mapping a National Campaign. All chapters and alumni clubs will hear more about this shortly.

Just before Thanksgiving, Grand President Ken White, while on a business trip to Washington, D.C., paid a surprise visit to past Grand President John McKewen. Brothers Harry Feltham and Bruno Lawson groped their way through a dense fog rather late at night to Brother McKewen's apartment, where a very interesting discussion on fraternity matters lasted well into the early morning. "Sorry you weren't able to stay long enough to meet many more of the men of Chi, Ken, but we are sure you'll make your next visit a longer one."

Alumni members joined forces with the active chapter in observance of Founders' Day at a banquet on November 7, 1946, and are strongly supporting Chi Chapter's activities. We will again join hands and celebrate the chapter's twenty-sixth birthday at a mixed party on the Homewood Campus on Saturday night, December 14. The wives will then be given a chance to mingle and find out why their husbands are so devoted to Delta Sigma Pi.—DULANY FOSTER

Dean George E. Olson, South Carolina, Dead

GEORGE E. OLSON, *South Carolina*, whose death June 22, 1946, brought sorrow to the hearts of thousands who studied under him, served the University of South Carolina for more than a quarter of a century as dean of the School of Commerce. No other man in the history of the university held the position of dean for so long a time, and under his leadership the School of Commerce became one of the largest divisions of the University of South Carolina.



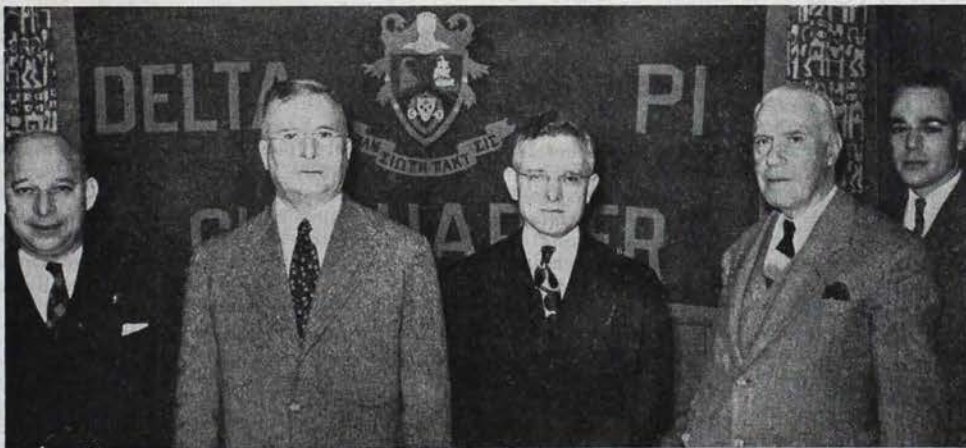
GEORGE E. OLSON, South Carolina

Dean Olson was born in 1891 in Ames, Iowa. He was graduated in 1914 from the University of South Dakota with a degree of Bachelor of Arts. In 1915 and 1916 he studied at the University of Chicago, and in 1922 he earned the title of Certified Public Accountant. Before he joined the staff of the University of South Carolina, Dean Olson served as principal of an elementary school and a high school in South Dakota, an instructor in economics at the University of North Dakota, and as an officer in World War I. His first position at the University of South Carolina was that of Professor of Business Administration from which he was promoted to dean of the newly created School of Commerce one year later.

All of the students loved Dean Olson for his qualities of firmness, patience and understanding, and they expressed their esteem by presenting him with a beautiful engraved watch on the occasion of his twentieth anniversary as dean. His service to mankind was not limited to the University of South Carolina for he was also a member of Delta Sigma Pi, Pi Kappa Alpha, Omicron Delta Kappa, the American Legion, Shriners, Rotarians and Elks.

DALLAS

THE DALLAS ALUMNI CLUB meets at 6:30 P.M. on the fourth Tuesday of each month at the Stoneleigh Hotel for dinner, a business meeting, and a program. At our first meeting this fall, on September 24, we elected officers as follows: Donald V. Yarborough, *President*; William R. Merrick, *Vice-President*; David C. Rode, *Secretary*; C. F. Dunning, *Treasurer*; and Tom F. Cummings, Floyd R. Garrett, Robert Raible, F. Howard Zahn, *Directors*. At our next meeting Mr. Art L. Allen, Office Manager of the Tasco Corporation, spoke to us on the subject "Coordination Between Management and Employees." On November 7 we remem-



CHI CHAPTER ALUMNI PRESENT AT FOUNDERS' DAY BANQUET. (Left to right) Past Grand President John L. McKewen; William O. Weyforth; Bruno Lawson, President Baltimore Alumni Club; Maynard A. Clements; E. G. Cross, Head Master of Chi Chapter.

bered, celebrated, and commemorated Founders' Day by inviting our wives and dates to a dinner-dance at the Dreyfuss Club at White Rock Lake. About 25 couples were present, including Grand President Kenneth B. White and his wife. Everyone that turned out thoroughly enjoyed the excellent program that had been planned by Bob Frazee.

At our meeting on November 25, at the Stoneleigh Hotel, Judge W. E. Richburg spoke to us about some of the interesting and amusing incidents that have happened in his court, and Miss Mary Hudgins, a talented radio entertainer and pianist, came from her college at Denton to entertain us with musical numbers. We are planning to hold a Christmas party in place of our regular scheduled meeting for December.—DONALD V. YARBOROUGH

MILWAUKEE

OUR MILWAUKEE ALUMNI CLUB has been meeting regularly on the second Monday of every month. Our most recent meeting was held at the Schlitz Brown Bottle with an attendance of over 80 brothers, including 10 from Psi Chapter and three from Beta Chapter. This was the largest attendance ever enjoyed by the Milwaukee Alumni Club and was such a successful meeting that we intend to make it a regular autumn and spring event.

This year's annual New Year's Eve party is to be held at the Ambassadors' Hotel, and we also have tentative plans for a St. Patrick's Day dance. We intend to make the 1947 Founders' Day celebration, commemorating Delta Chapter's founding, the largest and most successful we have ever had. This affair is always held on the first Saturday evening in May, and is one which brings the alumni from all over the country.

Efforts are being made to encourage every Deltasig in the Milwaukee area to become active members in our Milwaukee Alumni Club, and at our regular monthly meeting on December 9 we anticipate an increase in our attendance by at least twenty members. We would appreciate knowing of any brothers that are moving into the Milwaukee area, and extend an invitation to all Deltasigs to join our group.—HENRY H. PANDL

Secretary of the College of Commerce

PROFESSOR ALLAN MEYER, adviser to Nu Chapter, has been promoted to Secretary of the College of Commerce and Business Administration at Ohio State University. Professor Meyer formerly served as Director of Student Placement for the College of Commerce and had held that position since 1938. His promotion to his new position came in August of this year. He has been Nu Chapter's Faculty Adviser since 1938 and an alumni member of the chapter since 1937.

Professor Meyer left Ohio State in June of 1942 and went to Washington, D.C., as chief of one division of the War Production Board. He received his commission in July of 1942 in the Adjutant General's Department and served one year and a half in Officer Procurement. He was then transferred to the Service Command as Contracting Officer in Military Training Division in charge of A.S.T.P. in the Fifth Service Command. He was released December 30, 1945, as a major and returned to Ohio State University in January, 1946.

Professor Meyer was instrumental in reorganizing Nu Chapter and has been a great aid in getting the chapter back into its present active condition on Ohio State's campus.



CHICAGO ALUMNI CLUB FOUNDERS' DAY BANQUET. Top picture, (left to right) Frederick H. Bradshaw, C. C. Kerr, Charter Members of Beta Chapter; members of the active chapter of Alpha Omega in the background. Middle picture (left to right), Richard J. Beck, Beta; Robert P. Alexander, Alpha; Leslie M. Gooder, Beta; (Background) Herman Lacy, Beta; Old Timers of Delta Sigma Pi. Bottom picture, Over 100 Deltasigs, representing 14 chapters, were present at this Chicago Alumni Club function.

CHICAGO

DESPITE A HEAVY RAINFALL, approximately 100 members representing 14 undergraduate chapters were in attendance at the annual Founders' Day Banquet sponsored by the Chicago Alumni Club and held at the Triangle Restaurant in Chicago, on November 21. The evening was also designated "Old Timers' Night," and the banquet hall was decorated with the fraternal colors, while accordion music provided the accompaniment to the singing of fraternal songs. Chapters represented included Alpha, Beta, Gamma, Epsilon, Zeta, Xi, Alpha Beta, Alpha Delta, Alpha Iota, Alpha Rho, Alpha Sigma, Alpha Psi, Alpha Omega, and Alpha Pi. Several members that were unable to attend sent telegrams, which were read at the banquet.

Three charter members of Beta Chapter were in attendance: C. C. Kerr, H. G. Wright, and F. H. Bradshaw. Other "old timers" included C. G. Munz, Beta; Robert Alexander, Alpha; V. Vroman, Beta; Ted Thedieck, Beta; Jerry Selzer, Beta; A. J. Krueger, Beta; and Tom Leahy, Alpha.

Short addresses, emphasizing the contribution of Delta Sigma Pi to their lives, were given by Brothers J. Robert Johnson, Alpha Omega; Les Gooder, Beta; Jack Morrison, Beta; and Sherman Pate, Beta. Myron Umbreit, Beta, Director of the Undergraduate School in the Evening Division of Northwestern University, pointed out the contributions of the fraternity to the university. Delegates from the local undergraduate chapters reported on the progress and activities of their chapters during the current year. Reports were heard from James Conner, Head Master Alpha Omega; Donald Bergstrom, Head Master Beta; and Charles McCann from Zeta.

Alumni Club President F. R. Lacy, Jr., presented Ed Satterwhite with a trophy in recognition of his low score in the golf outing of the Chicago Alumni Club last summer. Three large bouquets were presented by the alumni club to the three members attending who were oldest in point of affiliation with the fraternity. Presentation of the bouquets concluded the formal portion of the evening's program, after which followed the customary games of skill.—DONALD L. KETCHAM

Partner in Printing Firm

JOSEPH GALANTIN, *Northwestern-Chicago*, with 15 years of printing and lithography experience has entered into partnership with Henry Carter and they are establishing a printing firm in Los Angeles, California. The partnership of Carter and Galantin, Incorporated have purchased complete printing and offset equipment and soon hope to have it in operation. Brother Galantin was assistant to the vice-president of the Marquette Offset Corporation in Chicago before undertaking his present venture and gained all of his experience there.

In 1939 Brother Galantin was initiated into Beta Chapter and in addition to being Head Master, he served several terms of office on Northwestern University's Board of Publications and as editor of their various newspapers and yearbooks.

Chosen for Excess Profits Tax Board

APPOINTED AS ONE OF 15 MEMBERS of the Excess Profits Tax Council, which is at present at work in Washington, is Peter G. Evans, *Rutgers*. The council has been set up by the Commissioner of Internal Revenue for administering corporation excess profits tax refund claims filed under Relief Section 722 of the Internal Revenue Code. His past experience in the fields of banking, accounting, law, auditing, and tax consulting suit him for this particular job. Brother Evans holds several degrees, is a member of the New York Bar Association, a C.P.A. of both New York and New Jersey, and is considered an authority on federal taxes.

Almost a hundred articles have been published under his name, and they have appeared in such periodicals as *Forbes*, *New York Certified Public Accountant*, *Commercial and Financial Chronicle*, *Taxes*, and many others. He is also co-author with J. Stanley Halperin of "For Personal Income Tax," a best selling tax guide for the past six years. Recognized as a most entertaining speaker he has been called upon to make numerous appearances and also several radio presentations.

In 1938 Brother Evans turned to teaching in the evening division of Brooklyn College, later joining the staffs of Rutgers University, Columbia University and finally the Graduate School of Business Administration of New York University. He has spent as many as five nights a week lecturing on federal taxes, finance, and accounting at these universities.

Bankers Turn Professors at Wisconsin

TWELVE OF CHICAGO'S leading bank officers left their desks and offices for the second year running to take up the role of professor at the Central States School of Banking held at the University of Wisconsin. In charge of this school of bankers was Herbert V. Prochnow, *Wisconsin*, who is also Vice-president of the First National Bank of Chicago.

This school is conducted for a period of two weeks and bank executives and officers turn students. This summer course is sponsored by the bankers associations of 16 midwestern states. Patterned after the American Bankers Association course at Rutgers, the Wisconsin program is conducted by senior officers of banks in the Middle West, with visiting lecturers from government and industry.

DIVIDENDS

To Brother and Mrs. Edward Perry, *Denver*, on November 18, 1945, a son, Paul Edward.

To Brother and Mrs. Charles R. Steinbock, *Johns Hopkins*, on January 15, 1946, a son, Charles Richard.

To Brother and Mrs. Edward H. Voorhees, *Michigan*, on February 13, 1946, a son, Edward H. Jr.

To Brother and Mrs. Robert S. Lewis, *Wisconsin*, on February 24, 1946, a daughter, Ann Carole.

To Brother and Mrs. Andrew E. Bruce, *Dalhousie*, on March 4, 1946, a daughter, Ann Thompson.

To Brother and Mrs. Lawrence Homan, *Ohio State*, on March 19, 1946, a son, Gary Lee.

To Brother and Mrs. Carroll F. Sigurdson, *Minnesota*, on April 4, 1946, a son, Richard Carroll.

To Brother and Mrs. George E. Frankel, *Ohio*, on April 20, 1946, a daughter, Betty Ann.

To Brother and Mrs. Dean E. Irvin, *Nebraska*, on April 21, 1946, a daughter, Judith Ann.

To Brother and Mrs. Warren J. Webb, *Georgia (Kappa)*, on May 17, 1946, a son, Warren J. Jr.

To Brother and Mrs. James S. Pittenger, *Nebraska*, on May 20, 1946, a daughter, Janet Louise.

To Brother and Mrs. Eugene Grayson Cross, *Johns Hopkins*, on May 26, 1946, a daughter, Marilyn Louise.

To Brother and Mrs. Clyde F. James, *Rider*, on June 10, 1946, a daughter, Barbara Anne.

To Brother and Mrs. Garnett G. Reinhardt, *Georgia (Kappa)*, on June 27, 1946, a daughter, Faye Ellen.

To Brother and Mrs. James A. Kerr, *Northwestern (Beta)*, on July 5, 1946, a daughter, Peggy Lynn.

To Brother and Mrs. Joseph S. Rhyne, *Georgia (Kappa)*, on July 24, 1946, a son, Joseph Spratt, Jr.

To Brother and Mrs. Frank R. Chobot, *Northwestern (Beta)*, on July 26, 1946, a daughter, Nancy Elizabeth.

To Brother and Mrs. Albert P. Clark, *Georgia (Kappa)*, on July 29, 1946, a daughter, Patricia Ann.

To Brother and Mrs. Casimir V. Wejman, *Northwestern (Beta)*, on July 29, 1946, a son, Kenneth John.

To Brother and Mrs. William C. Taylor, *Ohio State*, on August 3, 1946, a daughter, Julia Ellen.

To Brother and Mrs. Stewart J. Campbell, *Northwestern (Zeta)*, on August 12, 1946, a son, Stewart Donald.

To Brother and Mrs. Thomas C. Mason, *Georgia (Kappa)*, on August 16, 1946, a son, Thomas Colen, Jr.

To Brother and Mrs. Harold S. Rummel, *Ohio State*, on August 18, 1946, a son, David Stuart.

To Brother and Mrs. Rudolph H. Weber, *Northwestern (Beta)*, on August 23, 1946, a son, Thomas Glenn.

To Brother and Mrs. William MacLean Hemmings, *Wisconsin*, on August 24, 1946, a son, Richard Andrew.

To Brother and Mrs. Jack R. Knicely, *Nebraska*, on September 1, 1946, a son, James Jeffrey.

To Brother and Mrs. Edwin M. Clark, *Georgia (Kappa)*, on September 19, 1946, a son, Ronald Steven.

To Brother and Mrs. Hugh M. Baker, *Baylor*, on September 21, 1946, a daughter, LaVerne Marie.

MERGERS

D. BROOK LEWIS, *Penn State*, on February 8, 1946, to Emma Louise Stadtmiller, at Cumberland, Md.

JOSEPH R. HOCK, *Northwestern-(Beta)*, on March 2, 1946, to Helen Ann Cyr, at Glenside, Pennsylvania.

EDWARD B. SHARPE, *Florida*, on March 14, 1946, to Margaret J. Davies, at San Juan, Puerto Rico.

ELLIS B. GODSEY, *Indiana*, on April 27, 1946, to Jessie C. Dyott, at Stratford, Connecticut.

EDWARD W. WITHORN, *Georgia-(Kappa)*, on May 2, 1946, to Flora Mae Hogan, at Atlanta, Georgia.

JAMES R. NOREN, *Northwestern-(Beta)*, on May 18, 1946, to Patricia McGuire, at Evanston, Illinois.

RUDOLPH JANZEN, *Minnesota*, on May 21, 1946, to Eleanore Louise Schmidt, at Minneapolis, Minnesota.

E. JOHN A. SIROCINSKI, *De Paul*, on May 30, 1946, to Irene Marie Kushemba, at Chicago, Illinois.

HARVEY L. LIVINGSTONE, *Georgia-(Kappa)*, on June 1, 1946, to Lillian Dyal at Atlanta, Georgia.

HARRY T. FENN, *Georgia-(Kappa)*, on June 8, 1946, to Rachel Elizabeth Grier, at Atlanta, Georgia.

L. C. DUNCAN, *Georgia-(Kappa)*, on June 15, 1946, to June Olvor, at Atlanta, Georgia.

JACK R. HENLEY, *Texas*, on June 15, 1946, to Doris Virginia Wilde, at Dallas, Texas.

JACOB R. KRAUSZER, *Rider*, on June 19, 1946, to Melita Takacs at New Brunswick, New Jersey.

JAMES MCNABB, *Georgia-(Kappa)*, on June, 1946, to Betty Malone at Atlanta, Georgia.

JACK E. MORRIS, *Georgia-(Kappa)*, on June 21, 1946, to Joy Olson, at Atlanta, Georgia.

CLARENCE E. TORREY, *Wisconsin*, on June 29, 1946, to Dorothy Bowling Dyer, at Washington, D.C.

PAUL K. RICHARD, *Rider*, on July 3, 1946, to Eleanore Greenholt at Lansdale, Pennsylvania.

JAMES H. CROCKETT, *Nebraska*, on August 2, 1946, to Rexana Fair, at Pueblo, Colorado.

CLYDE IRWIN, *Nebraska*, on August 3, 1946, to Barbara Beecher, at Ann Arbor, Michigan.

JOHN HOPKINS, *Georgia-(Kappa)*, on August 10, 1946, to Gloria Burns, at Columbus, Ohio.

ELTON TEKOLSTE, *Nebraska*, on August 10, 1946, to Alice Anne Parsons, at Knox, Indiana.

CHARLES BACKER, *Nebraska*, on August 11, 1946, to Lois Meyer, at Plymouth, Nebraska.

JOHN H. MOORE, *Temple*, on August 14, 1946, to Betty Wetherill at Bristol, Pennsylvania.

RICHARD J. SCHNAKENBERG, *Northwestern-(Zeta)*, on August 17, 1946, to Lorraine Louise Mollé at Chicago, Illinois.

R. CARL RHOADS, *Temple*, on August 21, 1946, to Fay Cambiern at Ambler, Pennsylvania.

SIDNEY M. JINES, *Texas*, on August 25, 1946, to Carol Marie Asbury at Rockville, Indiana.

JAMES T. STRICKLAND, *Georgia-(Kappa)*, on September 6, 1946, to Lena Wagnon at Atlanta, Georgia.

HENRY D. NORTON, *Buffalo*, on September 14, 1946, to Kathryn L. Leonhard at Buffalo, New York.

JACK B. JOHNSTONE, *Northwestern-(Beta)*, on September 21, 1946, to Barbara Williams, at Park Ridge, Illinois.

(Continued on page 55)



NEW BUSINESS BOOKS

Compiled by **KENNETH S. TISDEL**, Alpha Chi
Reference Departments, St. Louis Public Library, St. Louis, Missouri

ECONOMICS

MASTERWORKS OF ECONOMICS; digests of 10 great classics, edited by **LEONARD D. ABBOTT**, published by Doubleday, Doran & Co., 754 pp., \$4.

The gist of classics by 10 famous economists presented in well chosen excerpts which serve as introductions to economic theory. Includes biographical notes. Contents: England's treasure by foreign trade, by Thomas Mun; Reflections on the formation and distribution of wealth, by Anne R. J. Turgot; The wealth of nations, by Adam Smith; An essay on the principle of population, by Thomas R. Malthus; Principles of political economy and taxation, by David Ricardo; A new view of society, by Robert Owen; Principles of political economy, by John Stuart Mill; Capital, by Karl Marx; Progress and poverty, by Henry George; The theory of the leisure class, by Thorstein Veblen.

JOBS AND JOB-GETTING

NEW CAREERS IN INDUSTRY, by **JOHN M. AMISS** & **ESTHER SHERMAN**, published by McGraw-Hill Book Co., 277 pp., \$2.50.

Opens the door for those who desire to make a career for themselves in industry. Outlines the duties, working conditions, wages and qualifications of specific industrial jobs from production worker to specialist. The authors have compiled their material from their experience in the auto industry, as well as from research in other lines.

JOB PLACEMENT OF THE PHYSICALLY HANDICAPPED, by **CLARK D. BRIDGES**, published by McGraw-Hill Book Co., 329 pp., \$3.50.

Guide to constructive action in rehabilitation and proper job placement of disabled workers from the standpoint of physical ability. Author describes common disabilities and the effect of these disabilities upon work capacity and specific placement consideration.

MOVING AHEAD ON YOUR JOB, by **RICHARD P. CALHOON**, published by McGraw-Hill Book Co., 295 pp., \$2.75.

A practical book explaining the personal traits necessary for moving ahead in business, providing a detailed breakdown of what business leadership requires. Although most of the basic principles are familiar to all, the author suggests practical tests for applying them to individual problems.

HOW TO BE YOUR OWN BOSS

A BUSINESS OF YOUR OWN, by **ALBERT FANCHER**, published by Blakiston, 338 pp., \$1.

A small business survey that outlines the character of the work and the kind of person best suited to it. Considers mail-order, arts and crafts businesses, family enterprises, side lines, and many others. Contains only general suggestions on operation and management.

THE VETERANS BEST OPPORTUNITIES, with basic principles and their application, by **EDWARD R. FISKE**, published by Duell, Sloan & Pearce, 324 pp., \$2.50.

A book that will answer many questions about starting a new business. Most of it is very short articles by men and women who have been successful in various fields. The money needed for a start is usually indicated. Contents include big city vs small town; store location; opportunities in other than retailing and service businesses; opportunities in foreign trade, etc.

SELECTING AND OPERATING A BUSINESS OF YOUR OWN; a guide for choosing and setting up a small business enterprise, by **GUSTAV E. LARSON** and others, published by Prentice-Hall, 364 pp., \$3.

Information on 23 of the more usual retail and service businesses found in communities of all sizes, and brief discussion of small and part-time farming. Material on each business is limited by space but more detailed guides are suggested for most.

HOW TO ESTABLISH AND OPERATE A RETAIL STORE, by **O. PRESTON ROBINSON** and **KENNETH B. HAAS**, published by Prentice-Hall, 384 pp., \$4.35.

Opening with opportunities and requirements in retailing, the authors present a practical guide for retailers and for veterans wishing to establish their own business. All sides in the field are considered: site selection, new developments such as the park-and-shop center, financing, organization, operation, leasing departments, buying, packaging, selling, advertising, sales promotion, window display, and records with typical financial statement and balance sheet. Many other activities of the retail trade are discussed and consideration is given to protection and safety problems, and employment in training.

SMALL BUSINESS AS A CAREER, by **O. RICHARD WESSELS**, published by Syracuse University Press, 200 pp., \$2.50.

Opportunities in small business exist in every community for people who wish to be independent and work for themselves. This book is filled with information that will help you to be a successful business man. It tells you how to choose a location, how much rent you can afford to pay, how to arrange your stock, keep your records, and advertise your business. More than 50 successful business men have drawn on their experiences to supply the information you need and to answer your questions.

ACCOUNTING

ADVANCED ACCOUNTING, by **ERASTUS I. FJELD** and **LAWRENCE W. SHERRITT**, published by Ronald Press, 490 pp., \$4.50.

This book is designed for the use of undergraduates in their fourth semester of accounting instruction. Its primary objective is to apply the principles of corporation accounting to specific situations. Opening chapters deal with installment sales, consignments,

agency and branch accounting, foreign exchange, and corporation accounting. Emphasis is placed on the practical application of accounting theory, giving numerous illustrative problems. The authors have previously published "Intermediate Accounting."

FUNDAMENTALS OF ACCOUNTING, by **DONALD H. MACKENZIE**, published by Macmillan Co., 683 pp., \$4.

The fundamentals of accounting, as presented in this book, are developed from defined concepts of costs and revenues. The term "revenues" applies to goods and services exchanged; "cost" applies to goods and services used up or parted with in producing revenue. The profit-and-loss statement and the balance-sheet are developed from these concepts. This means that the fundamentals of accounting are not developed from the balance sheet and the balance-sheet equation as is usually the case. The fact is emphasized that management needs many different types of information other than those usually afforded by the basic statements.

MODERN PRACTICAL ACCOUNTING, by **EARL A. SALIERS**, published by American Technical Society, 365 pp., \$3.50.

Introductory manual on the basic principles which underlie all accounting procedures, including the rules of double-entry bookkeeping. Gives a thorough discussion of these rules and principles as they are applied in modern business. The author is professor of accounting at Louisiana State University.

FOREIGN TRADE

OPPORTUNITIES IN LATIN AMERICA, by **RALPH HANCOCK**, published by Duell, Sloan & Pearce, 278 pp., \$3.

Splendidly organized handbook of prospects for economic development throughout Latin America. Details of requirements and possibilities in fields of agriculture, mining, construction, transportation, and industrial expansion, systematically shown for each country. Gives indications of possible markets for minerals, food-stuffs, cattle, and products of industry.

DICTIONARY OF FOREIGN TRADE, by **FRANK HENIUS**, published by Prentice-Hall, 745 pp., \$10.

An authoritative guide to foreign trade, it gives in alphabetical arrangement a concise explanation of terms, usages, practices and procedures, with a section devoted to specimen-forms. There is a table of abbreviations used in international trade and a handy list of foreign and domestic weights and measures.

GETTING INTO FOREIGN TRADE, by **EUGENE VAN CLEEF**, published by Ronald Press, 133 pp., \$2.50.

A handbook for owners and managers who wish to expand the domestic activities of their businesses to include foreign sales, and those individuals who wish to follow foreign trade as a career, either in the business world or in government service. Gives a clear cut picture of foreign trade operations. Author is professor of geography, Ohio State University.

BUSINESS STATISTICS

GOVERNMENT STATISTICS FOR BUSINESS USE, by **PHILIP M. HAUSER** and **WILLIAM R. LEONARD**, published by John Wiley & Sons, 432 pp., \$5.

Prepared by 20 experts in the various fields of government statistics, this book tells what information is available from the Federal Government, the agencies from which it can be obtained, and ways it can be applied to business and economic problems.



MISSOURI

ALPHA BETA CHAPTER at the University of Missouri, was host, on October 25, to J. D. Thomson, Assistant Grand Secretary-Treasurer of Chicago. A "get-acquainted dinner" was held at the Daniel Boone Hotel with the following present: Dean William L. Bradshaw, Grand Council Member Royal D. M. Bauer, Assistant Grand Secretary-Treasurer Thomson, Professor James A. Close, Head Master J. Truman Carter, Mrs. Bauer, Mrs. Thomson, Mrs. Close, and Mrs. Carter. Following the dinner, Brother Thomson addressed Alpha Beta Chapter members and participated in an open discussion with the members on the subject, "How to Operate a Good Chapter."

Our chapter initiated 28 new members on November 24, among them Dean W. L. Bradshaw and Professor P. D. Hickman. With the initiation of these two faculty members, Alpha Beta Chapter has most desirable faculty representation in the School of Business and Public Administration. It is planned to add other eligible faculty men to our chapter as time goes on. An article on Dean Bradshaw's illustrious career appears in the alumni section of this issue.

All of the 47 active members of Alpha Beta Chapter are actively engaged in the operation of our chapter, either as officers or as committeemen. To further the interests of the chapter, the following committees and committee chairmen have been appointed by the Head Master: Efficiency Contest, *Chairman*, Gene Smemo; Professional Program, *Chairman*, J. F. Gunn; Legislative, *Chairman*, Robert Bray; Public Relations, *Chairman*, John Denny; Festivities, *Chairman*, Donald Miller; Chapter Project, *Chairman*, Marvin Owens; Nominations, *Chairman*, Charles Castor; Graduate Placement, *Chairman*, Harold Nichols; Examinations, *Chairman*, Gordon Chapman; Chapter History, *Chairman*, Dale Nettleton; and Chapter and Alumni Records, *Chairman*, L. C. Feldmann. —JOHN I. DENNY

NORTH CAROLINA

THE DELTASIGS AT ALPHA LAMBDA have fallen in with the general expansion of the University of North Carolina at Chapel Hill. This fall quarter has been a very busy and interesting period. In the latter part of November we held one of our semi-annual rush periods. An unusually large number of rushees were eligible this fall and Alpha Lambda pledged 25 men.

Since we have moved into our new house at 211 Pittsboro Street, the brothers have been working on the interior. Under the supervision of Ernest Hicks, House Manager, the entire interior of the house has been painted, new electric lines have been run in the two living rooms, and pictures of the chapter on "formal" and "informal" occasions have been placed in the main living room. We are now looking forward to having the exterior of the house painted this spring.

On November 7, Professor J. B. Woosley was initiated into the Alpha Lambda Chapter

of Delta Sigma Pi. Professor Woosley is the Head of the Department of Economics and Commerce here at the University of North Carolina. Immediately following the initiation, a banquet was held at the Carolina Inn at which Brother Woosley was the principal speaker.

Alpha Lambda held its annual Christmas party at the chapter house just before the university adjourned for the holidays. Although we were in the middle of exams, everyone was in fine spirits and the brothers and dates had a merry time.

Two professional meetings were held during the fall quarter at Alpha Lambda. The first was held at the Carolina Inn on November 18, and C. H. McGregor, Professor of Economics, was the speaker for the evening, our special guests were the prospective pledges which were being rushed this quarter. On December 5 Alpha Lambda sponsored, in the form of a professional meeting, a friendly debate between J. B. Woosley, head of the Department of Economics and Commerce, and Professor H. D. Wolf, Professor of Economics, here at North Carolina. The subject was "The Importance of Strikes on the Present Economic Situation," with emphasis on the coal strike of December.

Although Alpha Lambda is losing several brothers at the end of the fall quarter, we are looking forward to an enlarged fraternity and professional program next term. After January 4, our doors will be open again for business and we hope that all of the brothers who have a chance will drop in for a visit.—PETE PULLY

MISSISSIPPI

UNUSUAL PROGRESS has been made thus far by the boys of Mississippi. A special feature is being sponsored by our chapter in cooperation with the School of Commerce and Business Administration. This is a visual education program which will be carried on throughout the entire year, showing films of a commercial nature, about every two weeks, to the students of commerce.

We have recently pledged twenty-one men and plan to initiate them in January. They are as follows, George Street, John McLendon, Kenneth Franks, Banks E. Smith, Thomas Turnipseed, J. W. Torti, John T. Jones, Robert Mullett, Wayne Fenger, Joe Pigott, Lowell Grisham, James Robertson, Martin Davis, Bob Ellis, Thomas Metcalfe, James Fox, Fred Norwood, Dudley B. Clower, Overton Currie, James Stuart, and Billy Walton.

A banquet was held recently at which the brothers enjoyed as guest speaker, Dr. Robert B. Highsaw, choosing as his subject, "The Function of the Research Bureau of the University of Mississippi." Dr. Highsaw is Director of the Bureau. Professor Joseph Cerny, an alumnus, and a member of the faculty, also attended the banquet.—FRANK E. MOAK

DE PAUL

THE DELTA SIGMA PI FRATERNITY at De Paul University is once again operating in the true Deltasig manner. It is now recognized as the leading professional fraternity in De Paul's College of Commerce, a distinction which it held in pre-war days. Being inactive during the war made it necessary for all of us in Alpha Omega to work much harder, and our toils were rewarded by the progress we have made since we have been reactivated.

At our December monthly meeting we were fortunate enough to have Glenn Chambers of Kappa Chapter to speak to us on the value of fraternity life after graduation. He answered all of our questions about fraternity life and enlightened us with many of his experiences. This was the beginning of an extensive list of speakers that Head Master Jim Conners has arranged to speak at our meetings. At the Stevens Hotel, on November 7, we held our smoker and rushed twenty-eight men. Introductions were kept in order by our former Head Master, Phil Equi, who acted as toastmaster. First to speak was Father Malvey, Professor of Philosophy at De Paul, who gave the prospectives detailed information of the fraternity, and what would be expected of them if they were pledged. Father Coupal, Alumni Director of De Paul, then told them of the advantages associated with membership in the fraternity. Jim Thomson, Assistant Grand Secretary-Treasurer, was also present at the smoker and honored us with a few words.

Under the mellow strains of the music of Jack Goldwaithe and his piano we met and were met by the prospective pledges. On November 26, we held a formal pledging, and twenty-three neophytes were pledged to our chapter. Frank Tyler, Pledge Captain, and his

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committee are in charge of those pledged. The traditional Hell Week will be followed by the formal initiation banquet which will be held early in February, at the Lake Shore Athletic Club. Incidentally, I think quite a few of the recently initiated brothers are sharpening their teeth for Hell Week. It is rumored that George Class is still pulling out slivers which were never claimed by the brothers who used the paddles.

Harmonious music and the soft shuffle of dancing feet met our ears as we entered the Grand Ballroom of the Knickerbocker Hotel here in Chicago. It was the Deltasig dance JARABE. As I looked around the crowded ballroom, I noticed that everyone was having a good time, enjoying either wine, women, or song. Good, too, was the music of Bill Rohter, a now popular dance band here at De Paul University. Larry Kelly did a fine job on the dance as the Master of Festivities. For a few seconds I thought Jim Connors was going to give a speech, but he cut it short, just thanking all present for coming. The social success of the JARABE decided for us that it shall be established as an annual affair of the chapter.

Besides its professional and social activities at De Paul, the Alpha Omega Chapter is also well represented in the field of sports. In the last issue of THE DELTASIG we related the achievements of our baseball team, and now it is the football team that is the center of attraction. Our team was directed by Dan Collins who, through various strategic ideas, managed to lead the team to a .500 percentage, which was encouraging when one considers how dark the outlook was at the beginning of the season. The only casualty on the team was Bob Gorman, our newly elected Treasurer, who broke his arm in the last game. Although his arm is in a cast, Bob manages to pursue his hobby, which is the collection of dues. We are now eagerly awaiting the beginning of the basketball season, for we feel that we will have great things to report on the merits of our basketball team.

The coming year will be one of many opportunities, and Alpha Omega is determined to use these opportunities to fortify the chapter and the International Fraternity of Delta Sigma Pi in strength and loyalty.—WILLIAM E. FLEMING, JR., GEORGE F. STASTNY, JR.

ST. LOUIS

BETA SIGMA CHAPTER has been busy since the last issue of THE DELTASIG. On October 22, 1946, the main ballroom of the De-Soto Hotel was the scene of Beta Sigma Chapter's annual smoker. Approximately 300 members and guests of the Beta Sigma Chapter were in attendance. This smoker inaugurated our social and professional program for the coming semester. Rushing was held on Tuesday evening, October 29, 1946, at the Melbourne Hotel at 8:00. About 135 students from the Commerce and Finance School were rushed at this time. The first issue of the chapter paper, *The Mercury*, was distributed at this time.

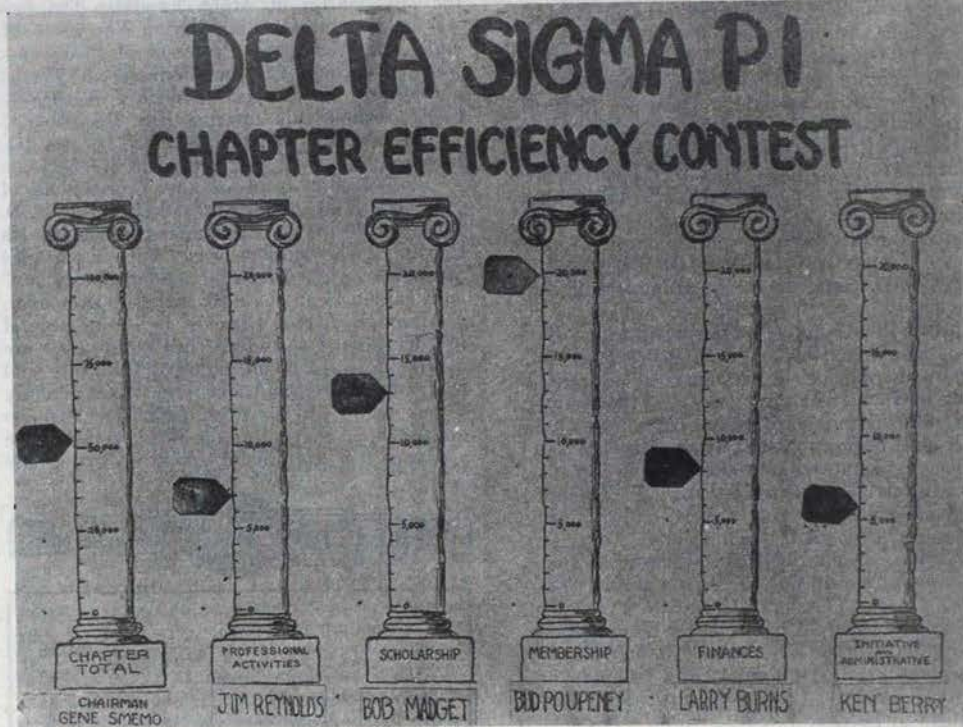
On October 27, 1946, the annual homecoming game took place. Prior to the game the student conclave sponsored a parade in which Beta Sigma Chapter entered a float. During arrangements for the game the official mascot of the team, namely, the official Billiken located at the stadium was pilfered. It was discovered later that the Billiken had been taken by another fraternity on the campus for use on their float in the homecoming parade. An attempt was made by rival factions to locate this Billiken, and the presidents of all the

fraternities on the campus were called by phone and told that the caller was a representative of a local newspaper. They wished, so they stated, to take a picture of the Billiken for the rotogravure section in the Sunday newspaper. It would be impossible to get it into the paper if they waited for the parade, consequently they were anxious to get a picture immediately. Beta Sigma Chapter of Delta Sigma Pi was contacted on a miscue. They had constructed a Billiken in the home of one of the fraternity members. This word had gotten around and they were therefore accused as the culprit. The real Billiken was never located until it showed up on a float in the parade.

The first in a series of lectures inaugurating the sponsorship by Beta Sigma Chapter of a professional program was held on November 26, 1946, at 8:00 P.M. D. P. Williams, C.P.A., of the D. P. Williams & Company accountants firm, spoke on "Public Accountancy as a Career." Mr. Williams is secretary and treasurer of the Missouri State Board of Accountancy. Following his lecture an informal discussion was held covering the general field of

accounting. More than 100 students and members attended this first lecture. On Wednesday, December 11, 1946, our second lecture was held in conjunction with a tour through the headquarters of the International Business Machines Corporation. It was necessary for us to hold two separate lectures on this subject, since night school students could not attend on this particular night, and because the facilities of the company were limited.

In spite of adverse weather conditions our Founders' Day dance was a huge success. Both alumni and active chapter members attended, and a good time was had by all. Our annual pledge dance was held on Saturday, December 7, 1946, at the Forest Park Hotel. Floor show was furnished by the pledges. More than 160 couples attended and danced to the music of Jimmy Downey's orchestra. The amount of our rushees has dwindled from 135 at the start to 61 attending the pledge dance. We hope to pledge every good man represented in this group of 61, and hope to wind up with about 40 new members at the final count.—JOSEPH F. DUEPNER



ALPHA BETA CHAPTER'S CHAPTER EFFICIENCY CONTEST CHART. This novel chart hangs in the main corridor of the School of Business and Public Administration at Missouri.

Novel Chart Registers Chapter Contest Points

THE CHAIRMAN OF the Chapter Efficiency Contest of Alpha Beta Chapter of Delta Sigma Pi, Gene Smemo, has inaugurated a program to inject real interest in the contest, and to help put this contest over the top at Missouri. He has set up a poster on the Deltasig bulletin board in the central corridor of the School of Business and Public Administration, showing six columns, which represent the six columns located in the center of the Missouri campus. The columns are remnants of the first administration building of the University of Missouri, and around which all campus tradition is centered. Each of five columns of the chart represents a different division of

the Chapter Efficiency Contest, with the sixth column representing the total points earned thus far. The number of points in each section is shown by a movable indicator fastened by a thumb tack at the left of the column.

In order to help with this program, five committeemen have been selected, one for each department. James Reynolds has charge of the professional activities, Robert Madget scholarship, Oris Poupeney membership, Larry Burns finances, and Kenneth Berry initiative and administration. The number of points earned in each department are posted on the column representing that department. The poster is helping the contest a great deal, because everyone can see at a glance just how many points have been earned to date and which departments are lagging behind. This chart is attracting a great amount of attention in addition to being a useful and interesting barometer of the efficiency of Alpha Beta Chapter.

RUTGERS—University College

BETA RHO CHAPTER is now in full swing with the return of all the brothers from the armed forces. Good fellowship ran high at our three business meetings, when the old members brought the new ones up-to-date on the past glorious days of the chapter, and the prosperous outlook for the future. All the married men are looking forward to their night out with the boys at our business meetings.

Gerald J. Kennedy, chairman of the professional committee, has seen the fruit of his groundwork at our first professional dinner held at Zig's Steak House in Newark, on November 6th. The dinner was mainly held on that date so that we could celebrate Founders' Day. After an excellent dinner, the brothers sat back and listened attentively to an inspirational talk by Mr. Paul J. Dillon, Newark Zone, Sales Manager of Texaco products, on the subject, "Selling as a Career." Brother Kennedy has an excellent list of speakers for our future professional dinner meetings and the brothers are as enthusiastic to attend them as the chairman is to present them.

The aim of the brothers, which is to achieve a particular goal, has hit a mark with the installation of three brothers in the Rutgers University College Honor Society at the annual meeting of the Honor Society on October 23, in the Hommel House. Those, who are to be commended for their industriousness, are Kenneth G. Gruber, Philip A. John, and Fred Woerner.

On November 16, the Rutgers' Student Activity Association, had their annual fall dance at the Hotel Sheraton, in Newark, New Jersey. Donald Corvey was the sparkplug from Beta Rho, urging all of the brothers to support the dance and take their wives and sweethearts for a good time. The dance was a tremendous success, in fact couples had to be turned away at the door. Our chapter had the opportunity to boost Beta Rho candidates for the forthcoming Student Activity Association election for officers. Gerald J. Kennedy is our candidate for Vice-president with his running mate Frank Kodatt for treasurer. After the dance the chapter was invited by Stan Knowles to visit his brother's club "The Silver Dollar," completing a night of good fun.

Frank Kodatt, chairman of the Entertainment committee with his assistants, James McLaughlin and Stan Knowles, are arranging a schedule which will include a smoker, a formal dance, a house party and a theater party in the near future.

Donald Corvey, senior warden has invited approximately 30 prospective pledges to attend our next professional dinner meeting. Brother Don received excellent support on his request that members recommend prospective pledges.—EUGENE GALLAGHER

LOUISIANA STATE

BETA ZETA CHAPTER is gathering prominence at Louisiana State University as one of the foremost professional fraternities on the campus. At present its members are diligently working toward making the chapter into an organization worthy of its name, and it has a growing list of new members. From a small beginning in the spring of 1946, the faculty advisor and officers have built the organization into very good shape for the coming year. The chapter members are proud, and well they may be, of a job well done and a great outlook for the future of their chapter.

For the present session of school the quota for new members has been set at 22, of which number, 13 were initiated on December 10,

1946. These 13 new members were entertained at a banquet immediately following their initiation. The College of Commerce has been increased by a large number of students this year, largely due to the enrollment of veterans, as well as the normal enrollment. Among all these new men there is a great deal of ability and initiative, and from this group the chapter will easily maintain a very active organization of capable men.

From the faculty of the College of Commerce, Perry F. Boyer was accepted for initiation on December 10, 1946. This increased the number of faculty members to five in Beta Zeta Chapter at Louisiana State University. Doctor Boyer has an outstanding record, having received degrees from Baylor University, University of Texas; and he has taught at Texas State College for Women, Sam Houston State Teachers College, and Louisiana State University. At the present time he is Assistant Director of the Bureau of Business Research and also Associate Professor of Business Administration in the College of Commerce at Louisiana State University.

On Founders' Day the chapter was entertained at a luncheon by Karl D. Reyer, the chapter's faculty advisor, who gave a very interesting account of his experiences with the fraternity throughout many universities of the United States. Every Thursday the members have been gathering for a luncheon with a guest speaker to entertain them. In this manner the men have learned more about each other and more about the actual practices of businessmen. These luncheons have proved to be well liked and very much worth while.—RAY Q. PIERCE

SOUTH DAKOTA

ALTHOUGH DELTA SIGMA PI on the campus of the University of South Dakota was dormant over the war period, things are looking up now that reactivation has taken place and the initiation of new members has been consummated. Only four actives were on the campus at the start of this school year: Sherwood Wendt, Stanley Jadeski, Albert Sielicki, and Fred Huntley—and three faculty members, J. P. Jones, Harry E. Olson, and C. J. Whitlow. This constituted the complement during the fall semester until the time of the initiation of thirteen students and two more faculty members on December 8. The faculty members included the Dean of the School of Business Administration, R. F. Patterson, and Mr. Leonard Perkins. A second initiation took place on December 9 for two pledges who were unable to be at the previous initiation, thus bringing the Alpha Eta Chapter roll to twenty actives. A business meeting and smoker were held also on December 8 and new officers were elected.

Several meetings were held during this semester before initiation, at which time the ideals of Delta Sigma Pi were outlined and explained to prospective pledges. Other professional meetings were held at which alumni members, prominent in business activities in the local area or nearby cities, were called upon to speak before the group.

The University of South Dakota, like other schools, has the majority of its enrollment consisting of veterans. Of this large number of veterans it is gratifying to note that a good percentage of them are "Bizad" students and the Business Administration School is rapidly becoming one of the leading schools on the university campus. This all points to greater expansion of Delta Sigma Pi so that opportunities for a real live-wire organization are looking better all the time.—GLENN D. JOHNSON

MARQUETTE

WITH THE INITIATION of 13 men in October, bringing the active membership to a comfortable thirty-six, Delta Chapter is once again in full swing on the Marquette campus. Successfully struggling through the confusion of reorganization after two and one-half years in which every active member served in one or the other of the armed forces, Delta Chapter is now well into its 26th year at Marquette. Activities of a gala pre-war nature have necessarily been curtailed for the present, due primarily to the temporary absence of a fraternity house, one of the major casualties of the war years. Plans are already under way to remedy this situation, and with the able help and guidance of the many members among the faculty who are eager to see Delta Sigma Pi flourish, Delta Chapter will soon regain its former prominence in the fields of professional, social, and athletic activity.

As a fitting climax to Homecoming Week in October, 13 men were initiated into the chapter on Sunday, October 27. They were feted properly on Saturday night with a private dance for members, alumni and their guests, and on Sunday, their initiation was followed by the traditional banquet. Exemplifying the better qualities of the recent initiates at the banquet, James Hartzheim fearlessly accepted the honored office of K.P.R. with a straight from the heart talk to his new brothers. Dean Cannon, former holder of the office, applauded vigorously, seeming to derive a sadistic sense of satisfaction from the whole proceeding.

To inject added interest into the ordinary bi-monthly business meetings, a resolution was recently passed to provide for educational films to be shown immediately following each meeting. These films, secured from various sources throughout the city, are as timely and up-to-date as convenience will permit, and have proven a boon to the student of commerce whose ordinary pursuits are necessarily channeled along business lines. They reveal various aspects of industry untouched by the ordinary academic course of study and have received well-deserved praise from the members.

The College of Business Administration faculty has been augmented recently by the addition of three Deltasigs, two of them former members of Delta Chapter. The third, Professor Juchoff, commands a sizeable writup in "Who's Who In America" and has hobnobbed with some of the "greats" of Delta Sigma Pi in his younger years. With these men, Delta Sigma Pi claims an overwhelming majority of the faculty members, a situation that has existed for many years. A Christmas party for members and their guests shortly before the Christmas vacation ushered in the mistletoe season for Delta Chapter.—GLEN E. ETHIER

RIDER

THE BETA XI CHAPTER of Rider College has done considerable work in building up its prestige here in Trenton. Since August, this chapter's members have put into operation the house that they acquired just a few months ago. The interior decorations were planned and carried out by the brothers themselves. It was slow and tedious work, but with the co-operation of the members in their fraternal spirit, the work was completed much sooner than had been anticipated. Since then, there has been more emphasis placed on the fraternity's social, athletic, and scholastic activities.

A smoker was held at the White Horse Inn



in Trenton, on the night of October 29. Fifty-five men who had received an invitation were present, in addition to the active and alumni members. Among the speakers were: Lester Langan, Province Officer of Delta Sigma Pi, Brothers Durkin, McBane, and the officers of the Beta Xi Chapter. Brother Langan continued his speech around the building up of the fraternity, and the progress of this chapter here in Trenton. After the speakers were through, a dinner was served, followed by informal chats of the brothers with the rushees.

On November 2, a house party was held at the Chapter House, bringing together and acquainting the active members of the fraternity with the alumni members. We were honored to have with us at that time Grand Council Member Allen L. Fowler, and Lester Langan, Province Officer of Delta Sigma Pi. Before the party a schedule was prepared to fill the calendar for the next few months. The brothers want as much activity as possible—professional speakers, athletic competition among other fraternities and independent clubs within the college.

The rush season is on, and the chapter has received 22 bids signed by the rushees. Regular weekly meetings are held acquainting the pledges with the brothers, and also reminding them of the rules, regulations, and duties of the brothers within the fraternity. Spot tests are given to judge whether the boys are interested in the fraternity, and whether or not they are acquainting themselves with its history. In the latter part of January a formal initiation of these pledges will take place.

During this last term the brothers have become very active in sports. A football team was formed in September, which competed with other organizations here in the college. As soon as the cold wave swept the campus, a bowling league was organized in which the Deltasigs participated. Now, with the basketball season well on its way, a basketball squad has been formed. With all of these events on the calendar, Delta Sigma Pi Fraternity at Rider College is proud of its past accomplishments, and is anticipating a great year in '47.—STANLEY J. SKARBK.

KENT STATE

BETA PI CHAPTER, since its reactivation this fall, has been making up for the time that was lost during the war period. At an impressive pledge service and dinner at the Robin Hood, a local restaurant, 23 veterans of the armed forces were initiated into Beta Pi Chapter at the Kent State University. Those initiated were: Robert Baker, Warren Bower, Karl Braucher, Carl Burnett, Dale Cotton, Robert Duncan, Archie Erwin, Joseph Ferris,

John Fauser, Robert McNeese, Edward Martin, William Myers, Roy Newsome, C. L. Panatzer, Harry Reynolds, Rudolph Ruzick, Francis Ruzzo, Denver Sturgill, William Sullivan, Ted Taubert, William Welty, Charles West, and Paul Yamokoski. Following the dinner everyone was treated to color movies of Kent State's football team in action.

At a recent business meeting Mr. Danial C. MacDanials of the Farrel Foundry and Machine Company of Cleveland gave an informal talk on factory management, and of the trials and tribulations that befall the management of a large factory.

At the present time Kent State is having "Registration Blues" for the winter quarter, and members of Delta Sigma Pi, Beta Pi Chapter, are doing their part in making the task as easy as possible. The members are manning a table in front of the office of the College of Business Administration, and they are advising students as to their coming schedules.

The chapter is planning for the Yule season by holding a Christmas Banquet at the Robin Hood on December 11. Approximately 70 members and their guests will attend. With the beginning of a New Year near at hand, the chapter plans to expand both in numbers and in service to the University.—CHARLES WEST

NORTHWESTERN— EVANSTON

ZETA CHAPTER STARTED the new school year with a bang. About a week before school opened, the McFarland house was turned over to us by the university and we were kept busy getting it ready to house the chapter. The opening of school found the house livable, but not completely furnished. Finally, however, our lounge furniture and recreation equipment were moved over from our pre-war house and Zeta was at home once more.

We were very sorry to lose our Chapter Adviser, Herbert Dougall, who left Northwestern at the end of the summer session to accept a professorship in the Graduate School of Stanford University. In replacing Brother Dougall, we were fortunate to obtain the services of Stewart Y. McMullen, Associate Professor of Accounting. Brother McMullen has been very active in the chapter since its reorganization last spring and we were very glad that he accepted our bid to become our adviser.

Founders' Day and Homecoming were combined this year for a gala weekend. Many of the old timers were back for this first post-war reunion of Zeta Chapter. Our new house was officially opened with a grand reception

BETA XI HOUSE WARMING. Seated (left to right), Mrs. Lester Langdon; Mrs. Albert Short; Lester Langdon, Province Officer; Professor Robert McBane, Chapter Adviser; Professor Albert Short; Mrs. Thomas A. Coles; Mrs. Allen L. Fowler. Standing (left to right), Allen L. Fowler, Grand Council Member; Professor Thomas A. Coles.

following the Ohio State football game on Saturday afternoon and the house was put to good use all during the weekend celebrating this double event.

The first smoker of the year was held at the Georgian Hotel on Sunday, October 20. R. C. Overton, Prof. of Business History, led a lively discussion on the topic, "What Business Expects from you—What You can Expect from Business." About 55 members, pledges, and guests were present and many new names were added to our rushee list.

October 27 was a "happy day" for our 16 pledges from the summer session, as an initiation was held at the chapter house during the afternoon. We are happy to say that all of the pledges survived the ordeal and were accepted into the brotherhood. As there were almost as many pledges as actives, we had to be very careful to keep everything under control.

That same evening found all the members, along with their wives and dates, at the Sovereign Hotel in Chicago, celebrating the new membership. A wonderful dinner and dance had been arranged by social chairman, Earl Rix, and a grand time was had by all. Two of our members, Bill Mercer and Frank Hamerschmidt, just about missed dinner while they took pictures, both still and motion. A couple of weeks later we all assembled at the chapter house and saw ourselves in action—look out Van Johnson.

Thoughts now turned to a new pledge class, the names on the rush list were gone over, and the prospective members were invited to the chapter house one evening. After a week of rushing, eleven men were selected for pledging, and formal pledging was held at the house November 22. These men are now busy studying their pledge manuals and looking forward to their initiation in January.

Zeta chapter has made good progress since its reorganization last spring, when three members were on campus, as compared to over fifty at the present time. Deltasig is now a familiar word around the School of Commerce once again, and you will find Deltasigs carrying on an active part in all campus functions. Plans have been laid for a great number of activities for the remainder of the school year and by the end of this term Zeta Chapter will be firmly reestablished at Northwestern.—LARRY SUMMERVILLE

OHIO STATE

WITH 31 ACTIVE MEMBERS and eleven pledges, Nu Chapter is once again soundly on its feet. The autumn quarter just ending at Ohio State has seen the chapter back to normal conditions with an active social and professional program. There are now eight pre-war active brothers back to aid us in making the chapter what it was before the war years. They are Earl F. Moore, Joseph E. DuBois, Richard L. Miller, H. Keith Passmore, Paul E. Redmond, Benjamin H. Snyder, Arthur J. Stilwell and Duane M. Taylor. These men have proven to be of great aid in reorganizing the chapter and in many other ways. One of this group, Brother Moore, former Head Master, was elected to Beta Alpha Psi, National Accounting Fraternity.

Although the chapter does not as yet have a house, the brothers, pledges, wives and girl friends have been able to become closer friends through the social events of the past quarter. The first of these events was a Hallowe'en Party held at the Scioto Riding Academy. Actives and pledges enjoyed a hayride, dancing and a wiener roast. Perhaps our biggest and best affair of the quarter was the combined Founders' Day Banquet and the celebration of Nu Chapter's Twenty-fifth Anniversary on the campus of Ohio State. This banquet was held at the Southern Hotel on Sunday evening, November 17, 1946. After an enjoyable dinner, Toastmaster, Glenn Robinson, introduced Head Master Lawrence Homan, who gave the welcome address. He was followed by Professor Allan Meyer, Faculty Adviser, who proposed a toast to the founders of the fraternity. The main speaker of the evening was Mr. Ralph Wolf, Refund Auditor of the State of Ohio and a former officer with General Patton's Third Army. His topic was "The Political Aspects Behind the Lines in World War II." For the first time in Nu Chapter's history and possibly the first time in the fraternity's history, wives and girl friends were invited to the Founders' Day banquet. Everyone was well pleased with the new idea and needless to say the women added much color to the affair. We think that a new tradition has been initiated for Founders' Day banquets in the years to come.

During the football season the chapter had a block of seats in Ohio State's Horseshoe and this also added to the "let's get better acquainted policy" of the chapter. The season

FOUNDERS' DAY BANQUET AT NU CHAPTER. Left to right: Professor Allan Meyer; Miss Claire Harmeyer; Ralph Wolf, guest speaker; Glenn Robinson, Junior Warden of Nu; Miss Mary Lou Ellis; Mrs. Lawrence Homan; Lawrence Homan, Head Master Nu Chapter.

came to an end with the Homecoming game, Michigan, and we just don't talk about that. We did have a very good time at the Homecoming party afterwards, in spite of the score of the game. Many of our old alumni were back on the campus for the game and the homecoming activities, they enjoyed a buffet supper and refreshments after the game, and spent a pleasant evening renewing old acquaintances and making new ones.

Our Program Committee is busy planning our social and professional activities for the next quarter and have at present planned a semi-formal dance. We hope to have many other social and professional affairs and to increase the chapter's activity in the College of Commerce by placing men on the Commerce Council and in other activities of the college. Every member is very anxious to see that the chapter obtains a house as soon as possible and we are investigating every possibility that comes to our attention so that we may reach the goal of true brotherhood by living and working together.—LAWRENCE G. HAMPTON

RUTGERS—School of Business Administration

BETA OMICRON CHAPTER has taken off the brakes imposed by the war years and slipped into high gear, and we are really rolling along. The first social event of the season was a house party, which was followed by the first rush smoker of the current academic year. The smoker drew a record crowd of over 70 brothers and guests, who enjoyed themselves thoroughly. Brother Esterly, Dean of the School of Business Administration, gave an interesting talk on the meaning and purposes of fraternities, spotted with little comments that drew broad smiles from his delighted audience. Ted Collins, magician and Vice President of the New Jersey Magicians Society, followed Brother Esterly and further fascinated the audience with his bright patter and mystifying feats. As a result of the rush smoker, and with nothing up our sleeves, we have turned the neatest trick of our chapter history by pledging 23 men, every one a potential asset to the fraternity.

Continuing in the same vein, a steak roast was held at the home of Brother Edsall, which drew showers of praise from every attending brother and dark looks of envy from those who were so unfortunate as to miss the affair. Those who missed that affair had a chance to make up for lost fun when they attended the Founders' Day Formal Dance at the Crestmont Country Club in West Orange, New Jersey, on November 19 and they took advantage of the opportunity. About 75 couples turned out for

a very enjoyable evening of dancing, singing, and renewing old acquaintances. Many alumni members were present, indicative of the progress being made by the Newark Alumni Association, which is in the process of reorganization.

Our professional meetings got off to a fine start when Professor Eiteman of the faculty gave a talk on the working of the stock market. The brothers found it profoundly interesting, and Professor Eiteman found himself hard put to excuse himself from the floor, because of the volume of questions being thrown at him. Our next professional speaker was Mr. Alexander Hamilton, Personnel Manager of the Hanovia Chemical Company of Newark, New Jersey, who discussed the personnel problems of his company in particular and personnel problems in general. Our next speaker will be Mr. Gustave E. Weidenmayer, Vice-President and Cashier of the National Newark & Essex Banking Company who will speak on banking.

Beta Omicron's Speech Clinic is making marvelous strides under the guidance of Head Master Charles McAloon, and in time it should be an accepted part of the chapter, instead of a recent innovation. The members are showing a lively interest in the speech clinic, and it should pay dividends in social poise to each and every participant. If the brothers of Beta Omicron, because of their individual prominence in school affairs, are chosen in the same proportion as in the past to act as chairmen of the Business Conference Luncheons of the School of Business of Rutgers University, they can put the training of the speech clinic to good use.

Many brothers have come to the fore in the current term in various ways. Brothers McAloon, Judson, Closterman and McCollum have acted as chairmen at the Business Conference Luncheons of the School of Business Administration, Rutgers University, introducing such prominent men as former Governor Edison of New Jersey, Leon Henderson of OPA renown and General Johnson of the well-known firm of Johnson & Johnson. Brother McKinnon is President of the Inter-Fraternity Council, Brothers McAloon and McDermott are Vice President and President, respectively of the Newman Club, and Brothers McAloon and Baker, have been elected to the Students Activity Committee of the School of Business Administration.—RUSSELL G. BAKER

JOHNS HOPKINS

THE FALL ACTIVITIES on the Johns Hopkins University campus were renewed with vigor in the early part of October and Chi Chapter again got off to a good start on its 1946-47 college year. With the return of many



members, who were on the roster of the active chapter, Chi's aggregation totals 15 men again enrolled in the evening school. To offset this gain over last year's membership we lost two of our latest initiates to the armed forces along with a few active brothers who have recently changed their locales of business. Nevertheless, it is encouraging to see so many Chi men return to the fold to carry on the spirit of Delta Sigma Pi. Out of the many changes effecting the chapter since the close of college last year, it was necessary to hold several elections during the months of September and October to adequately fill all the offices in the active chapter.

To date, three Smokers have been held and at each one there was a representative group of the evening school students. The Professional Committee was fortunate in getting as guest speakers: Mr. Charles E. Cockey, Assistant Director of the Sales Marketing Bureau of the Baltimore Association of Commerce; Brother Rey Carlson, who acted as economic advisor to the Latin American Division of the United Nations Assembly this summer; and Mr. Carl D. Hart, Superintendent of Industrial Relations at the Point Breeze Works of the Western Electric Company, Incorporated.

On Thursday evening, November 7, 34 members were present at a dinner held to celebrate the 39th anniversary of Founders' Day. James Moore acted as Toastmaster, followed by short speeches from Brothers McKewen, Clements, Lawson, Feltham and Cross, topped off with a very interesting talk by Dr. William O. Weyforth, Associate Professor of Political Economy at Johns Hopkins University. Brother Weyforth's subject related to the economic problems that face us in the near future. We of Chi Chapter are eagerly looking forward to another fine evening of 'ye olde Deltasig' fellowship on December 14 when we gather to celebrate the birthday of our own chapter. Plans for additional Smokers have been made and negotiations for a mid-winter formal are under way.

With the greatly increased enrollment at Johns Hopkins University this fall, due to the return of many men formerly in the armed forces, a very good opportunity is afforded Chi Chapter to make a fine showing in the securing of new pledges for this year. Up to this time, two men have been pledged, and several more have showed considerable interest in taking advantage of the opportunities for fellowship as offered by Delta Sigma Pi. The initiation of our pledges for this semester will take place early in January, 1947.—BRICE TULLOSS

ALPHA DELTA CHAPTER OFFICERS AND GUESTS AT FOUNDERS' DAY BANQUET. Left picture (left to right) back row, Bruce Boyd, Junior Warden; Herman Christensen, Senior Warden; Max Butler, Chancellor; Karl Stuermer, Guest Speaker; front row, Norman Warwick, Scribe; Henry C. Lucas, Province Officer; J. D. Thomson, Assistant Grand Secretary-Treasurer; Joseph Dellere, Head Master; Richard Ebeling, Treasurer.

NEBRASKA

WHERE THERE IS A WILL there is a way, and the Alpha Delta Chapter had the will. With the initiation of 23 pledges on November 24, 1946, Alpha Delta is once again beginning to resemble its old pre-war self, both in quality and in numbers. The quality of Delta Sigma Pi has been ever present on the Nebraska campus, even during the war years, but our strength in numbers is just now beginning to make itself evident again. The road back has not been a smooth one in any sense of the word, and we are proud of what has been accomplished since the date of our reactivation.

Alpha Delta activities during the current semester have been concerned primarily with rebuilding the chapter and preparing for the future. These activities have been rounded into a rather full schedule by our bi-monthly professional meetings and dinners. Among the several speakers who have been present for these meetings was Dr. Earl Fullbrook, the new Dean of the College of Business Administration. We are happy to report that Dean Fullbrook is 100 percent behind Delta Sigma Pi, its aims and objectives. However, the main event on our professional calendar this fall was the annual Founders' Day dinner, which this year was held in the Student Union Building on November 4. The dinner-meeting was a great success and actually turned out to be a Deltasig reunion, as some 70 alumni, actives, pledges, and guests attended the affair. Honor guest of the evening was Assistant Grand Secretary-Treasurer James D. Thomson of Chicago. Brother Thomson gave us a short but informative, talk and enlightened us on some of the future plans of the Central Office. We also took advantage of the occasion to award a solid gold gavel to past Head Master Jack R. Knicely, as a tribute to his untiring efforts and yeoman service in guiding the Alpha Delta Chapter through the hardest part of its rebuilding program. At present, Brother Knicely is struggling through property books and what-have-you in the College of Law along with several other Deltasigs, all of whom, we might add, are giving very good account of themselves.

Although we have been pretty much business in this process of getting started again during the past year, we also have been able to play a little on the side. Informal gatherings of Deltasigs have been held frequently on weekends at the various local dance spots. And on the night of December 6 most of the members of the Alpha Delta Chapter will be

seen at the Military Ball in pre-war tuxedos or battle weary uniforms to give a big assist in ushering in the formal season on the Nebraska campus. Our first organized reunion of the year is to be held in the form of a Christmas party shortly before we all take off for home and the holiday vacation. After the holiday season the activities of Alpha Delta will taper off until next semester, what with the prospect of final exams staring us in the face. However, we will be looking forward to the renewal of the annual Deltasig Spring Formal, which in pre-war days was one of the brighter social events of the school year on the Cornhusker campus.

For the first time since 1942 the name of Delta Sigma Pi appeared this fall among the campus intramural sports events. After a slow start our football team began improving with experience and by the end of the season Alpha Delta's gridiron giants had made a fine showing for themselves. Basketball is next and we are expecting an even better season with the cage sport. Not to be forgotten is the Deltasig float in the homecoming parade preceding the Nebraska-Missouri football game. Alpha Delta genius took a back seat to no one in line with the humor and football spirit exhibited throughout the parade.

What with the success we have achieved in getting our feet on the ground again, both through our own efforts and those of the big helping hand of the Lincoln Alumni Club of Delta Sigma Pi, Alpha Delta stock is really beginning to boom again. We are optimistically looking forward to a still bigger and better chapter in the future and sincerely hope that this is true wherever Deltasigs hold forth.—W. RICHARD WEEKLY, LYLE W. BREYER

ALABAMA

ALPHA SIGMA CHAPTER of Delta Sigma Pi resumed its activities on the campus of the University of Alabama during March, 1946, with approximately half a dozen pre-war actives who returned to graduate at the end of the Spring Quarter, but who got Alpha Sigma Chapter off to a good start with the initiation of eleven members on March 11. At that time Arlington H. Bobo served as Head Master, Victor J. Smith, as Treasurer. Both of these men have left since then, but Paul W. Brock, who served as Scribe, is still with us and is Business Manager for the 1947 issue of the Corolla, the yearbook of the University of Alabama. Brother Brock has a reputation to uphold since the 1946 issue of our yearbook won the coveted title, "All American," among colleges and universities all over the nation.

During the Spring Quarter the Professional Committee secured as guest speaker the head of the department of accounting of our School of Commerce and Business Administration, Professor Chester H. Knight, who spoke on present day business opportunities. Professor Knight, in addition to holding other responsible positions too numerous to mention, is Secretary-Treasurer of both the Alabama State Board of Public Accountancy and the Alabama Society of Certified Public Accountants and also an Associate, American Institute of Accountants. April 25 marks the date of a most enjoyable outing, and on May 21 a banquet was given following the initiation of eleven new members, ten of whom are still active.

The Professional Committee continued its good work during the Summer Quarter, and on July 15 secured as our guest speaker, Honorable James C. Inzer, Lieutenant Governor-elect of the State of Alabama. The following week, Alpha Sigma Chapter heard a most constructive talk by the President of the First



National Bank of Tuscaloosa, Alabama, Mr. Gordon D. Palmer, who is a member of the Board of Directors of Southern Railway System, Mr. Palmer, a member of the Board of Trustees of the University of Alabama, is one of several prospects being considered to fill the office of President Raymond Ross Paty, our president since 1942, who has resigned effective January 1, 1947, to become Chancellor of the University System of Georgia. At the last meeting of the Summer Quarter, Alpha Sigma Chapter voted on six prospective members from the faculty of our School of Commerce and Business Administration, and the Central Office of Delta Sigma Pi has approved their initiation.

The October 21 meeting was designed as a joint program for actives and prospective pledges in order to acquaint each with the other and to introduce the prospective members to the International Fraternity of Delta Sigma Pi. Professor Nations, our Chapter Adviser, gave an inspiring talk on Delta Sigma Pi, and he reviewed some of the history of Alpha Sigma Chapter. At the meeting a week later, 12 prospects were pledged, and at the following meeting there were five additional pledges. On November 18, the guest speaker was Dr. Marcus Whitman, professor of Finance and a member of Delta Sigma Pi. Dr. Whitman gave a most interesting and informative review of developments in air transportation in the United States since World War II.

Nine men came over to the University of Alabama from Atlanta to conduct our November initiation. In addition to these nine men from Kappa Chapter, there were present at the banquet following the initiation, 38 actives of Alpha Sigma Chapter and the following four faculty members of Delta Sigma Pi: Dr. Herman H. Chapman, Wendell M. Adamson, Dr. Burton R. Morley, and Leroy J. Nations. George L. Holk "emceed" at this banquet, and complying gladly with his request for a few words, Brothers McNabb and Binford of Kappa Chapter spoke briefly of the activities of their chapter, and included worthwhile, inspirational ideas for Alpha Sigma Chapter. Thank you, Kappa Chapter, for these words of inspiration and for a most effective initiation. We are looking forward to more get-togethers.

The retiring officers of Alpha Sigma Chapter are to be congratulated for their excellent work during 1946. The chapter marched forward under the able leadership of: Head Master, Samuel A. Beatty; Senior Warden, Read M. Northern; Junior Warden, Joseph M. Johnson; Treasurer, Fred T. Johnston; Scribe, Charles L. Montgomery; Historian, Ralph V. Bradbury; and Chancellor, Hugh H. Macaulay, Jr. Before retiring as Head Master, Brother Beatty expressed his appreciation of the excellent co-operation given him during his term of office, and he pointed out several ways by which Alpha Sigma Chapter, by self examination and directed planning, should be able to make 1947 still bigger and better for all of its members. It is the sincere wish of Alpha Sigma Chapter that 1947 may result in bigger and better progress for all chapters of Delta Sigma Pi.—LEONARD C. BLANTON.

WISCONSIN

ENLARGING OUR CHAPTER is the keystone of our program for the coming semester as well as for the remainder of the current period. The individual energies of every member have been directed toward this goal. At the present time our chapter is larger than it has ever been before in its entire life, with a membership of 37 actives and 21 pledges. One of the primary reasons for this expansion policy is the fact that 43%



CHI CHAPTER'S FOUNDERS' DAY BANQUET held in conjunction with the Baltimore Alumni Club of Delta Sigma Pi.

of the active chapter will be graduated by next May. This policy is greatly facilitated by the return of informal pledging. Under formal pledging we were at a slight disadvantage because of the location of our house, which is located in a residential district apart from the main group of social fraternities.

Also aiding Psi Chapter is the amount of favorable publicity gained in daily papers throughout the state. The greatest contributing event was obtained by playing a football game with the Alpha Gamma Delta Sorority. Because of this we had pictures and articles on the front pages of the "Daily Cardinal" the "Capitol Times," and the "Milwaukee Journal." In addition to this we also played a game with Kappa Delta netting more publicity in these campus, local, and Milwaukee newspapers. A daily feature of our campus paper is a column entitled the "Badger Beat" written by Brothers Warren Guinness and Bill Hassard. Through this medium every function receives its due publicity.

Besides our local interests, Psi Chapter is carrying on a policy of goodwill among our brother chapters. This Christmas we are mailing season's greetings to all active chapters throughout the United States. Members of Alpha Epsilon Chapter were our guests on the week-end of the Minnesota-Wisconsin football game. We would like to become better acquainted with other brothers from other chapters located in the Big Nine area. We take this opportunity to extend to all, our cordial welcome.—FRANK N. BURG

DENVER

NEW FACES APPEARED in the officer ranks of Alpha Nu Chapter as the outcome of one of our most heated elections held early in October. Head Master Hi E. Roberts welcomed and formally installed the new officers for the school year, 1946-47, including: Head Master, Harold Dickey; Senior Warden, Al Giesler; Junior Warden, Clifford McCain; Treasurer, William C. Adams; Assistant Treasurer, Lee Dail; Scribe, Kent Johndahl; Historian, Jack Ford; Senior Guide, Robert Furnish; Junior Guide, Jack Hill; Master of Ceremonies, Shelburn Pinkerton; Master of Festivities, Robert E. Bergin; Assistant Master of Festivities, Lincoln Eve; and DELTASIG Correspondent, William H. Robinson. Under the able leadership of the new Head Master, the chapter has literally burst forth into new, original, stimulating activity and school-wide popularity.

Many of the alumni members and five fac-

ulty members were in attendance at a banquet held October 16 at Murphy's Restaurant, the scene of the monthly professional meeting. Dr. Robert S. Arnold, proprietor of Bob Arnold Realty Company, high-lighted the evening with a short talk of humor and interest, entitled, "Real Estate As a Career." An impressive candle light ceremony followed the banquet with the formal pledging of 15 men. Another activity during the month was the chapter's enthusiastic participation in the traditional Homecoming Parade held October 18. The pooling of brawn and brains of chapter brothers brought into shape a unique Homecoming float depicting victory and death (University of Denver vs. University of Utah) that awarded us no prize, but a lot of satisfaction and pride. (Incidentally, our team was victorious). Another participation of the chapter was the enjoyable exchange beer bust get-together with the Phi Chi Theta and Phi Gamma Nu professional commerce sororities of the School of Business Administration—needless to say a good time was had by all.

The active part played by Deltasigs in school events this current year certainly warrants special mention. The post of Interschool Council Representative is held by Charles Miller; that of Editor of the Clarion was won by Head Master Harold Dickey, who is doing an outstanding job and the office of Manager of Demonstrations for the School of Business Administration is also held by a chapter member, David Lyons. Following in line in the way of victorious election returns was the capture of one-half of the available class offices by chapter members this fall. The chapter gave full support in the petitioning for a new Student Union sponsored and supported by the students of the Civic Center Campus. The planning and campaigning for this project were begun early in the spring, and late in November final papers were drawn up for the leasing of a building in the campus area. These papers were signed by six student representatives, among them were three members of our chapter. We were also instrumental in the victorious campaigning for the school's candidate for Homecoming Queen who won over ten other girls.

The Founders' Day celebration was postponed until November 18, due to the fact that the first two weeks of the month were spent in "digging out" after the blizzard that hit Denver. The celebrated occasion was combined with the monthly professional meeting and an informal banquet was held at the Olin Hotel. Merlyn McLaughlin, now head of the Air Center at the university gave an excellent talk stressing the founding of the fraternity,

its purpose and meaning, and its helpfulness in promoting excellent contacts for undergraduate Deltasigs. Following the banquet, Open House was held for all women enrolled at Civic Center Campus. The University Park Campus sororities as well as the Civic Center Campus sororities turned out beautifully, to the extent that there were more women than men present. Both events were a tremendous success, and favors, the American Beauty Rose tied with Delta Sigma Pi ribbon, were presented each lady at the dance. An equally successful event was the chapter's Fall Formal held November 23 in the Onyx Room of the Brown Palace Hotel.

At the present time a committee has been appointed by the Head Master to make plans for the initiation of pledges in January. Our plans for the next quarter also include the starting of a traditional costume dance on the university campus. With these my closing lines may I wish on behalf of Alpha Nu Chapter a most successful year for all chapters of Delta Sigma Pi. If any brother's journey brings him to Denver, the chapter cordially extends an invitation to drop in and see us at 211 15th Street, Denver.—WILLIAM H. ROBINSON

GEORGIA—ATLANTA

KAPPA CHAPTER, with one school quarter behind her, pauses to look back for a moment, and then forward to her plans for the future. A gala costume dance at Deltasig Lodge on October 31, gave Hallowe'en an old time Deltasig flavors for 75 or more Kappa men, their wives and dates. Deltasig Lodge was host again on November 10, at our annual Founders' Day celebration. Our own brother Eugene Cook, Attorney-General of the State of Georgia, was guest speaker. He spoke on the Constitution of the United States, the freedoms it guarantees, and their relation to fraternities such as ours.

Kappa's rush program, begun late in the summer and early fall, is progressing steadily. Six men were pledged on October 30, and the pledges have been going through rigorous training since that date. As this article is sent forward, the pledges are putting the finishing touches on a pledge supper and skit for presentation December 7. All arrangements have been made to hold an initiation on December 15. With the coming initiation of Bill Born, Frank Davies, Joe Woods, John Lovejoy, Lawrence Saggus, and Bill Rice, Kappa's new brothers for the year will total twelve to date.

Over the weekend of November 23-24, nine men from Kappa journeyed to Tuscaloosa, Alabama, to assist Alpha Sigma Chapter with their fall initiation. Seventeen men were initiated, and Alpha Sigma brothers received Kappa's ritual team with traditional Deltasig hospitality.

On Wednesday night, November 27, Georgia Evening College held its 13th Annual Homecoming Banquet. Brother Bill Baxter, former Head Master, was chairman of a large committee formed to arrange and carry out plans for this affair, annually the most important at Georgia Evening College. Brother Baxter chose several Deltasigs to head his important sub-committees; George Shell and Neil Hopkins headed the Ticket Sales Committee; Warren Blackmon and Larry Evans handled the promotion; and Emory Johnston was in charge of arranging the program. This combination gave us one of our best Homecoming Banquets.

Jack Morris, former Master of Ceremonies, was elected Junior Warden, when Emory Johnston resigned this office because of business pressure. Ralph Page was elected to fill

the vacated Master of Ceremonies office. A new Chapter Personal Records Committee has recently been named at Kappa, at least it is new in name for us, but it assumes a little of the responsibilities of several older committees. Its functions are to secure equipment, set up and operate a system of permanent card records for each member of Kappa Chapter. A small addressograph machine, plates, and a filing cabinet are being secured to facilitate keeping up with the data of almost 450 Kappa men.

Lowell M. White, veteran Kappa worker who was recently appointed Province Officer for this area, was the principal speaker at the combination initiation and Founders' Day celebration at neighboring Pi Chapter in Athens, Georgia. Warren Blackmon also made the trip, and spoke to the new brothers on some of the lessons to be learned from the initiation.

Bill Marr, editor of the Georgia Evening College annual, and Joe Woods, assistant editor, have great plans for the first postwar edition of the yearbook. Pictures have all been made, and administrative details are now being rapidly ironed out. A big dance and beauty contest have been planned for early in 1947 to select girls for the feature section.

Cooler weather has made wood-chopping the thing to be done in the valley that will form the lake-site at Deltasig Lodge. Each weekend comes the summons, "come on out to the Lodge, and let's cut some timber." Each tree that falls marks another inch of progress toward clearing the valley, and beginning erection of the dam.

We have paused to look back, now we face the work which must be done during the coming months to complete a successful year for Kappa Chapter.—JAMES H. McNABB

MICHIGAN

IT'S JUST A BULLETIN BOARD. In fact, it's just a brown blotter hung on the wall. But it's become a real, tangible focal point for activities at Xi, the real center of life for the chapter. A number of the brothers remember the days of reactivation when the only hope of learning the day's accomplishments was to run into the brothers after they had done the "accomplishing." When the brown blotter went up here at the temporary home of Xi, one thing stood out; we were all in touch with each other "continuously" for the first time. We knew that there was a football game the next day, a speaker just contacted since the last meeting, a spot selected for the Founders' Day party Friday night. The balance sheet was there for all brothers to see where the chapter stood relative to the dollar sign. A monthly calendar was posted to give a perspective of the coming functions to everyone. Athletic schedules and announcements for even more advanced dates were put up to give the brothers more chance to muster some extra wind and agility for specific sports. Thus, the board has enabled us to spend time "doing" things that we formerly spent in finding out what had been done. The Deltasig, now that it is once again in action, seems to be quite comparably the real focal point for "all" Deltasigs. The individual chapters all have regular meetings, so that chapter bulletin boards are more or less relegated for supplementary notices. Across the country, however, The Deltasig has to become a combination of the two on a nationwide scope. Briefly, this is what Xi has for the national bulletin board.

With over 80 per cent of the present actives leaving campus by next June, it became urgent

to install a new pledge class that would really raise Xi to greater heights. A class of 18 was therefore pledged, after being very carefully chosen for an active, lasting interest in the fraternity. Immediately after Thanksgiving, the first Xi newspaper was published, and it is hoped that the receipt of this Xiigan will bring the Xi alumni into closer contact with the chapter. Another issue is planned for the early part of the spring semester. After the really great showings of the Detroit alumni ritual team before the now Xi brothers, we have all come to realize the benefits of a well versed, and well balanced ritual team. With this in mind, Xi is organizing its own team for the future rituals with a word of cordial thanks to the Detroit team for getting us off on the right foot.

So far the athletic picture has been bright, and the future looks even better. The football team took second place, winning three out of four games. The volleyball sextet has won its first twelve games, and now leads the Professional Fraternity League. If confidence is any criterion, the basketball squad should hit new peaks, with a number of mighty capable cagers already loosening-up. In bowling, several warm-up sessions have already taken place with faculty brothers joining in to offer a little keen competition. Several brothers are already looking forward to the golfing competition in the spring. A match with Theta Chapter was agreed upon several months ago, and commencing this coming spring it should become an annual event to bring the two chapters together.

During the past two months Xi has kept right up in its professional speakers' program with two speakers, and a panel discussion on job opportunities in the business world with five men from different phases of business presenting their views. In the near future an even larger panel discussion is planned to embrace a wider coverage of the commercial opportunity field.

On December 13, the pledge formal was held at the Washtenaw Country Club, the high spot of the pre-Christmas period which also included an informal Founders' Day party on November 9. In all, it's been a very active fall, but the spring holds promise of even greater activity including an industrial tour in the Detroit area and several more panels or debates on the then most interesting business questions.—ROBERT STEPHAN

TEMPLE

OMEGA LOOKS AHEAD to a brilliant future in 1947. After emerging from the war, tattered but unbowed, the chapter has in the past year experienced a financial and numerical renaissance which has more than enabled us to cover up the battle scars. As our University has expanded, so, too, has our chapter. Temple now has an enrollment of 20,000 students, the largest in its history, and Omega, with a present active membership of 44 brothers and 27 pledges, gives fair promise of breaking all previous enrollment records.

We have high hopes of carrying the analogy even farther. For the past two years, the president of Temple, Dr. Robert L. Johnson, has been dickering with City Council for permission to move the University, lock, stock, and barrel, into the suburbs of Philadelphia. Omega, counting on the ultimate success of this venture, has prepared to meet it with sufficient funds to construct a new Chapter House on the campus. A House Fund has been started with contributions which have come in from the Alumni. With the organization of the Omega Alumni Club which is planned for the near future by Brother George

D. Roberts, the campaign will gather the necessary momentum, and Omega will take steps to build the first fraternity house on the new campus.

Omega's social activities have also hit a new high this year. The annual Homecoming celebration held on November 15, was the most successful in five years. Following the Temple victory over Bucknell on Saturday afternoon, a party was held at the chapter house for which the actives and alumni turned out in large numbers. In sports, Omega is more than holding her own in the inter-fraternity competition this year. The chapter touch-football team wound up in a three-way tie for second place after completing the season with but one defeat chalked against it. The bowling team under the leadership of Dick Cross has captured the first-half honors in the Inter-fraternity Bowling League and has but one more half to go to win permanent possession of the bowling trophy on which we already have two legs. The trophy goes to the first fraternity which wins the league honors three times.

The Delta Sigma Pi rush banquet given the potential pledges at Henri's Restaurant on Walnut St. on November 7, was a huge success. Seventy-five persons attended and were entertained by our able toastmaster, faculty brother Stanley F. Chamberlin and two other faculty brothers who were the guests of honor, Dr. Homer S. Smith, professor of business law, and Dr. Francis T. Allen, professor of insurance.—ROBERT DUNPHY

MIAMI

THIS FALL HAS seen the greatest growth in Alpha Upsilon Chapter ever witnessed. From a mere nine members in the fall of 1945, the chapter now numbers over 60 active undergraduates, and eight members of the university faculty. In line with the increase in membership, there has been a great increase in the varied program available to such students in the Miami University School of Business Administration.

The chapter held its annual Founders' Day banquet on November 5, and on November 12, journeyed to Middletown, Ohio, for a very interesting trip through the American Rolling Mill. This was the first of four planned industrial trips to materialize. Three others, to other business establishments in the Miami Valley, are planned for the remainder of the year. After a thorough pledge-training course, 28 new members were initiated into Alpha Upsilon Chapter on December 10. Many of the new men were chosen from the present junior class, in order to maintain the strength of the chapter on campus next year.

Keen interest has been shown by all the members in the revival of the Chapter Efficiency Contest, and co-operation in the chapter at present is the best ever. We are hoping this year to sponsor a "Commerce Day," a day set aside for Business Administration students only, at which prominent speakers in their respective business fields, will lead discussion groups on their particular topics. This year there have been numerous social get-togethers with Com-Bus, local women's business honorary. A majority of the pre-war members of our chapter have returned to swell the ranks.

As another year draws near, we look with pride on Alpha Upsilon Chapter. Our thanks to Head Master Dan Sadler, and the other officers for their splendid work. With the new year, we look forward to further expansion of our program, and continuance of our prominence as a professional fraternity for Miami men in the School of Business Administration.—DON W. FALK



MISS FRANCES MASSEE

Pi Chapter's Beauty Contest Entry

MISS FRANCES MASSEE of Fitzgerald, Georgia, represented Pi Chapter in the Eleventh Annual Pandora Beauty Review at the University of Georgia, held on November 5, 1946. Miss Massee with her beaming personality, is a lovely blonde, five feet and seven inches tall, and has those big, flashing, comely brown eyes that will hypnotize most anyone. She was elected in October as Pi Chapter's sponsor and was immediately named the "Sweetheart of Pi Chapter" for the ensuing year. She made an excellent showing among the 46 Georgia beauties that were entered in the contest, and although she did not win she was among the finalists.

TENNESSEE

ALPHA ZETA CHAPTER has returned to the University of Tennessee after several inactive years due to the war. Only a few months after the unforgettable Pearl Harbor disaster, every undergraduate member of Alpha Zeta Chapter was in the service of his country. After peace was declared and we were able to return to our academic work, interest in the reorganization of the chapter continued to grow. The process of reorganization was conducted by nine loyal members who had returned to the "Hill," under the devoted leadership of Professor Harvey G. Meyer and Dr. Levron Howard.

By the date of the January publication of THE DELTASIG Alpha Zeta Chapter will have held two formal initiations and added 15 new members. We wish to express our appreciation to the Kappa Chapter for their aid and interest in our initiation during the reorganization period. Our first initiation was held on Sunday, September 14, 1946, and was followed by an informal banquet in the dining room of the Farragut Hotel. The arrangements were made by Bob Travis, Bill Shark, John Carnes, and Jimmie Hodge.

The last smoker was held in October, at the Tyson House. Nine men were informally pledged at that time, and were formally pledged the following week. We plan to initiate the new men the middle of January, thus enlarging our chapter to a total of 22 men.

Alpha Zeta Chapter held its annual Founders' Day Banquet November 7, 1946, at the S and W Cafe. Dr. Enrique Marshall, Secretary General of the University of Chile,

was the guest speaker. Doctor Marshall presented us with a very interesting lecture on the economic conditions of Chile, and compared the University of Chile with the universities of this country.

We made an industrial tour of a local manufacturing company November 20, 1946. The tour was arranged by our faculty adviser, Professor Meyer. Next quarter we plan to visit Oak Ridge, Tennessee, home of the atomic bomb, and this tour should prove to be a very interesting one.

Rushing prospects for this year are indeed brighter than ever before. We have contacted a number of men who had expressed their interest in Delta Sigma Pi, and their records and recommendations have proven very satisfactory. With the large enrollment in the School of Business Administration, future success for Alpha Zeta Chapter is evident.—WILLIAM L. RUST

TEXAS

BETA KAPPA'S MORALE really soared when the November issue of THE DELTASIG began to hit our mailboxes. For most of us, this was our first glimpse into the magazine of which we had heard so many tales. And like THE DELTASIG still more of our pre-war brothers are drifting back—some with battle scars, some with wives, and some with both and more. The peace-time silver lining has been almost blinding this semester as far as pledging is concerned, however, with a College of Business Administration that has bubbled over the three thousand mark we found it rather difficult to keep our pledge class down to a logical number.

A smoker in the Junior Ballroom of the Texas Union started the ball rolling. Our faculty advisor, Mr. Lanier Cox, gave the group of members and prospective pledges attending a short history of Delta Sigma Pi, after which moving pictures of the Texas-Arkansas football game were shown. A second stag affair at Durham's followed; the result—35 of the most "eager beaver" pledges we have seen in a long time. Two of this number are faculty members: Mr. Keith Davis, instructor in management, and Dr. Robert French, head of the Bureau of Business Research. The Christmas initiation of these pledges will boost Beta Kappa's membership to about 75—a long way from our wartime low.

The annual Texas Personnel Conference was held in Austin October 31-November 2, with many national leaders in personnel work attending. Beta Kappa Chapter honored some of the delegates with a luncheon on November 1, at the Georgian Tea Room. Everyone present enjoyed the affair, and we made many acquaintances that may be valuable to us in the future. Brother Bob Dube had charge of the program and presented a group of entertainers from the College of Fine Arts.

Because the chapter's celebration of National Founders' Day was restricted to members only, we decided to make the December 6, Local Founders' Day banquet open to members and their wives or dates. The banquet this year honored especially one Beta Kappa charter member, T. J. Hemphill, who was ill in a local hospital. Miss Frankie Jean Barnes, whom we recently elected to be our Bluebonnet Belle in the annual Texas Round-Up next spring, was one of the chapter's guests at this banquet. We are looking forward to a busy winter and are glad to see that most of our brothers in the far corners are reactivating and are still with us.—TILDEN HEAD

Merle Loder Edits War Digest for Nebraska Deltasigs

SHORTLY AFTER THE UNITED STATES had entered World War II letters were sent to Merle Loder, *Nebraska*, by several Deltasigs from their training camps. The idea was conceived that all of the Deltasigs, who had been active in the chapter at the University of Nebraska, as well as those who had kept in active contact with the chapter, would be interested in receiving the latest addresses of these ten or fifteen men, as well as being able to read that part of their letters that would be of interest to all of them. A personal letter was written by Merle Loder, a part of all these other letters was added to it, and this was the first edition of what was later named the Deltasig Digest. By January, 1944, this Digest was being sent to all parts of the world, wherever the fellows were stationed.

Before the brothers at Alpha Delta Chapter had left for the service they had agreed to the establishing of two funds. The first was called the Alumni Fund. Every Deltasig leaving Alpha Delta Chapter, who would eventually send back \$5.00, would be entitled to have his name put on a scroll to hang in the house. The other fund was \$1.00 a month fund, which the boys wanted to contribute to while they were in the armed services to help rehabilitate the chapter or to be used as an alumni loan fund. The January, 1944, Digest reported that at that date "\$350.00 had been received." By December, 1945, this had grown to over \$800.00.

The Digest was sent out approximately every two months and, on the average, contained new addresses of from 25 to 30 of the brothers, from whom letters had been received, along with excerpts from their letters. The fellows wrote back that through these addresses they were able not only to write to each other but were also able to locate each other in all parts of the world. One interesting series of letters relayed on the following information:

In the April, 1944, edition Lt. Joe Anderson wrote from Tonopah, Nevada, stating that he was in charge of a crew flying a B24 and would soon be leaving for overseas. A little later the Digest carried a letter from him written from Italy stating that he had flown over by way of the Southern route and had been on two missions. The July edition reported Joe had been missing in action and was reported to be a prisoner of the Germans. The September edition contained the following message from Joe: "Had a slight misfortune of war, but was not hurt and am in good health. Vor-und Zuname: 2nd Lt. Oscar J. Anderson, Gefangenennum-

mer: 4568, Lager-Bezeichnung: M. Stammlager Luft 3, Deutschland, Germany." Later I received a letter from the South Pacific from Brother Stevenson who said that he was glad to hear from Joe, and had not received the previous News Letter reporting that Joe had been missing in action.

The last war-time edition of the Deltasig Digest in December, 1945, had the following message: "Alpha Delta Chapter is again active and Brother Ulrich is the new Head Master." Also, "Capt. Dean Irvin is home again from Europe. He writes that Bill Johns, Carl Arndt, and George Hawks attended a Deltasig dinner." This was the nucleus for organizing the alumni club in Lincoln, which has since selected Dean as their first president.

The news letter had no small part in helping the Alpha Delta boys to keep in touch with each other during the time they were in service, and it was largely responsible for the rapid reactivation of the undergraduate chapter and the organization of the alumni club at Lincoln, Nebraska. Both the active chapter and the alumni are grateful to Merle Loder for the fine job he did in the editing of this letter and the incentive he created which encouraged them to build up the various funds now available for the purpose of reestablishing a house for the undergraduate chapter.

GEORGIA—ATHENS

THE MEMBERS OF PI CHAPTER at the University of Georgia resumed activities in September 1946, with much enthusiasm in planning for a great year in 1946 and '47. Our first achievement was the organizing of a publication committee, headed by our very efficient Editor, Mack Taylor, Jr., from Ocala, Florida. He has done an excellent job in editing our chapter monthly publication, the *Pi Piper*. On November 29, 1946, Pi Chapter held their first professional program of this school year at the School Commencement Auditorium, which was open to the public and was attended by a large audience. The principal speaker was Mr. R. S. Wolfe, Vice President of the Citizens & Southern National Bank of Athens, Georgia. Mr. Wolfe gave us a very interesting program. His subject was, "Commercial Banks' Service to the Community."

November 9, 1946, we held an informal initiation at the School of Commerce building for 14 neophytes, which was followed by a formal initiation and our Founders' Day banquet at the Holman Hotel in Athens. The principal speaker for this joint program was Lowell White of Atlanta, Georgia, past president of

the Atlanta Alumni Club of Delta Sigma Pi. Brother White's inspiring message, "Find Yourself," will live for years to come with the 65 Deltasigs who attended this banquet.

The members of Pi Chapter enjoyed a very successful industrial tour to the Hannah Manufacturing Company in Athens, Georgia. The Hannah Manufacturing Company is the second largest baseball bat manufacturing company in the world, and has outlets for its product throughout the United States, Mexico, Cuba, Porto Rica, and Central and South America. This industrial tour was attended by the members of Pi Chapter and some of our rushees, who witnessed the entire production of the ball bat from the rough wood to the finished product, ready for shipping.

In conclusion, I want to mention the names of 14 of our brothers who were honored by making the Dean's List here at the University of Georgia last year for outstanding high scholarship. They are: Clarence D. Blount, Donald Bracewell, Vance Brigman, Wayne C. Dagg, Charles M. English, Raymond C. Farr, Renee Hawkins, Thomas A. Nutt, Thomas V. Padgett, Harry V. Ray, James E. Salmon, Mack Taylor, Jr., John H. Lomax, and George W. Maddox.—W. GRADY BANKS

MINNESOTA

THE BOYS AT ALPHA EPSILON were very much pleased with the November issue of THE DELTASIG. It was the first issue that most of the chapter had seen, in that old-timers are scarce around these parts. The first post-war DELTASIG seemed to signify the formal return from the war of the International Fraternity of Delta Sigma Pi. Those responsible for the compilation and publication of our DELTASIG are to be congratulated. With the Chapter Efficiency Contest and the Alumni Placing Service re-established we know that Delta Sigma Pi is again "on the way."

The first and foremost topic of conversation here is the Grand Chapter Congress, to be held in Minneapolis during August, 1947. Plans for receiving the Congress were begun some months ago with the election of Brother Rudolph Janzen, Grand Council member, as General Chairman. Committees, including the Program Committee headed by Brother Glen Galles, are at work. The Delta Sigma Pi Twin City Alumni Club, headed by Waldo Hardell, and Alpha Epsilon Chapter, with Bill Kennedy as Head Master, are grateful for the opportunity of entertaining the Grand Chapter Congress. We hope to do everything possible to make your stay in Minneapolis a pleasant and profitable one.

Speaking of hospitality, we thank Psi Chapter, University of Wisconsin, and especially Warren Gunness and Ken Wachowiak for the way in which they took care of our football expedition to Madison. We received a truly fraternal reception and picked up some good "tips" by comparing notes on chapter activities. We also appropriated a song book which has already been reprinted for our use. Thanks again, fellows. By the way, if any of you Brothers plan to follow your basketball team to Minneapolis this season, don't forget that the "Welcome Mat" is always out at 1029 4th St. S.E.—MIKE GENTZKOW



ALPHA LAMBDA'S FOUNDER'S DAY BANQUET. (Left to right) Faculty brothers: G. T. Schwenning, M. S. Heath, J. B. Woosley, Clarence Heer, C. H. McGregor.

PLAN NOW TO ATTEND
Sixteenth Grand Chapter Congress
August 27-29, 1947
Radisson Hotel
Minneapolis, Minnesota

LIFE MEMBERS

THIS IS A PARTIAL LIST of the members of Delta Sigma Pi who have become Life Members of the fraternity since the last issue of THE DELTASIG. The balance of the names of the new Life Members will appear in the next issue.

- 616 RAY D. BATY, *Beta Xi*, Rider
 617 EDWARD W. LUPBERGER, *Alpha Beta*, Missouri
 618 ROBERT J. SALEK, *Delta*, Marquette
 619 HARVEY L. LIVINGSTON, *Kappa*, Georgia-Atlanta
 620 MARSHALL M. WALKER, *Alpha Beta*, Missouri
 621 ROBERT P. ROBLEE, *Alpha Beta*, Missouri
 622 ROBERT M. DALE, *Kappa*, Georgia-Atlanta
 623 HUGH M. BAKER, *Beta Iota*, Baylor
 624 HENRY S. MCCAFFREY, *Beta Nu*, Pennsylvania
 625 ERWIN O. JUNG, *Beta Nu*, Pennsylvania
 626 CARL H. GUENTHER, *Alpha Kappa*, Buffalo
 627 ARTHUR W. GUSTAFSON, *Alpha Epsilon*, Minnesota
 628 DAVID R. JONES, *Psi*, Wisconsin
 629 WILBUR E. RANK, *Beta Nu*, Pennsylvania
 630 GARNETT G. REINHARDT, *Kappa*, Georgia-Atlanta
 631 WILLIAM BRYSON, *Mu*, Georgetown
 632 KENNETH T. SETRE, *Alpha Epsilon*, Minnesota
 633 WILLIAM B. SCACE, *Alpha Psi*, Chicago
 634 RICHARD L. WIGENT, *Alpha Sigma*, Alabama
 635 LeROY C. DOWREY, *Alpha Epsilon*, Minnesota
 636 LLOYD W. LOBB, *Alpha Mu*, North Dakota
 637 HUGH F. MCPHEE, *Theta*, Detroit
 638 WAYNE H. CARVER, *Alpha Iota*, Drake
 639 DEMPSEY M. HUMPHRIES, JR., *Alpha Sigma*, Alabama
 640 ANTHONY J. MEYER, *Alpha*, New York
 641 RUSSELL A. STEVENSON, *Epsilon*, Iowa
 642 JOHN G. HOWARD, *Zeta*, Northwestern-Evanston
 643 WILLIAM J. RILEY, *Alpha*, New York
 644 CLARENCE B. WINGERT, *Omega*, Temple
 645 ROBERT B. MCKINLEY, *Beta Kappa*, Texas
 646 ALBERT F. MUTTI, JR., *Alpha Beta*, Missouri
 647 FELLEMAN A. FISH, *Beta Nu*, Pennsylvania
 648 JULIAN H. TURNER, *Kappa*, Georgia-Atlanta
 649 PAUL H. DARBY, *Alpha Beta*, Missouri
 650 A. CLIFTON JACOBSEN, *Sigma*, Utah
 651 ARTHUR P. HOFFMANN, *Beta*, Northwestern-Chicago
 652 J. NELSON BROWN, *Alpha Xi*, Virginia
 653 GEORGE J. BUCHY, *Alpha Psi*, Chicago
 654 CHARLES T. JOHNSON, *Beta*, Northwestern-Chicago
 655 ELMER A. SOLSBURG, *Theta*, Detroit
 656 ALBERT W. DRIGOT, *Alpha Psi*, Chicago
 657 CLAUDE H. COOK, *Alpha Epsilon*, Minnesota
 658 B. CARL WHARTON, *Alpha Gamma*, Penn. State
 659 LARRY H. SCHULTZ, *Mu*, Georgetown
 660 BYRON H. POLLITT, *Kappa*, Georgia-Atlanta
 661 WALLACE W. HYDE, *Alpha Epsilon*, Minnesota
 662 F. DORAN REICH, *Beta Lambda*, Alabama Poly.
 663 URBAN E. WUSSLER, *Alpha Beta*, Missouri

- 664 JAMES L. BRANDES, *Kappa*, Georgia-Atlanta
 665 MYRON W. MITCHELL, *Beta*, Northwestern-Chicago
 666 KELSO T. SMITH, *Beta Iota*, Baylor
 667 JOHN B. GUERNSEY, *Alpha*, New York
 668 JAMES O. ROGERS, *Alpha Lambda*, North Carolina
 669 NEILL C. MILES, *Omega*, Temple
 670 CARL WEEKS, *Alpha Iota*, Drake
 671 FRANCIS G. FAUSTMAN, *Theta*, Detroit
 672 THOMAS E. CONRY, *Beta Theta*, Creighton
 673 JOHN R. TURNBULL, *Beta Gamma*, South Carolina
 674 CLAYTON G. BRANCH, JR., *Beta Nu*, Pennsylvania
 675 DIRAN C. NAHIGIAN, *Zeta*, Northwestern-Evanston
 676 JAMES H. CROCKETT, *Alpha Delta*, Nebraska
 677 BELDEN S. GARDNER, *Rho*, California
 678 FRANK L. CARTER, *Kappa*, Georgia-Atlanta
 679 JOHN K. WILSON, *Alpha Kappa*, Buffalo
 680 JOHN M. DEININGER, *Alpha Beta*, Missouri
 681 ALFRED B. BANHOLZER, *Alpha Theta*, Cincinnati
 682 FLOYD R. GARRETT, *Alpha Eta*, South Dakota
 683 MARION E. PAFFORD, *Kappa*, Georgia-Atlanta
 684 LAWRENCE A. PITTELKOW, *Alpha Epsilon*, Minnesota
 685 JOHN C. RAMSEN, *Chi*, Johns Hopkins
 686 WILLIAM A. CRUICKSHANK, *Nu*, Ohio State
 687 CHRIS V. KEMENDO, JR., *Beta Epsilon*, Oklahoma
 688 LLOYD M. RAUSCH, *Nu*, Ohio State
 689 DONALD W. LAURIE, *Alpha Eta*, South Dakota
 690 JAMES A. VAUGHN, *Gamma*, Boston
 691 W. MAC LEAN HEMMINGS, *Psi*, Wisconsin
 692 PAUL E. REDMOND, *Nu*, Ohio State
 693 PHILIP J. MCCARTHY, *Beta Theta*, Creighton
 694 WALLACE J. NORTON, *Beta*, Northwestern-Chicago
 695 HENRY F. ZOELCK, *Beta*, Northwestern-Chicago
 696 CHARLES C. BOWLING, JR., *Kappa*, Georgia-Atlanta
 697 ARTHUR C. WHITE, *Beta Kappa*, Texas
 698 RALPH ROBINSON, *Beta*, Northwestern-Chicago
 699 HENRY J. JOHNSON, *Alpha Upsilon*, Miami
 700 ALLEN L. FOWLER, *Beta Nu*, Pennsylvania
 701 CARLING I. MALOUF, *Sigma*, Utah
 702 ROBERT S. OWEN, *Theta*, Detroit
 703 MARSHALL CROSSMAN, *Zeta*, Northwestern-Evanston
 704 HAROLD O. DUNCAN, *Kappa*, Georgia-Atlanta
 705 LEONARD B. NEIMAN, *Omega*, Temple
 706 WILLIAM C. WOODS, *Alpha Psi*, Chicago
 707 FRANK J. OWSIANY, *Alpha*, New York
 708 WILLIAM J. CRAIG, *Beta Kappa*, Texas
 709 ERNEST M. PRATT, *Kappa*, Georgia-Atlanta
 710 ALBERT A. KERSTEN, *Psi*, Wisconsin
 711 CARL E. PRUETT, *Kappa*, Georgia-Atlanta
 712 LEONARD H. LINDBLOM, *Beta*, Northwestern-Chicago
 713 WARREN J. WEBB, *Kappa*, Georgia-Atlanta
 714 HARRY B. CLOSSON, *Beta Nu*, Pennsylvania
 715 HAROLD J. MOE, *Psi*, Wisconsin

THE CENTRAL OFFICE REGISTER

THE FOLLOWING MEMBERS of Delta Sigma Pi have visited the Central Office since the last issue of THE DELTASIG. If there is no city shown after the name it indicates they reside in Chicago.

KENNETH S. TISDEL, *Washington*, St. Louis, Mo.; WILLIAM C. RYAN, *Indiana*, Gary, Ind.; WILFRED G. WILKINS, *Indiana*, Gary, Ind.; FRANK VERON, *De Paul*; CYRIL A. FARRELL, JR., *De Paul*; JAMES H. CONNER, JR., *De Paul*; CHILTON C. GOEDE, *Iowa*, Waukon, Iowa; KENT B. CASSTEVENS, *Iowa*, Aurora, Ill.; WILLIAM M. KNUDSEN, *Northwestern-Zeta*; EARL J. RIX, *Northwestern-Zeta*.

J. L. MCKEWEN, *Johns Hopkins*, Baltimore, Md.; NORMAN W. PETTYS, *Georgia-Kappa*, Atlanta, Ga.; PAUL D. LYNCH, *Chicago*; MILTON L. FLECHSIG, *Northwestern-Beta*; FRANK BURG, *Wisconsin*, Platteville, Wis.; JOHN F. TOWLE, *Wisconsin*, Havertown, Pa.; RICHARD N. BLOMQUIST, *Alabama*; JOHN W. McDERMOTT, *Georgetown*; ARTHUR F. TAYLOR, *Cincinnati*, Wyoming, Ohio; H. PALMER LIPPINCOTT, *Pennsylvania*, Philadelphia, Pa.; MARCUS M. MORRIS, *Georgia-Kappa*, Atlanta, Ga.; JOHN A. SHEDWICK, JR., *Pennsylvania*, Upper Darby, Pa.; JAMES T. NOLAN, *Northwestern-Zeta*, Evanston, Ill.; MILTON A. BOWERSOX, *Johns Hopkins*, Baltimore, Md.; J. JOSEPH CONRY, *Creighton*; JIMMIE EDWARDS, *Georgia-Kappa*, Atlanta, Ga.; BRUCE G. TOUSSAINT, *Northwestern-Zeta*; EDWIN W. MAYER, *Northwestern-Beta*, Evanston, Ill.; CHARLES J. CAVELLA, *Pennsylvania*, Philadelphia, Pa.; ALBERT M. DIGREGORIO, *Pennsylvania*, Philadelphia, Pa.; RICHARD F. SCHMIDT, *Texas*, Austin, Tex.; MARTIN J. HORAN, *Michigan*; HAROLD J. NUGENT, *Drake*; ROYAL D. M. BAUER, *Missouri*, Columbia, Mo.; JOSEPH J. BARGHAHN, *Iowa*, Iowa City, Iowa; ARTHUR ALLEE, *Iowa*, Iowa City, Iowa; MONROE KOONTZ, *Indiana*; SHELDON VAN BUREN, *Northwestern-Beta*; RICHARD STRASSER, *Michigan*; EUGENE D. MILENER, *Johns Hopkins*, New York, N.Y.; THOMAS F. LAVENDER, *Pennsylvania*, Detroit, Mich.; GLENN W. CHAMBERS, *Georgia-Kappa*; WALTER P. TEDRAHN, *Northwestern-Beta*; PALMER T. DAUGS, *Marquette*, Lake Mills, Wis.; ROY W. MOHRMAN, *Drake*; WILLIAM A. MERCER, *Northwestern-Zeta*, Evanston, Ill.

JAMES R. NOREN, *Northwestern-Beta*; JAMES O. ROGERS, *North Carolina*, Philadelphia, Pa.; DAYTON F. PAULS, *Wisconsin*, Cudahy, Wis.; GEORGE W. KRUEGER, *Northwestern-Zeta*; ANTHONY B. BENNE, JR., *St. Louis*, St. Louis, Mo.; JOHN J. O'BRIEN, *Northwestern-Beta*; WALTER J. KOBOS, *Northwestern-Beta*; THOMAS F. KEANE, *New York*, New Rochelle, N.Y.; THEODORE T. BEST, *Detroit*, Jackson, Mich.; LAWRENCE M. SUMMERVILLE, *Northwestern-Zeta*; GEORGE L. SEIBOLD, *Northwestern-Zeta*; CLIFFORD H. RASMUSSEN, *Northwestern-Beta*, Dallas, Texas; STANLEY P. RUSSELL, *Northwestern-Beta*; FORREST P. McMAHON, *Northwestern-Zeta*; ALVIN J. GEITGEY, *Kent State*, Kent, Ohio; CLARENCE TONKA, *Kent State*, Garfield Heights, Ohio; FRANK P. VENDELY, *Kent State*, Fairport Harbor, Ohio; SYLVESTER B. HOFFMANN, *Northwestern-Beta*, Los Angeles, Calif.; ROY W. MOHRMAN, *Drake*; PAUL J. BOND, JR., *Northwestern-Beta*; PETRO L. PATRAS, *Chicago*; RALPH FALK, *Michigan*, Boise, Idaho; MARTIN J. HORAN, *Michigan*; LEE L. DAVIS, *New York*, Summit, N.J.; WILLIAM P. WISEHART, *Northwestern-Beta*, Wilmette, Ill.; PARKE G. HOWARD, *Northwestern-Beta*; RICHARD E. WYNN, *DePaul*, Oak Park, Ill.

CHAPTERS

The name of the University is followed by chapter designation and year of installation. Permanent chapter addresses and telephone numbers are shown wherever possible. Abbreviations used for the principal officers are: H.M. means Head Master; S.W. means Senior Warden; and Treas. means Treasurer.

ALABAMA (Alpha Sigma, 1926), UNIVERSITY OF ALABAMA, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, TUSCALOOSA, ALA.
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NORTH CAROLINA (Alpha Lambda, 1925), UNIVERSITY OF NORTH CAROLINA, SCHOOL OF COMMERCE, CHAPEL HILL, N.C.
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H.M. Roger W. Anderson, 211 Pittsboro St., Chapel Hill, N.C.
S.W. William L. Callahan, 109 Lewis Hall
Treas. John S. Nolan, 211 Pittsboro St., Chapel Hill, N.C.
Scribe Frank B. White, 211 Pittsboro St., Chapel Hill, N.C.

NORTHWESTERN (Chicago Division-Beta, 1941), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, 339 E. CHICAGO AVENUE, CHICAGO, ILL.
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 H.M. Donald J. Bergstrom, 5909 W. Race Avenue, Chicago, Ill.
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NORTHWESTERN (Evanston Division-Zeta, 1920), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, EVANSTON, ILL.
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 H.M. Lawrence H. Homan, 1222 Indianola Avenue, Columbus, Ohio
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 Treas. Walter L. Schlenker, Buckeye Club, Ohio State University, Columbus, Ohio
 Scribe Karl M. George, 33 W. 10th Avenue, Columbus, Ohio

OKLAHOMA (Beta Epsilon, 1929), UNIVERSITY OF OKLAHOMA, COLLEGE OF BUSINESS ADMINISTRATION, NORMAN, OKLA.
 H.M. T. Roderick Holliday, 124 W. Eufaula, Norman, Okla.
 S.W. Hayes Holliday, 800 Chautauqua, Norman, Okla.
 Treas. O. Duane Crill, 736 Elm, Norman, Okla.
 Scribe William L. Kirkpatrick, 913½ S. Jenkins, Norman, Okla.

PENNSYLVANIA (Beta Nu, 1932), UNIVERSITY OF PENNSYLVANIA, THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, LOCAN HALL, PHILADELPHIA, PA.
 Chapter House: 3902 Spruce Street, Philadelphia, Pa. (Baring 9096)
 H.M. J. Howell Staley, 117 S. 34th Street, Camden, N.J.
 S.W. John J. Boeshore, 4819 N. 13th Street, Philadelphia, Pa.
 Treas. Francis J. Rabiolo, 1613 Mole Street, Philadelphia, Pa.
 Scribe Charles J. Cavella, 2218 S. 21st Street, Philadelphia, Pa.

RIDER (Beta Xi, 1934), RIDER COLLEGE, COLLEGE OF BUSINESS ADMINISTRATION, TRENTON, N.J.
 Chapter House: 909 Bellevue Avenue, Trenton, N.J. (2-8452)
 H.M. John V. E. Brinnier, 909 Bellevue Avenue, Trenton, N.J.
 S.W. John H. Peterson, 909 Bellevue Avenue, Trenton, N.J.
 Treas. Frank L. Hofbauer, 909 Bellevue Avenue, Trenton, N.J.
 Scribe Roger A. Laubach, 909 Bellevue Avenue, Trenton, N.J.

RUTGERS UNIVERSITY (Beta Omicron, 1937), SCHOOL OF BUSINESS ADMINISTRATION, 40 RECTOR ST., NEWARK, N.J.
 Chapter House: 29 Saybrook Place, Newark, N.J.
 H.M. Charles E. McAloon, 12 Hilton Street, Nutley, N.J.
 S.W. Franklin C. Phifer, 31 Lawrence Avenue, West Orange, N.J.
 Treas. Warren S. Wooley, 38 S. Walnut St., East Orange, N.J.
 Scribe Norman T. Cramp, 62 Nishuane Rd., Montclair, N.J.

RUTGERS UNIVERSITY COLLEGE (Beta Rho, 1942), SCHOOL OF BUSINESS ADMINISTRATION, NEWARK, N.J.
 H.M. James J. Desmond, 594 Forest Street, Arlington, N.J.
 S.W. Donald O. Corvey, 120 Rutgers Street, Belleville, N.J.
 Treas. Warren S. Wooley, 38 S. Walnut St., East Orange, N.J.
 Scribe Joseph S. Sink, 401 Chestnut Street, Union, N.J.

ST. LOUIS (Beta Sigma, 1946), ST. LOUIS UNIVERSITY, SCHOOL OF COMMERCE AND FINANCE, ST. LOUIS, MO.
 H.M. Joseph F. Duenpner, 2026 Hildred, Jennings, Mo.
 S.W. Elmer Blankmann, 4538 Minnesota, St. Louis, Mo.
 Treas. Eugene L. Zieha, 3617 Humphrey, St. Louis, Mo.
 Scribe Hilary B. Mattingly, Jr., 1029 Goodfellow, St. Louis, Mo.

SOUTH CAROLINA (Beta Gamma, 1929), UNIVERSITY OF SOUTH CAROLINA, SCHOOL OF COMMERCE, COLUMBIA, S.C.
 Chapter House: Tenement 14, University of South Carolina, Columbia, S.C.
 H.M. Otis C. Johnston, Jr., 917 Woodland Ave., Columbia, S.C.
 S.W. Henry J. Lindsey, Jr., University of South Carolina, Columbia, S.C.
 Treas. Frederick E. Brogdon, University of South Carolina, Columbia, S.C.
 Scribe Fred H. Strickland, University of South Carolina, Columbia, S.C.

SOUTH DAKOTA (Alpha Eta, 1924), UNIVERSITY OF SOUTH DAKOTA, SCHOOL OF BUSINESS ADMINISTRATION, VERMILLION, S.D.
 H.M. Scott Woodward, 231 S. University, Vermillion, S.D.
 S.W. Richard Baily, Union Bldg., Vermillion, S.D.
 Treas. Earl Moe, 225 N. University, Vermillion, S.D.
 Scribe Glenn D. Johnson, 400 N. Plum, Vermillion, S.D.

TEMPLE (Omega, 1923), TEMPLE UNIVERSITY, SCHOOL OF COMMERCE, PHILADELPHIA, PA.
 Chapter House: 1841 N. Park Avenue, Philadelphia, Pa. (FR 7-9625)
 H.M. Martin L. Pagliughi, 1841 N. Park Avenue, Philadelphia, Pa.
 S.W. Richard E. Sauder, 1841 N. Park Avenue, Philadelphia, Pa.
 Treas. Joseph L. Messa, 314 High Street, Philadelphia, Pa.
 Scribe Robert J. Dunphy, 64 Sunshine Road, Upper Darby, Pa.

TENNESSEE (Alpha Zeta, 1924), UNIVERSITY OF TENNESSEE, SCHOOL OF BUSINESS ADMINISTRATION, KNOXVILLE, TENN.
 H.M. James Hodges, 900 Temple Ave., Knoxville, Tenn.
 S.W. Dewey Roark, 904 Fairmont Blvd., Knoxville, Tenn.
 Treas. Walter Adams, Hillside Village, U. of Tenn., Knoxville, Tenn.
 Scribe William L. Rust, 904 Hiawasse Ave., Knoxville, Tenn.

TEXAS (Beta Kappa, 1930), UNIVERSITY OF TEXAS, SCHOOL OF BUSINESS ADMINISTRATION, AUSTIN, TEX.
 H.M. Lewis K. Hyer, Roberts Hall, University of Texas, Austin, Tex.
 S.W. Rex Douglas, 605 Park Place, Austin, Tex.
 Treas. G. Lindsay Crump, 2107 Scenic Dr., Austin, Texas
 Scribe Vernon N. Ferguson, 410 W. 32nd St., Austin, Texas

WISCONSIN (Psi, 1923), UNIVERSITY OF WISCONSIN, SCHOOL OF COMMERCE, MADISON, WIS.
 Chapter House: 132 Breese Terrace, Madison, Wis. (Fairchild 2934)
 H.M. Warren A. Guinness, 132 Breese Ter., Madison, Wis.
 S.W. Richard L. Allen, 132 Breese Ter., Madison, Wis.
 Treas. Joseph R. Brady, 132 Breese Terrace, Madison, Wis.
 Scribe Kenneth A. Wachowiak, 132 Breese Ter., Madison, Wis.

ALUMNI CLUBS

The frequency, time, and place of luncheons, dinners, and meetings held by each alumni club is shown immediately following the city in which the alumni club is situated. If this data is missing for any alumni club it means that it has not been reported to the Central Office of the fraternity. The names, addresses, and telephone numbers of the President and Secretary of each alumni club are listed.

ATLANTA, GA.—LUNCHEONS, every Friday, 12:30 P.M., Paradise Room, Henry Grady Hotel. DINNERS, third Thursday every month, 6:30 P.M., Robert Fulton Hotel.
 Pres. Thoben F. Elrod, 1206 Peachtree Street, Apt. 109, Atlanta, Ga. Tel.: HEMlock 2293-J.
 Sec. Arnold D. Gregory, Jr., 389 Altoona Place, SW, Atlanta, Ga. Tel.: RAYmond 0787.

BALTIMORE, MD.—LUNCHEONS, every Thursday, 12:00 noon, Lord Baltimore Hotel Cafeteria.
 Pres. Bruno Lawson, 4408 Marble Hall Road, Baltimore, Md. Tel.: TUXedo 6100 Ext. 309.
 Sec. Dulany Foster, 5502 Groveland Ave., Baltimore, Md. Tel.: FORest 6130.

BUFFALO, N.Y.
 Pres. Edwin S. Phillips, 145 Hodge Ave., Buffalo, N.Y. Tel.: EL 2479.
 Sec. Eugene J. Allein, 386 Taunton Pl., Buffalo, N.Y. Tel.: AM 6021.

CHICAGO—LUNCHEONS, every Wednesday, 12:30 P.M., Republic Building, 209 S. State St. DINNERS, third Thursday every month, 7:00 P.M., Triangle Restaurant, 6 S. Clark St.
 Pres. Franklin R. Lacy, 1215 Fullerton Ave., Chicago 14, Ill. Tel.: LINcoln 6276.
 Sec. Roy W. Mohrman, 6800 N. Wolcott Ave., Chicago 26, Ill.

DALLAS, TEX.
 Pres. Donald V. Yarborough, 4229 Roseland, Dallas, Tex. Tel. C-6217.
 Sec. David C. Rode, 6300 Victor, Dallas, Tex. Tel.: T-3-5437.

KANSAS CITY, MO.—DINNERS, fourth Friday every month, 6:00 P.M., Pine Room, Union Station.
 Pres. Joseph L. Brumit, 4231 Virginia, Kansas City, Mo. Tel.: VA 3729
 Sec. Dana D. Heter, 4258 Roanoke Rd., Kansas City, Mo. Tel.: LO 0301

LINCOLN, NEB.—LUNCHEONS, every Wednesday, 12:00 noon, Lincoln Chamber of Commerce. DINNERS, third Wednesday every month, 6:30 P.M., Student Union, University of Nebraska.
 Pres. Dean E. Irvin, 4711 Calvert St., Lincoln, Neb. Tel.: 4-3509
 Sec. Kenneth L. Ekwall, 545 N. 25th St., Lincoln, Neb. Tel.: 5-6070

MILWAUKEE, WIS.—DINNERS, second Monday every month, 6:30 P.M., Medford Hotel.
 Pres. Henry S. Pandl, 3213-W. Lisbon, Milwaukee, Wis. Tel.: KILbourn 9903
 Sec. Gervase C. Fohey, 3914-N. 38 St., Milwaukee, Wis. Tel.: TOPkins 7095

NEWARK, N.J.
 Pres. M. John Marko, 1033 Stuyvesant Ave., Irvington, N.J. Tel.: ES. 2-2708
 Sec. Henry W. Mueller, 8-39th St., Irvington, N.J. Tel.: ES. 2-4157

NEW YORK, N.Y.
 Pres. M. William Mahnken, 89 Barclay St., New York, N.Y. Tel.: BARclay 7-9080
 Sec. Richard M. Hause, 37-32 80th St., Jackson Heights, L.I., N.Y. Tel.: BEckman 3-063

PHILADELPHIA, PA.—DINNERS, first Thursday every month, 6:30 P.M., #2601 Parkway.
 Pres. Robert S. Wilson, 32 Sellers Ave., Upper Darby, Pa. Tel.: BOUlevard 0699-W
 Sec. John A. Shedwick, Jr., #49 Windsor Ave., Upper Darby, Pa. Tel. SUNset 1998-W

ST. LOUIS, MO.—LUNCHEONS, every Wednesday, 12:00 noon, Versailles Room, Mark Twain Hotel.
 Pres. Robert T. Birney, 414 Fairwood Lane, Kirkwood, Mo. Tel.: TERRYhill 3-3228
 Sec. Kenneth S. Tisdell, 4500 Shenandoah Ave., St. Louis, Mo. Tel.: SIDney 5275

TWIN CITIES (Minneapolis and St. Paul, Minnesota)—LUNCHEONS, every Thursday, 12:00 noon, Covered Wagon Cafe, 114 S. 4th St., Minneapolis. DINNERS, monthly, 6:00 P.M., Covered Wagon Dining Room, Minneapolis.
 Pres. Waldo E. Hardell, 4244 Linden Hills Blvd., Minneapolis, Minn. Tel.: WA. 3785
 Sec. George E. Halvorson, 5532-33rd Ave. S., Minneapolis, Minn. Tel.: DU. 5532

What Are You Doing To Perpetuate Delta Sigma Pi?

■ Practically every member of Delta Sigma Pi would dig down into his pocket and lend financial assistance to his fraternity and his chapter if either were in dire need of funds to carry on. Why wait for such a period as this to overtake us? Had our National Endowment Fund, made up primarily from the receipts of the sale of Life Memberships, been of adequate size, it would not have been necessary to temporarily curtail the national activities of Delta Sigma Pi during the recent war period.

■ The National Endowment Fund was established to provide for the permanent endowment of your fraternity. If every member of Delta Sigma Pi was a Life Member, we would have adequate endowment funds to provide for any contingency at any time. All of the money received from the sale of Life Memberships is placed in our National Endowment Fund. The principal of this fund is made available to deserving undergraduate members who may need a loan to complete their college education, and to chapters for certain restricted purposes. Several score of members have been aided in completing their college education due to loans made from this fund, and none of these loans have been defaulted in any way.

■ Only the interest received from the principal in the National Endowment Fund may be utilized in the general operations of the fraternity. Naturally, the larger the amount of the interest received, the greater the operations possible. Our security will be complete when an adequate perpetual income has been created from the National Endowment Fund.

■ Every member of Delta Sigma Pi is fraternally invited to join the 925 members who are Life Members. This is not a donation, but an investment in your future as a member of Delta Sigma Pi, and also an investment in your fraternity's future. What you are buying is an endowment for your fraternity; a beautiful Life Membership Certificate, and a Life Membership card; a Life subscription to THE DELTASIG; paid-up national alumni dues for life; and an immeasurable amount of satisfaction in knowing that you have done your part in the perpetuation of your fraternity, Delta Sigma Pi.

■ Now is the time to act! Your name should be added to our roll of distinction now. This year the Life Membership fee will be increased to \$50, so you still have time to become a Life Member at the current rate of \$35. Send in your check for the entire amount or send \$5.00 as an initial payment the balance to be remitted \$5.00 per month until a total of \$55.00 has been paid. This is something you have been planning on doing for years, so why put it off any longer?

The Central Office of Delta Sigma Pi, 222 West Adams Street, Chicago 6.