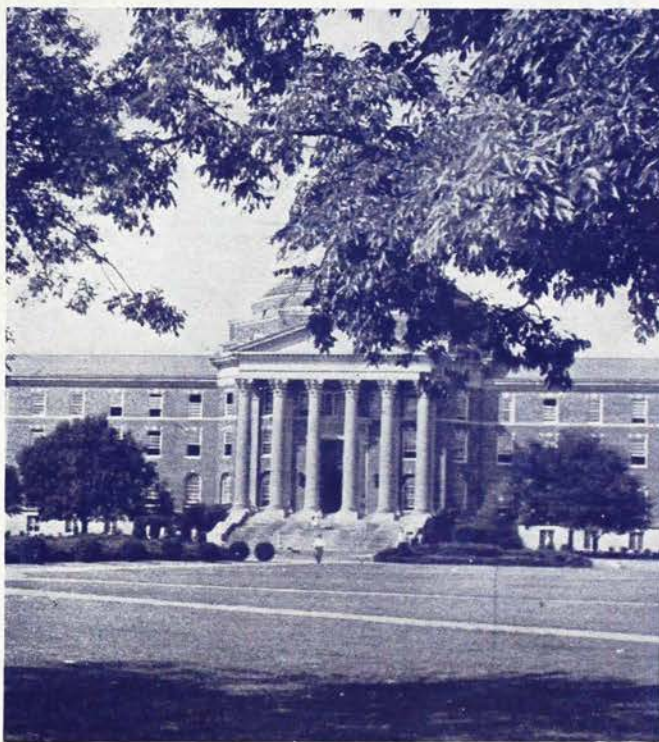


The
DELTA SIG

OF DELTA SIGMA PI

**MAY
1948**



DALLAS HALL—SOUTHERN METHODIST UNIVERSITY
Beta Phi Chapter of Delta Sigma Pi was installed at Southern Methodist University on March 20, 1948. This is the sixty-sixth installation by Delta Sigma Pi.

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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	Cost	20% Tax	Total
Plain Badge (10K Gold)	\$ 6.50	\$1.30	\$ 7.80
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Single Sided	6.50	1.30	7.80
Double sided	10.00	2.00	12.00
ΔΣΠ Recognition Button	1.00	.20	1.20

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H. G. Wright, Editor J. D. Thomson, Assistant Editor

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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.





ALLEN L. FOWLER, Pennsylvania
Grand President of Delta Sigma Pi

The Grand President's Page

NATIONAL PROGRESS continues apace, particularly in the south and southwest. The latest addition to our family, Beta Phi Chapter, installed at Southern Methodist University on March 20, bids fair to give all chapters a run for their money. In addition, a formal petition has been favorably acted upon from Alpha Beta Mu, local business administration fraternity at Tulsa University and a notice of intent to petition has been received from another fine university in the same section of the country. Recently four more chapters have been reactivated, notably Iota Chapter at Kansas, Beta Eta Chapter at Florida, Alpha Chi Chapter at Washington University, and Alpha Kappa Chapter at Buffalo. It's time for the rest of the country to wake up and I have a hunch that next year will see great activity in the north and east.

At the beginning of the year I called your attention to these bright prospects and it is gratifying to be able to report that the indications have turned into realizations, thanks to the splendid work by everyone who had a task assigned to him. It is now time to consider our planned objectives for next year, and it is my firm belief that, barring unforeseen contingencies, at least five additional chapters are in the making, together with several more reactivations, and should materialize, at least as petitioners, during the fiscal year 1948-1949.

In addition to our expansion aims we have important internal objectives. Continued growth is important, but even more so is the necessity for energy and vigilance in the maintenance of our place in the general scheme of things, the nurturing of those ideas and ideals on which our growth is founded. I have been told that some readers of this page cannot tell whether I am writing to actives or alumni. The answer is both, for the active of today is the alumnus of tomorrow and, in turn, the alumni must recognize the problems of the actives if we are to progress. One of the closest ties between active and alumnus should be our Alumni Placing Service. It is a very definite thing to which an undergraduate may look forward, a helping hand if needed. Our alumni have infiltrated into all walks of business life and many of them have enjoyed marked success. It is a privilege to belong to an organization such as ours. Many alumni, if asked to make a list of the most significant steps in their business life, would place membership in Delta Sigma Pi very high on the list. Naturally, this does not mean that membership is any royal road to success, but it does mean that the opportunity is there and the reward usually is in proportion to the effort. I strongly urge you graduates of 1948 to affiliate yourselves immediately with one of the alumni clubs if at all possible and join in their activities.

The Twin Cities Alumni Club in Minneapolis and St. Paul has agreed to sponsor the National Committee on Alumni Activities and Glen F. Galles has agreed to become chairman. This committee needs constructive ideas to help add interest to our alumni activities, so think carefully and if you come up with something get in touch with Glen and he will be exceedingly grateful.

It may sound as though September 1949 is a long way in the future, but actually it is just around the corner and will be here before we know it. It is significant as the date of the Seventeenth Grand Chapter Congress of Delta Sigma Pi which will be held at the Lord Baltimore Hotel, Baltimore, Maryland, with J. Harry Feltham as general chairman. The Executive Committee met with the Baltimore group in January and inspected the hotel facilities which are top-notch. Plans are being laid at this early date and it is not too soon to start thinking of it as your number one vacation project for 1949.

A miniature edition is being held at Philadelphia on April 9, 10 and 11, 1948 in the form of a Regional Conference with Beta Nu and Omega chapters as co-sponsors and joint hosts. As this is written there is every indication of a large attendance from at least nine chapters and a scattering from others. I hope this idea continues to grow and that other regions can arrange future conferences for the healthy inter-change of ideas.

It is not too late to put in a few last licks on the 1948 Chapter Efficiency Contest and review your records to see that all points to which you are entitled have been claimed. Finish it off with a bang.

Most of the chapters have elected new officers by this time to guide them through the coming year. To these brothers, congratulations and best wishes, and a word of caution to start now organizing and planning for next year so that no time will be lost when full-scale activities are resumed in the autumn.





THE DELTASIG

OF DELTA SIGMA PI

Volume XXXVII

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Issue 4

Chapter Granted to Southern Methodist University

ANOTHER FINE CHAPTER was installed in the rapidly growing Southwest on Saturday, March 20, with the installation of Beta Phi Chapter at the School of Business Administration of Southern Methodist University in Dallas, Texas. The petition of the Delta Commerce Club, local professional business fraternity that had been organized for the express purpose of securing a Delta Sigma Pi Chapter, was accepted by the Grand Council last August but local regulations did not permit the installation of this chapter until this Spring.

The ceremonies incident to this installation were most impressive and attended by a large number of visiting Deltasigs. Grand President Allen L. Fowler flew down from Philadelphia to personally install Beta Phi Chapter and he was assisted by Grand Secretary-Treasurer H. G. Wright of Chicago, past Grand President Kenneth B. White of Dallas and Rudolph Janzen of Minneapolis, a member of the Grand Council. Participating in installation ceremonies were large delegations of undergraduate members of Beta Epsilon Chapter at the University of Oklahoma, Norman, Oklahoma; Beta Zeta Chapter at Louisiana State University, Baton Rouge, Louisiana; Beta Iota Chapter at Baylor University, Waco, Texas; Beta Kappa Chapter at the University of Texas, Austin and our new Beta Upsilon Chapter at Texas Technological College, Lubbock, Texas; as well as many members of both the Dallas and Austin Alumni Clubs; all told 16 different chapters were represented at the installation ceremonies.

More than 90 members of the fraternity were in attendance at the luncheon held at the Adolphus Hotel in Dallas at noon on Saturday, March 20, which inaugurated the impressive installation ceremonies. Four ritual teams had been organized to simultaneously initiate the petitioners in small groups and Grand President Fowler headed the ritual team which gave the impressive final ritualistic ceremonies late that afternoon. Included among the members of the ritual team were William R. Merrick, Beta Iota Chapter and President of the Dallas Alumni Club, LeRoy R. Hayden, Alpha Beta Chapter, Dawson Malone, Beta Iota Chapter, Miller Brister, Beta Iota Chapter, Cecil R. Kirk, Alpha Epsilon Chapter and Donald V. Yarborough, Beta Kappa Chapter. Thirty-two undergraduate members and one faculty member comprised the charter members of Beta Phi Chapter.

The installation banquet was also held in the Adolphus Hotel in Dallas with a large and enthusiastic attendance of fraternity members and important invited guests. Dean Laurence H. Fleck of the School of Business Administration of Southern Methodist University ably served as toastmaster for this banquet. The history of the School of Business Administration was presented by

Harmon L. Watkins, a faculty member of the new Beta Phi Chapter. The story of the founding of the Delta Commerce Club was told by Norman R. Haertig, Scribe of Beta Phi Chapter. Grand President Fowler then outlined the obligations that the members of Beta Phi Chapter had assumed that afternoon and formally presented the charter to the chapter, which was accepted by R. Stuart Moore for Beta Phi Chapter.

Grand Secretary H. G. Wright of Chicago, then reviewed briefly some of the early history of Delta Sigma Pi and introduced the many delegates and visiting alumni who were in attendance at the banquet. A splendid address was then presented on "Management as a Profession" by W. W. Finlay, Vice-President and General Manager of the Guiberson Corporation, Dallas, Texas. Special recognition was made of the fine contribution of past Grand President, Kenneth B. White, who in cooperation with Dean Fleck of the School of Business Administration, had worked for many years in planning for the final establishment of a Delta Sigma Pi Chapter at Southern Methodist University.

The installation of Beta Phi Chapter at Southern Methodist University brings the active chapter roll of Delta Sigma Pi up to 50 active chapters, the largest number of active chapters we have had in many years.

The officers of Beta Phi Chapter are: Head Master, James LeRoy Hussey; Senior Warden, Russel Hankins; Junior Warden, Henry G. Hall; Scribe, Norman R. Haertig; and Treasurer, Glenn Harding.

Those undergraduate members initiated on March 20, 1948 were: James F. Anderson, Carl L. Carpenter, Jr., Charles F. Caruth, III, Robert E. Daniel, Richard E. Danner, Wesley J. Elliston, Jr., Norman R. Haertig, Henry G. Hall, Jr., Russel E. Hankins, Glenn W. Harding, James L. Hussey, Robert D. Jenkins, James W. Johnson, Robert V. King, John R. McClure, Billy E. MacDonald, Charles V. Mercer, Weldon W. Mills, Robert S. Moore, James J. Owen, Robert D. Owen, Taylor B. Scalf, Jr., Herbert B. Tartt, Jr., Robert C. Thomas, Edward F. Thorn, Jr., Samuel C. Thornburg, Watson A. Tillman, Gordon P. Wagner, Harmon L. Watkins, Joseph A. Werner, John R. Willis, James A. Wittkower and Thomas R. Worthy, Jr.

History of Southern Methodist University

Southern Methodist University was established at Dallas by the Texas Educational Commission appointed in 1910 by the five annual conferences of the Methodist Episcopal Church, South, in Texas. These annual conferences in 1911 confirmed the work of the Commission and accepted for the Church ownership and control of the institution. In order to place it upon a



MEMBERS OF BETA PHI CHAPTER, Southern Methodist University, at the occasion of its installation on March 20, 1948, at Dallas, Texas.

broader foundation, especially in regard to its theological and graduate schools, the University was made the connectional institution for all Conferences west of the Mississippi by action of the General Conference in 1914. The first session of the University began September 22, 1915, with an enrollment of 706 students.

In the intervening years of its growth Southern Methodist University has developed from a small school with two buildings on its campus to an institution with an average yearly enrollment of almost 7,000 students and is now recognized as one of the outstanding universities of the Southwest. It has been served by four presidents and two acting presidents. The late Dr. R. S. Hyer was elected as the University's first president. The field before President Hyer was extensive; and his duties included the approval of architectural plans, the selection of a faculty, and development of a curriculum, the acquisition of proper laboratory equipment, and apportioning the prospective funds to the different departments. After nine years of distinguished service Dr. Hyer resigned in 1920. Dr. H. A. Boaz was elected to succeed Dr. Hyer and under his administration the University experienced great financial advancement. Several significant changes were made in the curriculum to provide for the degree of Bachelor of Science, not previously offered during his term of office. Dr. Boaz resigned the presidency in May 1922, having been elected to the episcopacy. Dr. James Kilgore, professor in the School of Theology, served as acting president from May 1922 until April 1923 when Dr. Charles C. Selecman, then pastor of the First Methodist Church, Dallas, was made president.

Under the administration of President Selecman substantial material gains were made as well as noteworthy progress in scholastic prestige. Dr. Selecman was elected Bishop of the Methodist Episcopal Church, South, in May 1938 and Dr. Umphrey Lee was elected President.

Southern Methodist University has secured recognition from standardizing agencies as follows: the Association of Texas Colleges (1916), the Association of Colleges and Secondary Schools of the Southern States (1922), the American Association of Collegiate Schools of Business (1925), the American Association of University Women (1929), the Association of American Universities (1929), the National Association of Schools of Music (1933), and the American Association of Schools of Theology (1937). It meets the entrance requirements of the Association of American Law Schools and the American Medical Association. In 1939 the School of Engineering was

fully accredited by the Engineers' Council for Professional Development.

By widening the scope of instruction to embrace eight different schools the University matched its material progress with added scholastic prestige. In 1925, the School of Law and the School of Engineering were added to the University. Eight schools now comprise its curriculum: the College of Arts and Sciences, Graduate School, Perkins School of Theology, School of Music, School of Engineering, School of Law, School of Business Administration, and Dallas College. Incorporated in the College of Arts and Sciences are the Arnold School of Government and the School of Education.

The University now has one of the finest physical plants (valued at \$5,296,246) of any university of its size in the nation. From the first lone building that housed both classroom and administrative offices, the University has expanded to fourteen permanent buildings, seven of which serve for instruction and office. The remaining seven are three dormitories, the Perkins gymnasium, the Women's gymnasium, Ownby Stadium (seating capacity 22,500) and McFarlin Memorial Auditorium (seating capacity 2,900). There are 25 temporary buildings on the campus. The Fondren Library contains more than 185,000 books, a complete file of magazines, and the Shettles Collection of 5,000 volumes of rare Americana. The faculty is composed of approximately 400 men and women, and the University now has nearly 7,000 alumni and 40,000 ex-students.

The School of Business Administration

Collegiate training for business was introduced into the colleges and universities of the United States during the first two decades of the present century. The Dallas Chamber of Commerce in 1919 urged the necessity of a School of Business for Dallas, and suggested that it be established by Southern Methodist University. The trustees of the University responded by adopting a resolution on February 20, 1920, which provided for the founding of the School of Commerce.

The preliminary work of organization was done jointly by the late Professor John Wynne Barton and Mr. C. J. Crampton, who at that time was Executive Secretary of the Dallas Chamber of Commerce. Professors W. F. Hauhart and L. H. Fleck, from the University of Michigan, joined the staff in 1921. The school was organized on a two-year basis, with a preliminary requirement of two years of general college work. The degree of Bachelor of Science in Commerce was conferred after the successful completion of these four years of study. The first graduating class in 1922 was composed of two men—Professors A. W. Foscoe, Jr., now a member of the teaching staff, and

Mr. J. D. Hoy. Up to June 1, 1947, 1,283 business degrees have been granted. Both men and women are admitted to the privileges of the school. During the last few years the number of women students has been increasing rapidly, and at present over twenty per cent of the annual enrollment are women. The school has developed its offering of courses as rapidly as possible, and since 1925 it has been a member of the American Association of Collegiate Schools of Business.

At its February 1941 meeting, the Board of Trustees of Southern Methodist University established the School of Commerce as a separate unit, this action becoming effective as of September 1, 1941. Upon recommendation of the Faculty of the School and the President of the University, the name "School of Business Administration" and the new degree of Bachelor of Business Administration (B.B.A.) were approved by the Board.

The school enjoys the hearty support of the businessmen of Dallas. It has an ideal location for a collegiate school of business; for Dallas is the financial, insurance, and distributing center of the Southwest, and business in its larger aspects may be observed at first-hand by students in the school. Furthermore, this favorable location gives the school an opportunity to draw upon outstanding business men for assistance in the instructional work.

It is recognized that under modern conditions the apprenticeship system alone does not offer adequate training for a business career. On account of the complexity of our economy, it is no longer feasible to learn to do merely by doing. The School of Business Administration of Southern Methodist University recognizes business as a profession. It aims to give prospective business men a thorough training for their future work. Education in fundamental principles rather than drill work in technical details is the object of instruction. The foundation for a future business career is best laid by learning methods for analyzing business data, by training the mind to deal with human relationships, and by developing a sense of moral responsibility. If a student has thus equipped himself, he may rest assured that business life later will offer him abundant opportunity for doing creative work for his own satisfaction, as well as for the promotion of human welfare.

It is believed that it is best for a student of business to lay a broad foundation by the study of cultural subjects before proceeding to the more technical work of the actual business curriculum. The first two years, known as the pre-business administration course, are therefore devoted largely to the basic



McFARLIN AUDITORIUM at Southern Methodist University.

subjects of the regular college course in arts and sciences. The last two years are then taken up by the study of technical business courses.

The History of the Delta Commerce Club

The Delta Commerce Club of Southern Methodist University held their first official meeting Sunday, March 2, 1947, in Dallas Hall on the Southern Methodist University campus. At that time the Grand President of Delta Sigma Pi, Kenneth B. White, explained the purpose of Delta Sigma Pi and the procedure necessary to follow in organizing a petitioning group on the campus of Southern Methodist University. The second meeting was called March 9, 1947, in Dallas Hall. The purpose of the meeting was for the election of officers. The officers elected were: Head Master, Charles Zapffe; Senior Warden, Norman Haertig; Treasurer, John Justice; Junior Warden, Clyde Parker; and Scribe, Marion C. Barker. The attendance from the first meeting was very gratifying. The attendance increased with every regular meeting of once a week through the efforts and interest of Marion Barker. The school newspaper was very cooperative and the front-page publicity which they gave the Delta Commerce Club was a great help in the organization of the local fraternity.

On March 12, 1947, a reading of the proposed by-laws as



VISITING DELTASIGS PRESENT FOR THE INSTALLATION of Beta Phi Chapter at Southern Methodist University on March 20, 1948. Among this group were Grand President Fowler, Grand Secretary-Treasurer Wright, Grand Council Members Janzen and White, members of the Dallas Alumni Club,

and delegations from Beta Epsilon Chapter at Oklahoma, Beta Zeta Chapter at Louisiana State, Beta Iota Chapter at Baylor, Beta Kappa Chapter at Texas, and Beta Upsilon Chapter at Texas Tech.

recommended by the by-laws committee was made. Twenty-seven prospective members attended the meeting and participated in the suggestions and recommendations. The by-laws were approved and accepted March 19, 1947, without a dissenting vote.

As the Delta Commerce Club progressed there were special events and speakers to keep up the interest in the organization. The Grand President of Delta Sigma Pi, Kenneth B. White of Dallas, Texas, again addressed the new organization of the Delta Commerce Club on March 26, 1947. Mr. White spoke of the advantages of having such an organization on the campus of Southern Methodist University. On April 15, 1947, the Delta Commerce Club made a tour of Braniff Airways at Love Field. The arrangements for this tour were made by Norman Haertig, Marion Barker, and John Justice of the Delta Commerce Club and Roger Barrier of Braniff Airways. Mr. Stanton Fitzner, a public relations officer for Braniff, directed the group of 37 Delta Commerce Club members through the various departments and explained the plant's operation. A reception for members and prospective members of the Delta Commerce

Club was the highlight of the stag barbecue party sponsored by the Dallas Alumni Club of Delta Sigma Pi at the Dreyfuss Club at White Rock Lake on April 22, 1947. The affair was attended by 37 members of the Delta Commerce Club. On May 6, 1947, there was a tour of the Ford Motor Company's assembly plant in Dallas, Texas. Through arrangements of Marion Barker a group of 23 members were shown by trained guides the fascinating procedure of a modern Ford assembly plant.

The formal petition to Delta Sigma Pi was completed during the summer semester of 1947 and was presented to the Grand Council of Delta Sigma Pi at the Grand Chapter Congress of Delta Sigma Pi held in Minneapolis, Minnesota, in August, 1947. Although the petition was accepted and a charter granted at that time the actual installation of the Delta Commerce Club as a chapter of Delta Sigma Pi was postponed until this organization had completed a year of operation on the Southern Methodist University Campus. During the entire year of local operation the Delta Commerce Club was guided by the Dallas Alumni Club of Delta Sigma Pi and many joint functions were held.

The Business Outlook for 1948

By the Delta Sigma Pi Committee on Business Research

DURING THE MONTH OF DECEMBER wide differences in the opinions of various economists concerning the current and future business outlook were noted. While discussing the various issues involved, The National Committee on Business Research became interested in the opinions of various Delta Sigma Pi Alumni groups on this subject.

Accordingly, a questionnaire was designed to summarize, compare and analyze these opinions. On January 1, 1948 this questionnaire was distributed to several alumni groups, together with pertinent background data. It was requested that the newly appointed local committees reproduce the survey kit and administer the questionnaire to the members present at the January meeting. Unfavorable weather conditions limited the participation in this project in certain cities, but replies were secured from a representative group in three of the most active alumni organizations and were forwarded to the National Committee on Business Research for analysis.

The Indexes

Three widely used measures of business activity were selected for use as indicators:

Gross National Product is periodically computed by the U. S. Department of Commerce and published in the Survey of Current Business. This index is expressed in billions of dollars, and represents seasonally adjusted quarterly totals at annual rates. It includes figures on personal consumption, expenditures, gross private domestic investment, net foreign investment, and Government purchases of goods and services.

Industrial Production is an index commonly used by the Board of Governors of the Federal Reserve System. It is computed as a percentage of 1935-39 average and the basic data used for this survey was seasonally adjusted. Included in the combined index are figures representing manufactures and minerals.

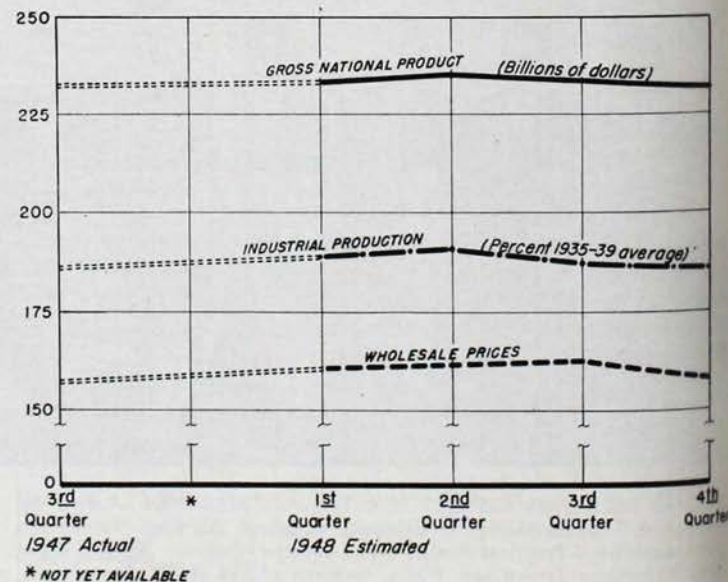
Wholesale Prices has been publicized as an index of the U. S. Bureau of Labor Statistics. This combined index is expressed as a per cent of 1926 average, and includes figures representing economic classes, farm products, foods, and commodities other than farm products and foods.

The Prospects

The consensus of opinion indicates that another good year, perhaps better than the peak year of 1947, may be expected. However, the much discussed recessions is forecast to become evident during the summer months and the third and fourth quarter activities are slated for the downward curve which leads to the plateau. (See Chart 1.) It was noted that decreases in wholesale prices are expected to lag behind earlier decreases in gross national product and industrial production.

Just how well informed on matters of this nature these three alumni groups will prove to be is a matter of conjecture. There are certain fundamental approaches to economic forecasting, which, as college graduates, and as professional business men they should be able to utilize. On the other hand the background data supplied to them and the time allotted to them to complete

CHART I
PREDICTED TRENDS IN SELECTED INDEXES



the questionnaire was certainly insufficient for any degree of accuracy greater than that of an informed guess. In their capacity of business men, the respondents to this questionnaire were influenced in their thinking by a close contact with the public. This opportunity should improve the accuracy of their estimates since there appears to be, in most cyclical trends, an element of mass psychology somewhat removed from other and more logical factors.

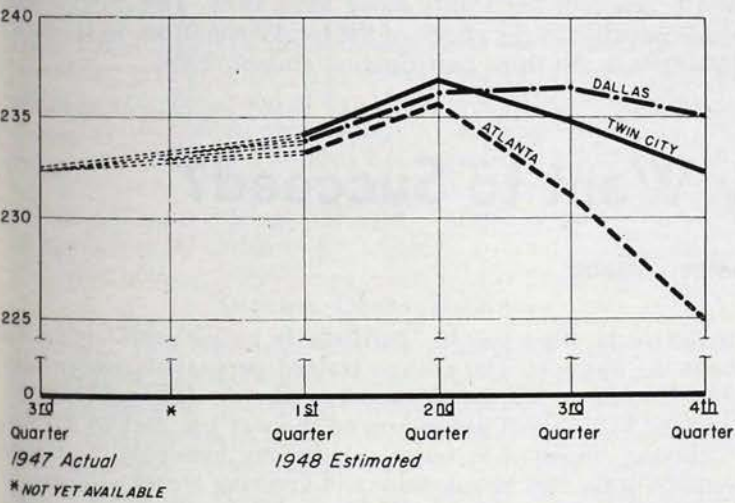
The Analysis

A wide difference of opinion was noted. It appears that there is considerable doubt as to what influences will predominate during the last six months of the year. On the one side is an unsatisfied demand, increased production facilities, adequate purchasing power, and the Marshall Plan. These factors would indicate that the upward trend would be continued. On the other side is the exhausted savings, tighter credit, overexpansion of certain businesses, and the probability of reduced exports to Great Britain. These factors would indicate that a recession is just around the corner. On both sides are the forthcoming elections and the unpredictable influence they will exercise. The average person feels rather strongly on the subject of business outlook, without analyzing the factors which contribute to his belief. An interesting study was made of certain characteristics abstracted from the completed questionnaire.

Regional Aspects

The three groups spoke with a single voice of the prospects for the first two quarters, but soon came to a parting of the ways. (See Chart 2.) Dallas displayed its confidence and op-

CHART 2
GROSS NATIONAL PRODUCT BY CHAPTER
SEASONALLY ADJUSTED QUARTERLY TOTALS AT ANNUAL RATES
(In billions of dollars)

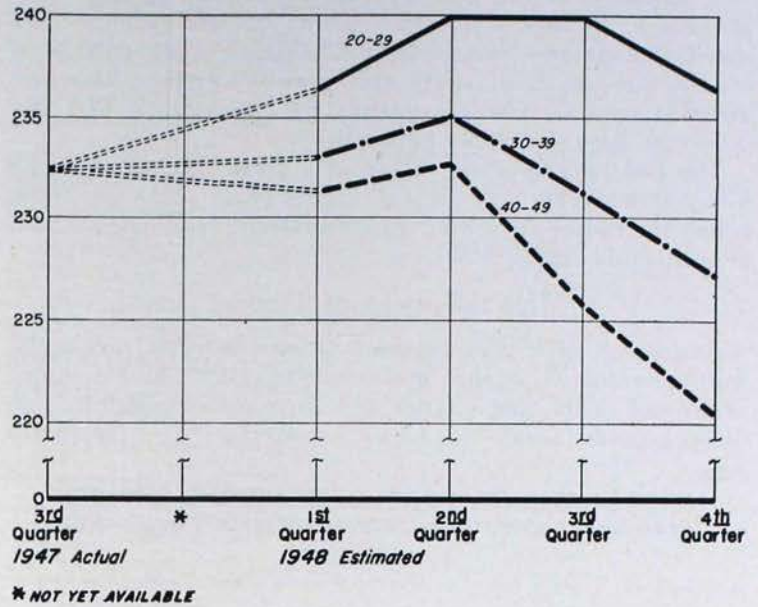


timism, Twin Cities struck a more restrained and cautious note, and Atlanta headed for the plateau. The Dallas curve was sustained by the unfaltering trust of a man who predicted that the value of gross national product would forge ahead to the 300 billion mark by the end of the year.

The Influence of Age

There was a pronounced tendency for the older and consequently more experienced men to exercise greater caution and even pessimism. (See Chart 3.) And, by the same token, the future looked rosy indeed to the group from 20 through 29 years of age.

CHART 3
GROSS NATIONAL PRODUCT BY AGE GROUPS
SEASONALLY ADJUSTED QUARTERLY TOTALS AT ANNUAL RATES
(In billions of dollars)



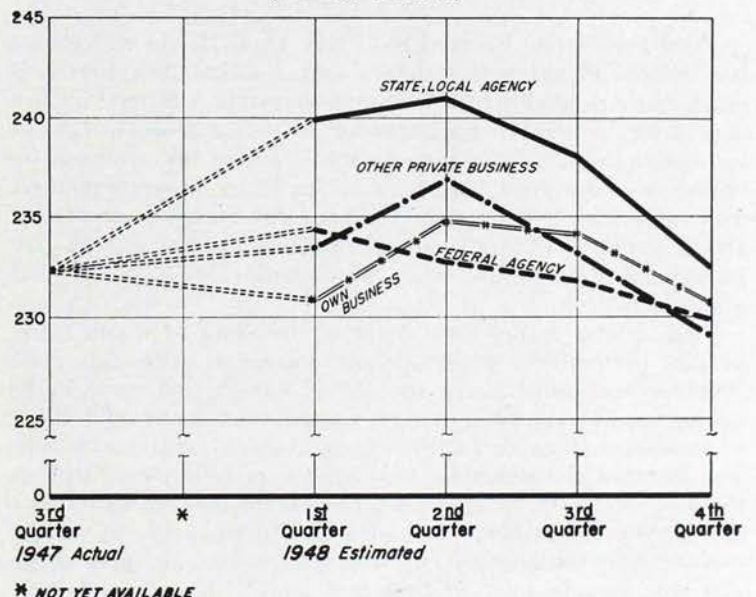
A tendency was noted for the group from 40 to 49 years of age to prophesy a decrease in gross national product during the first quarter. In view of its estimated increase in the second quarter, their trend appears hard to explain unless certain of the respondents in this group failed to take into consideration the fact that background data and the requested predictions are already seasonally adjusted.

A review of the trends indicated by Chart 3 indicates that the influence of age is certainly definite and almost proportionate.

The Influence of Occupation

A breakdown of the estimates of respondents by occupation groups reveals several interesting trends. (See Chart 4.) There was a tendency on the part of State and Local Agency employees to expect the greatest increases. These respondents consistently anticipated a value of gross national product in excess of the estimates submitted by other groups. This was especially true

CHART 4
GROSS NATIONAL PRODUCT BY OCCUPATION GROUPS
SEASONALLY ADJUSTED QUARTERLY TOTALS AT ANNUAL RATES
(In billions of dollars)



in the first, second, and third quarter. In the fourth quarter the estimates of all four groups were comparatively consistent.

A tendency on the part of respondents owning their own business to forecast a decrease in first quarter estimates was noted. It is assumed that these individuals, for the most part, are the same as those in age group 40-49 who may have predicted a seasonal trend, forgetting for the moment that this index has been seasonally adjusted.

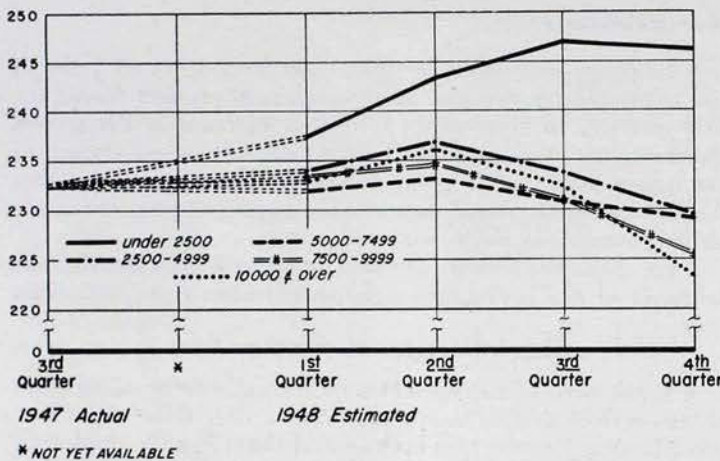
The Federal employees predicted a break at the end of the first quarter. This was the only category to place the break before the end of the second quarter. Recent developments tend to substantiate this prediction.

The Influence of Income

A general agreement between income brackets was noted with the exception of the "under \$2,500" class which diverged at the end of the first quarter and remained consistently high throughout the year. (See Chart 5.) By the end of the fourth

CHART 5

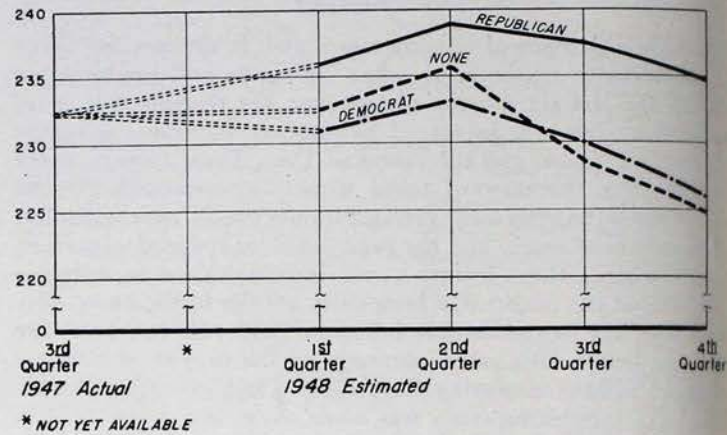
GROSS NATIONAL PRODUCT BY INCOME GROUPS
SEASONALLY ADJUSTED QUARTERLY TOTALS AT ANNUAL RATES
(In billions of dollars)



quarter the difference between its estimate and that of the closest other group amounted to more than 16 billions of dollars. The highest income bracket, "\$10,000 and over" predicted the largest drop at the end of the year.

CHART 6

GROSS NATIONAL PRODUCT BY POLITICAL PREFERENCE
SEASONALLY ADJUSTED QUARTERLY TOTALS AT ANNUAL RATES
(In billions of dollars)



The Influence of Political Preference

Concerning the business outlook for this year it might be said that the Republicans are the most optimistic and the Democrats are the most conservative. These conclusions were drawn from trends indicated in Chart 6. (See Chart 6.)

As the information becomes available, the National Committee proposes to compare these estimates with the actual computed figures, and to publish the results. This procedure should enable each respondent to measure his efficiency at forecasting and to improve his ability along these lines. This survey was made possible by the efforts of the local committees on Business Research in the three participating alumni clubs.

Seniors! Do You Really Want to Succeed?

By Harold R. Nissley, Miami

YEARS OF BUSINESS AND TEACHING experience has convinced the writer that a senior orientation course is much more needed than a freshman orientation course. Such a course would prepare a student for what lies ahead of him in business or professional life instead of letting him find out by changing jobs every six months and/or being unhappy the first five years after receiving his degree. But the purpose of this article is not to re-vamp college curricula; rather it is to give some helpful advice to seniors who are anxious to make good after graduation.

First, let me dispel some incorrect thinking to which many people, particularly young people, succumb. Although most everyone will admit there are several factors that go to make up success in work (and living), a person is apt to forget about or minimize all other factors except those in which he excels. The foreman, for example, who has the poorest personality in the shop over-rates himself because he is the best mechanic. The secretary who has never missed a day in ten years of service wonders why the boss puts up with the frequent absences of the girl who spends a lot of time and money in making herself

attractive to other people—particularly people with whom she must do business. The college trained person who frequently puts his foot in his mouth, wonders why the fellow who never finished high school passes him on the way up. And so it goes.

Having employed directly or indirectly hundreds of college seniors in the last two decades and knowing scores of employment officers, the writer would like to list for the benefit of the 1948 seniors the characteristics that employment officers look for in sizing up a candidate. Because some of these factors are not readily susceptible to measurement, most June graduates will be interviewed by several men in the same company and a composite rating of the candidate will be made. In the table below are these characteristics somewhat in the order of their importance:

SUCCESS CHARACTERISTICS SOUGHT IN COLLEGE GRADUATES

To be sure some of the foregoing characteristics overlap. In each column check the characteristic where you believe you belong compared with your class average. Assume all charac-

teristics to be of equal weight, total your score. If you have done a careful and an objective job and your score is more than 25 points (50 being maximum) than your chances (a)

Table I.

(A)	Scale or Degree of Characteristic				
	(B) Poor: Far Below Average	(C) Fair: Below Average	(D) Good: Average	(E) Better: Above Average	(F) Best: Superior
Score in Points:	1	2	3	4	5
Characteristic					
1. Honesty or Integrity					
2. Personality and Tact					
3. Initiative or Aggressiveness					
4. Grit or Determination					
5. Leadership Qualities					
6. Judgment and Common Sense					
7. Intelligence					
8. Grades					
9. Health					
10. Personal Appearance					

of getting a good job upon graduation are better than even and (b) your chances of succeeding on this first job are better than even.

If your score is less than 25, go to work—on yourself.

It might interest the reader to know that some progressive schools of business do this very thing every spring with the professors rating the seniors in most of the foregoing characteristics. A senior having five professors will have five rating sheets turned in to the dean's office. The dean's secretary will combine all five ratings onto a single sheet with the senior's name on top. This sheet is shown to any personnel scout who is on the campus late in the spring. A single professor's rating is not too impressive. It's what the group of five professors acting independently of one another think about a senior that impresses these personnel men. Thus, if a student has not tried to sell himself during four years of college life to his professors (call it "apple polishing"¹ or anything you wish) he has at least one strike on him when he comes to get a job.

Success Characteristics

Honesty and Integrity. While it is true there is no man or woman who is always 100.00 per cent honest, the closer a person hews to this ideal goal the greater his chances for success, other things being equal. A person does not have to pad his expense account to put himself in the doubtful column. Taking time out for noncompany affairs or trying to work at another job on company time are variants of this principle and usually do not "set well" with the people up front.

Personality and Tact. A few people seem always to say the right thing at the right time. Others take delight in embarrassing superiors, subordinates and conferrers. If you cannot say and do things that will be helpful and genuinely appreciated, you are handicapping yourself. Time your remarks and actions so they will be well received; but don't pussy-foot around a difficult situation.

Example. If you are around a company for six months and

¹ Fortunately, most professors are able to rate students fairly accurately on the foregoing characteristics regardless of how much or how little artificial apple-polishing has been done. A really smart student will know just where he must put most of his sales effort.

The writer remembers an advertising student he had twelve years ago who had been

have tried to do a good job and you think you are due for a raise, but somehow you seem to have been forgotten, go to your superior and ask him how you are getting along. It may be that your progress is not nearly as great as you thought it was. Or he may say, "Joe, we like your work and we like you. I had hoped that before this something better would have shown up where we could move you along. If you remember when we hired you we started you at the very top of the rate range for your job—something we seldom do. I can't promise you anything at this time; but I will say that I have you in mind when anything better comes up elsewhere in the company."

It will do "Joe" no good to argue in a situation like this one. In fact, Joe's comeback should be something like this:

"Yes, I know you started me at the top of the range; and I have tried by hard work and in other ways to justify your faith in me. I like it around here and I want to stay—and make good. I appreciate all you have done for me and your interest in seeing that I get pushed along as rapidly as possible."

Initiative or Aggressiveness. Several months ago the writer met a young man just out of college who had started to work for a textile mill at the good salary of \$265 a month—and was making another \$200 a month teaching school. This was a good beginning for a man 22 years old. I listened to his story which ran something like this:

"I had several offers when I graduated last June but I finally took this one. I was supposed to be in a company training course but I was left pretty much to work out my own textile education. No one—not even my boss—seemed to pay much attention to me until one day I noticed a lot of scrap cloth coming from some of the looms. I was amazed at the high percentage of "seconds" and completely spoiled textiles that this (and other mills) turned out due largely to the failure of the loom operator to spot broken threads in time and re-thread the machine.

"Because my major was physics I thought of an electrical warning device that would turn on a red light every time a thread broke on one of these machines. I told my boss about it and he told me to get the electrician and the foreman to try it out on one loom. I got the cooperation of both of these men and we had one put on one machine high enough so that it could be seen from any spot inside the department. Did it work? It worked so well that my boss brought the president and every other brass hat around to see it. I certainly was the fair haired boy that day; for this device will save the company my salary several fold the first year of its operation after it is installed on all the machines.

"One of the things I had in mind when I accepted this job was school teaching. Even after taking this textile job, more out of curiosity than anything else, I took the New Jersey State examination for science teachers. The day after I took the examination a school superintendent called me and asked me to fill a temporary place caused by the sudden withdrawal of one of his science teachers. When I told him I was already employed, he asked, 'By whom?' When I told him, he said, 'The "X" company has made a lot of fine community contributions. If you would not object to working the second shift at the company, we'd appreciate your helping us out until we can get a permanent teacher.'

"The superintendent contacted the works manager and he asked me whether I would mind working the second shift for a while and teach days until the school superintendent could find a permanent teacher."

This initial success story illustrates most of the characteristics shown in Table I. Instead of feeling sorry for himself and developing a severe case of neurosis, this chap developed opportunities for himself and executed these developments in an intelligent straight-forward manner.

An article like this would not be complete without stressing the importance of giving an honest day's work for an honest day's pay. The writer has tried to lean over backwards in his 30 years of working experience—giving *consistently* what he considered more than a fair day's work (working Saturdays,

absent about half the time because of extra-curricular activities. Instead of flunking this student, the writer gave him an "A" in the course and later some "blank check" recommendations for jobs. What happened? Did this fellow come in and talk his way out of a difficult situation? Not at all. He knuckled down the last six weeks of the course and had more of his ads published in local newspapers than all the other students put together.

without pay; overtime, without pay). He has always placed back into his job from 5 to 10 per cent of his salary (college courses, films and equipment, entertainment, etc.). In short, he has enjoyed the satisfaction of always going into a new job undersold and later deriving the satisfaction of doing a better job (more work) than was expected. Result: Unsolicited raises, freedom always to move from a good job to a better job (5 such moves in 30 years—two of them during the Great Depression).

Conclusions

Don't make the mistake hundreds of college graduates make every year by thinking only of your strong points. Important as honesty is, it is not enough that you be 100% honest. It is

not enough that you be a hard worker. A good personality alone will not get you to the goals you wish to achieve. No one, nor, two, nor three of these characteristics will spell success for you. All of them together—and perhaps others not included in the list—will enable you to achieve the psychic and economic goals that will spell happiness for you—and for your parents, friends, and new employer all of whom are anxious to see you succeed.

If I could give a short simple formula for success after graduation it would be: "Always go 60 per cent of the way so that you have a safe margin." Remember if you consistently give your employer more than he is paying for, he invariably will pay you more than you could get elsewhere (other things equal).

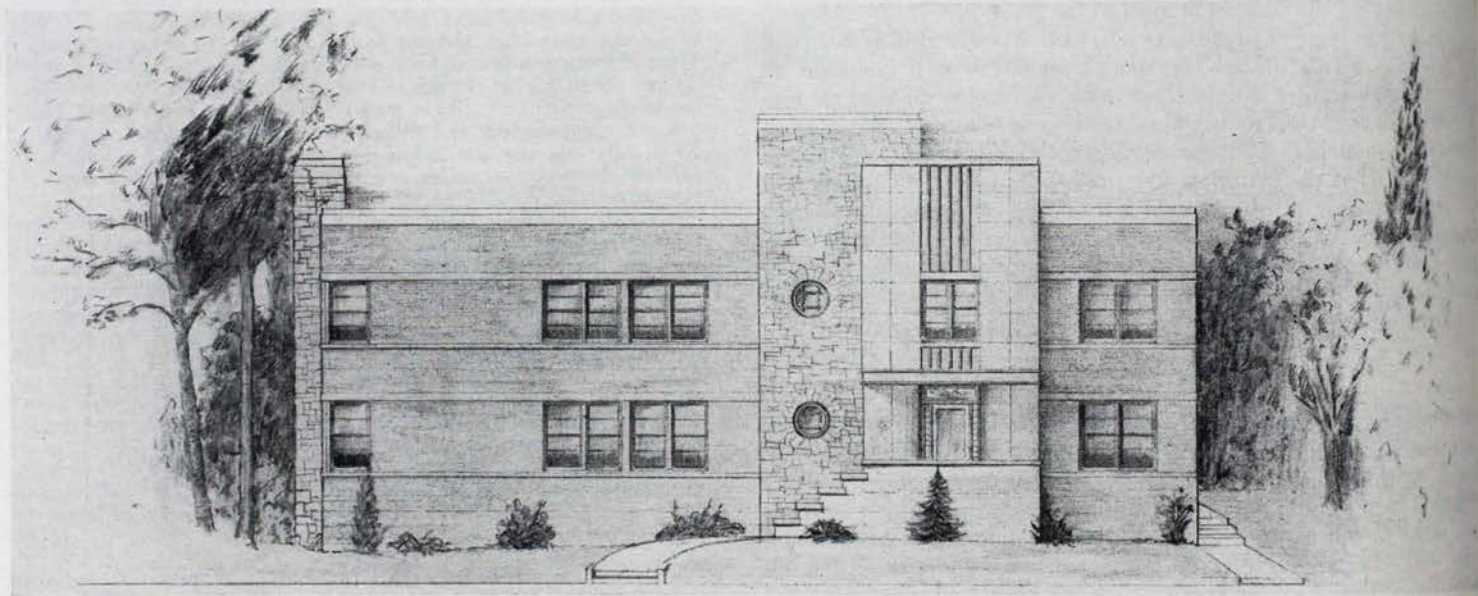
Alpha Epsilon Chapter to Build New Chapter House at Minnesota

AFTER SEVERAL YEARS of planning, Alpha Epsilon Chapter at Minnesota will begin the construction of a new chapter house on May 1, 1948. The anticipated cost of this new house is about \$50,000.00 and it is being built to house 26 active members. An excellent lot was purchased last year for this purpose, and its location, only one-half block off of the main campus, will add to the value of the new chapter house. The present chapter house of Alpha Epsilon, which has been their home for many years, has reached a very old age and will be disposed of as soon as the new house nears completion.

A unique room arrangement has been planned. Each room

floor will also have a guest room to sleep four men. Plans are to have a library on the first floor with a bath adjoining which can be used for a powder room and ladies lounge when parties are held at the house. This library will be sponsored by the Twin Cities Alumni Club, with all books and other equipment furnished and maintained by them.

A card room and a moderately sized living room will complete the first floor. In the living room will be a large natural fireplace to add to the attractiveness of this room and the versatility of the house. A very modern kitchen has been planned for the basement. This will adjoin a dining room and a chapter



will have two single bunks built in foot to foot across one side of the room. The bunks will be 54 inches from the floor and will have a dresser unit built in underneath. Also built in will be a wardrobe and two chests of drawers. Each room will have two desks, four chairs and two floor lamps. Using the above arrangement, all of this furniture, enough equipment for two men, can be placed in a room 10 feet by 13 feet, without crowding. Thus each room will provide ample facilities and privacy for sleeping and studying for two men.

The structure will be two stories high with a full basement. There will be ten combination sleeping and study rooms on the second floor and one smaller room on the first floor. The first

room. The chapter room will have a fireplace and it will be separated from the dining room by folding walls which can be removed at the time of a large party or meeting. The dining room tables will be of a portable nature which will permit them to be removed and stored when necessary. These facilities will not only be used for chapter dinners and meetings, but also for those of the Twin Cities Alumni Club.

Although construction will start on May 1, 1948, and the house will be ready for occupancy before March 8, 1949, the date on which the dedication will take place as that is the 25th anniversary of the installation of Alpha Epsilon Chapter at the University of Minnesota.

Careers in Marketing

Conducted by Beta Tau Chapter, Western Reserve University

THE POST-WAR INCREASES in enrollments of the nation's universities and colleges has posed to both students and faculty of these institutions the problem of vocational and individual counselling that would place each individual in the field for which he is most suited. Beta Tau Chapter of Delta Sigma Pi is proud that it has been able to make its contribution to a solution of this problem during the past academic year.

During this period the chapter has been sponsoring a "Careers in Marketing" series in the School of Business Administration at the downtown center of Western Reserve University. This consists of a series of lectures and was conceived originally in the fall semester of 1946 by the marketing and merchandising department of the School of Business Administration. The experimental project was an immediate success and plans were laid for a more extensive series in the school year 1947-48.

The primary aim is to bring before the students of the marketing departments (and others who may be interested) an individual prominent in a particular field and let him present the story of what is involved in employment in that particular field. The topics chosen are those in which most students have shown an interest either by course registration or by requests made to instructors.

The mechanics of the "Careers" series can be varied to fit practically any situation. The Beta Tau Chapter, being one of the youngest chapters in Delta Sigma Pi, has tried to keep several objectives in mind, including: publicity for the chapter, service to the community and school, and cooperation with the faculty. Each of these factors presents an individual problem and the success with which they are solved determines the success of the project.

Each speaker is given a list of questions and problems prepared by the students and faculty and is asked to prepare his talk with those questions as an outline. Some typical questions are: What are the opportunities for college graduates in the particular field? Is the field overcrowded? What are the rules for promotion? What courses are advised for proper preparation? What percentage of personnel are in the high salary bracket? Depression possibilities of the business? The typical starting salary? Specific individual characteristics desired?

Advertising was the theme of the first talk, and Mr. Stanley C. Patno, vice-president of Fuller, Smith, & Ross Advertising Agency, was our first speaker. Mr. Patno is one of the ablest copywriters in Cleveland and has several of the more prominent national advertisers as his accounts. There were about 125 in attendance at the initial lecture; after a 45 minute period in which Mr. Patno talked on the prepared list given to him at a previous date, the meeting was opened up for questions and discussions from the group.

Topic of the next lecture was *transportation*, with Mr. Frank B. Wildrick, director of personnel of the Erie Railroad, as the speaker. He outlined in some detail the advantages and disadvantages found in working for a transportation company, pointing out that the general trend in this field is for an increasing emphasis upon college trained men. He also discussed the objectives and long-range policies of the railroads as they relate to the training men are now receiving in the universities of the country. It is the desire of the fraternity to obtain Mr. Robert R. Young, chairman of the Board of the Chesapeake and Ohio

Railroad and fiery protagonist of merit promotion, for our speaker on this subject next year.

One of America's foremost market consultants, Dr. Donald R. G. Cowan, was the third speaker to appear in the series. Dr. Cowan, president and director of research of Donald R. G. Cowan and Associates, was one of the twenty economists selected by the Federal government to study business conditions and trends recently. The speaker has a rich background of experience, which makes him particularly qualified to speak on the subject of market research. He was a junior executive for the Goodyear Tire and Rubber Co. of Canada, research economist and chief statistician for Swift & Co., and economist and manager of the Commercial Research Division of Republic Steel Corporation. At present, Dr. Cowan is consulting economist for the National Coal Association, comprised of the operating companies of the bituminous coal industry.

In an effort to keep the series as current as possible the fraternity attempts to find out what trade organizations are emphasizing in some particular month and then tries to tie "Careers in Marketing" series into the trade group's program. Typical of this coordination is the program scheduled for March. The Cleveland World Trade Organization scheduled a World Trade Conference the first week in April. To tie in with this group, it was planned to have a "Careers" meeting on *foreign trade* the last week in March.

Since Cleveland is a large export and import center it was comparatively easy to find a man of outstanding importance. The speaker will be Mr. Albert Reed, president of W. S. Tyler and Company and president of the Cleveland World Trade Organization. With experience of more than thirty years in the field Mr. Reed is well able to give many tangible examples to illustrate his points. His interest and experience in education will be of use also, since he can better advise students as to job opportunities and training necessary.

The final topic to be discussed will be *credit management*, a field in which the Cleveland Credit Association has recently entered into cooperation with the school to develop and adequately train students in credit work. The Association has volunteered its services in obtaining a qualified speaker. This course was just recently introduced into the curriculum of the marketing department and to date has been of great interest to students both within and outside the department.

Thus, during the year there have been at least five different aspects of Marketing presented to the students with a view of outlining the vocational possibilities in each. An attempt is made by the fraternity to rotate the topics each year so that as many fields as possible are surveyed within a two-year period. Response to the program has been strong at each meeting.

It is the feeling of Beta Tau Chapter that its obligations in supplying all the vocational guidance possible do not end with obtaining speakers for the "Careers" series. Because of the school's unique location on the Public Square in the center of Cleveland's business district the fraternity on many occasions obtains speakers for specific class lectures. In getting these speakers the instructor in each class works very closely with the fraternity so that a maximum value will come from each talk.

It is the hope of the fraternity that this series of talks may be extended in the future to other departments of the school. Perhaps this will be possible in the academic year 1948-49.

Iowa Coed Selected "Rose of Deltasig"

MISS MARLYN CARSTENS, of the University of Iowa and a candidate of our Epsilon Chapter there, was selected as the international "Rose of Deltasig" for the year, 1948. Miss Carstens was the unanimous choice of the two Hollywood actors



MISS MARLYN CARSTENS, State University of Iowa, was selected the International Rose of Delta Sigma Pi for 1948. She was the candidate of our Epsilon Chapter there.

serving as judges in this first "Rose of Deltasig" Contest. A freshman at the University of Iowa and 17 years of age, Miss Carstens was selected to represent Epsilon Chapter from among 30 candidates, whose pictures were exhibited in the window of a local department store and voted upon. At a formal Christmas dance Epsilon Chapter crowned its queen.

Through arrangements made by Floyd A. Poetzing, Iowa, of Poetzing, Dechert and Kielty Advertising Agency in Chicago, George Montgomery and Richard Hart of movie fame acted as judges for the 1948 "Rose of Deltasig" Contest. George Montgomery, familiar to all movie-goers, is the star of "Lulu Belle" and a veteran of four years in the army. Richard Hart, a comparative newcomer to the screen, came to the attention of Hollywood via the stage where he starred and scored in "Dark of the Moon." His first appearance was opposite Greer Garson in "Desire Me." Next he played opposite Lana Turner in "Green Dolphin Street" and will be seen shortly in "B. F.'s Daughter" with Barbara Stanwyck. Both Mr. Montgomery and Mr. Hart made their selections without knowing who the other

had chosen. They both reached the same decision in the selection of Miss Carstens as the best looking girl.

It was proposed at the Sixteenth Grand Chapter Congress of Delta Sigma Pi to hold an annual contest for the selection of an international "Rose of Deltasig" and each chapter in attendance voted unanimously at that time to conduct the first contest in 1948. A committee was appointed with Howard Patterson of Beta Xi Chapter as its chairman. The committee drafted a set of rules for the operation of this contest and these were adopted and distributed to the chapters the early part of this college year. Practically every chapter in the fraternity selected their own local "Rose of Deltasig," however, some chapters were unable to complete their selections in time to meet the deadline that was set for the submission of chapter entries to the Central Office. All photographs submitted were approximately 8" x 10" in size and when they were sent to Hollywood all identification was removed so that the judging would be based strictly on the entrant's appearance.

The following entries were received and submitted to Hollywood: Mary Dorcas Stephens, *Beta Chapter at Northwestern, Chicago*; Dorothy Gorski, *Delta Chapter at Marquette*; Marlyn Carstens, *Epsilon Chapter at Iowa*; Gayle Marie Evans, *Zeta Chapter at Northwestern, Evanston*; Betty Jane Ison, *Theta Chapter at Detroit*; Lorraine Hopkins, *Kappa Chapter at Georgia, Atlanta*; Agnes Smith, *Mu Chapter at Georgetown*; Anne Gunnels, *Pi Chapter at Georgia, Athens*; Frances Ware, *Psi Chapter at Wisconsin*; Betty Prichard, *Alpha Beta Chapter at Missouri*; Nonnie Wagner, *Alpha Rho Chapter at Colorado*; Lougene Trammell, *Alpha Sigma Chapter at Alabama*; Joan Cunningham, *Alpha Omega Chapter at DePaul*; Madelyn Klein



THE JUDGES OF THE ROSE OF DELTA SIGMA PI CONTEST were two Hollywood movie actors: George Montgomery (left), and Richard Hart (right).

peter, *Beta Zeta Chapter at Louisiana*; Pat Reed, *Beta Theta Chapter at Creighton*; Peggy Bullard, *Beta Kappa Chapter at Texas*; Mary Lou Gerhart, *Beta Xi Chapter at Rider*; Lillian Moore, *Beta Omicron Chapter at Rutgers*; Jo Ann Brown, *Beta Upsilon at Texas Tech*.



WITH THE

ALUMNI

THE WORLD OVER

NORTHEASTERN OHIO

ALTHOUGH IT HAS BEEN less than six months since the initial organization meeting, the Northeastern Ohio Alumni Club has held two very interesting professional meetings and one well-attended social event. The first professional meeting was held February 13 at the home of Brother Nissley. Movies dealing primarily with time and motion study as applied to office efficiency were shown by Brother Nissley.

On March 1 Brother Stanley introduced Paul Aboucher, market research director of American Greeting Publishers, who spoke on "Sales Analysis and Market Research." This meeting was held at the Cleveland Public Library. The club sponsored the play "Years Ago" at the Playhouse the evening of February 29. The theatre was filled to capacity with members and their guests.

The April 9 meeting will feature Miss Beth Hollister, personnel executive, speaking on various phases of personnel and employment problems. The month of May has been selected for the first "Annual Meeting and Banquet," at which time a report of the progress to date will be submitted to the members, and new officers will be elected, to take office August 1, the beginning of the new fiscal year.

The Northeastern Ohio Alumni Club is interested in contacting any and all alumni living in the Northeastern Ohio area. Business meetings are held the second Friday of every month. Meeting places are announced through the mail. Alumni now unknown to the club are invited to contact any of the officers, and have their names put on the mailing list for notification of all future meetings and social events.—ROBERT C. JONES

BUFFALO

THE BUFFALO ALUMNI CLUB celebrated Founders' Day with a dinner at the Hotel Markeen. Brother Atkinson an alumnus of Beta Chapter gave a short address on the history of Delta Sigma Pi. We then had a lengthy discussion on the possibility of reactivating Alpha Kappa Chapter at the Millard Fillmore College, the evening division of the University of Buffalo. A committee was appointed composed of Brothers Schlant, Lowe and Weyer to check with the dean of the College. Early in January the committee and officers of the Buffalo Alumni Club met with a representative of a local fraternity from Millard Fillmore College at a dinner held at the Buffalo Club. Brother Thomson from The Central Office was present at this meeting and explained the procedures for the reactivation of Alpha Kappa Chapter. A joint meeting of the Buffalo Alumni Club and the local fraternity group was held on March 19 at the Hotel Worth. Brother Thomson of Chicago was again present at this meeting at which time the local group indicated their desire to take over the Alpha Kappa Charter. The Alumni members

of the Alpha Kappa Chapter voted to accept this group.

The reactivation of Alpha Kappa has become a reality and the initiation of the members of the local fraternity group from Millard Fillmore College is set for April 17. At that time the hope of all Alpha Kappa Alumni will come true and Buffalo would again have an active chapter in operation.—RALPH H. FRANCLEMONT

Deltasig Alumnus Appointed Dean at Georgia

DR. JAMES E. GATES, *Kentucky*, recently became dean of the University of Georgia School of Business Administration. Brother Gates has had a remarkable career



JAMES E. GATES, *Kentucky*

prior to accepting this most recent appointment. Before entering college, he worked in the capacity of stenographer-bookkeeper for Goodyear, the L & N Railroad, and the Kentucky Municipal League. Late in his twenties he entered the University of Kentucky and graduated in two and a half years at the head of his class.

In 1930, Dr. Gates did graduate work at Kentucky in economics. In 1931, he continued his work at the University of Chicago. He received his Ph.D. in economics at the University of Virginia in 1933, after which he spent two years with the National Recovery Administration. Some time later, Brother Gates joined the Federal Power Commission as an electric rate investigator and, in 1939, went with the U. S. Tariff Commission making transportation and marketing analysis. During the war period he was engaged to study public utility problems. From 1945, until he came to the university, Dr. Gates had been with the Container Corporation of America as an economic data analyst.

CHICAGO

THE CHICAGO ALUMNI CLUB has had two well attended and interesting meetings during the months of February and March. Our own Merle Loder, C.L.U., Chicago agency manager for the Mutual Life Insurance Company of New York, described in his talk, the extensive use his agency is making of aptitude and psychological tests in choosing new agents. These tests have been used for the past two years and have proven to be extremely valuable. The men chosen as a result of these tests have become great assets to the agency even before completing the three year training program. George Heitz, assistant sales promotion manager of National Transitado Incorporated, presented the advantages of transit advertising in an interesting talk illustrated with colored slides. His pantomime on the experience of a daily commuter on Chicago's public transportation proved that George has not lost any of his ability as a public entertainer.

Ray Iekel, the year's champion golfer, having finally returned after a four months sojourn into the hurricane swept South, was presented with the Chicago Alumni Club Golf Trophy. Ray posted the best score in last year's annual golf tournament and is assured of great competition in the forthcoming tournament to be held this summer.

The professional committee has promised to have Howard Wilson, economist and instructor at Loyola University, as the speaker at the meeting to be held April 15. Brother Wilson has written a book on economics and is a director of the Economic Institute. His subject will be "The Depression in 1952."

On April 3 the members and their sweethearts will assemble at the sound of the huntsman's horn for "The Chase of The Wild Pink Wolf." Forty-two East Cedar Street, a famous Chicago hunting grounds, will open its rustic gates to accommodate the hunters. This will be the theme of the annual mixed party of the Chicago Alumni Club.—ROBERT O. LEWIS

Early Member of Psi Chapter Dies

ONE OF THE EARLY MEMBERS of Psi Chapter, *Wisconsin*, Karl F. McMurry, died recently at the age of 67. Brother McMurry was a senior member of the firm of McMurry, Smith and Gesteland, certified public accountants, of Madison, Wisconsin. Brother McMurry first came to Madison in 1917 as a member of the University of Wisconsin faculty. He taught accounting until 1924 when he entered his private accounting business. During his life he was very interested in welfare work and served on many local organizations.



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Advertising and Selling

REFRESHER COURSE IN ADVERTISING, SELLING AND MERCHANDISING, by the staff of Printers' Ink, published by Funk and Wagnalls, 265 pp., \$4.

Facts and findings on more than forty advertising, selling and merchandising devices, such as giving samples, consumer contests, premiums, special offers, etc., for increasing sales. Useful for the manufacturer or large retailer.

ELECTRICAL APPLIANCE SALES HANDBOOK, by Lawrence Wray, published by McGraw-Hill, 238 pp., \$3.50.

Provides the retail salesman in the electrical appliance field with accurate information and primary sales data on major appliances such as water systems, water heaters, refrigerators, washing and ironing machines, ranges and vacuum cleaners, and gives effective sales arguments for use in contacting prospective customers.

Economic Policy

WILL DOLLARS SAVE THE WORLD? by Henry Hazlitt, published by Appleton-Century, 95 pp., \$1.50.

This little book states the European economic problem as the author sees it and suggests positive steps for the U. S. to take to help the world make a satisfactory economic adjustment. It is an argument in opposition to the Marshall Plan.

ECONOMIC POLICY FOR A FREE SOCIETY, by Henry C. Simons, published by the University of Chicago Press, 362 pp., \$3.75.

The major writings, except for his works on taxation, of an economist, an exponent of the laissez faire school.

DEMOCRACY IN PROGRESS, by David M. Wright, published by Macmillan, 237 pp., \$3.50.

Outlines the political and social standards considered essential for democratic progress, offers criticisms and suggestions regarding specific economic problems and, in conclusion, examines current economic policies in the U.S. in the light of these findings.

Government Securities

CONCERNING U. S. GOVERNMENT SECURITIES, by Charles F. Childs, published by C. F. Childs and Co., 597 pp., \$5.

A review of national financing by the U. S. Government, 1635 to 1945. Considers various fiscal, economic, legislative, and political factors which were reflected in interest rates, investment yields and market trends for Government securities.

Job Evaluation

JOB EVALUATION, by Jay L. Otis and Richard H. Leukart, published by Prentice-

Hall, 488 pp., \$6.65.

Presents a basis for sound wage and salary administration and its techniques.

APPLIED JOB EVALUATION, by H. Geddes Stanway, published by Ronald Press, 89 pp., \$3.50.

A manual of installation and operating methods describing how to set up wage rates, operate a successful job evaluation plan and how to get a satisfactory salary scale. The author, a former director of salary and wage systems for E. R. Squibb and Sons, also discusses various bonus systems.

Labor-Management Relations

LABOR UNIONS IN ACTION, by Jack Barbash, published by Harper, 280 pp., \$3.50.

A careful, detailed, objective study and interpretation of how labor unions operate, written by a union spokesman who has been a member of the International Ladies' Garment Workers' Union and the Amalgamated Clothing Workers Union. It discusses union structure, jurisdiction and government, and the process of collective bargaining.

UNION CHALLENGE TO MANAGEMENT CONTROL, by Neil W. Chamberlain, published by Harper, 348 pp., \$4.50.

The voice of labor unions in important decisions of management, considered generally and specifically as it affects the automobile, steel, and meat-packing industries. The author, research director of Yale University's Labor and Management Center, looks toward the necessary and effective integration of unions with the management of private enterprise.

TRADE UNION ANALYSIS OF TIME STUDY, by William Gomberg, published by Science Research Associates, 254 pp., \$4.25.

Examines the basis and theoretical scientific requirements of the time study and analyzes the systems in present industrial use. The author is director of the Management Engineering Department of the International Ladies' Garment Workers' Union.

PATTERNS OF UNION-MANAGEMENT RELATIONS, by Frederick H. Harbison and Robert Dubin, published by Science Research Associates, 238 pp., \$3.75.

This study contrasts the relations of two automotive industry organizations, General Motors and Studebaker, with the United Automobile Workers-C.I.O. It undertakes an analysis of motivation and attitudes in labor decisions.

LABOR-MANAGEMENT COOPERATION AND HOW TO ACHIEVE IT, by E. J. Lever and Francis Goodell, published by Harper, 155 pp., \$2.50.

The organization, conduct, and probable attitudes of workers and management toward

a Joint Production Committee and the functions of labor and management leadership.

Taxation

LEGISLATIVE HISTORY OF EXCESS PROFITS TAX LAWS, 1917-1946, by Jacob S. Seidman, published by Prentice-Hall, 414 pp., \$15.

This compilation aims to present evidence of congressional intent as revealed by pertinent committee reports, hearings, congressional debates, and other items in the legislative history of the various sections of the acts. The value of such a book to accountants and tax lawyers is extraordinary in their need to study legislative intent.

Prominent Faculty Member Dies

JOHN C. TEEVAN, one of the prominent and popular faculty members at Northwestern University and an alumnus of Beta chapter, died recently in his home in Evanston, Illinois. Brother Teevan was 67 years old at the time of his death and for 29 years he had served as a member of the law faculty of Northwestern University. He originally joined the faculty in 1917 and retired in 1946. From 1917 to 1931 he also practiced law in Chicago.

Brother Teevan received his education at the University of Chicago, the John Marshall Law School and Northwestern University. He served as president of the American Business Law association, and was the author of three volumes of questions and answers for certified public accountant examinations. In collaboration with L. Y. Smith he also wrote several books on business law which are presently used as texts at Northwestern University and many other universities throughout the country.

DIVIDENDS

To Brother and Mrs. Cornelius Oberle, *Johns Hopkins*, on December 9, 1947, a son, Thomas Stephen.

To Brother and Mrs. Russell C. Erb, *Johns Hopkins*, on December 10, 1947, a son, David Bradley.

To Brother and Mrs. Eugene G. Cross, *Johns Hopkins*, on December 11, 1947, a daughter, Jennifer Ann.

To Brother and Mrs. Reeves Stewart, *Texas Tech*, on January 19, 1948, twins, Roy and Rex.

To Brother and Mrs. T. C. Mason, *Georgia (Kappa)*, on February 3, 1948, a son, Marion Bernard.

To Brother and Mrs. Henry V. Janowiec, *Northwestern (Beta)*, on February 12, 1948, a son, Paul David.

To Brother and Mrs. Homer B. Brewer, *Georgia (Kappa)*, on February 17, 1948, a daughter, Ellen Kathleen.

To Brother and Mrs. Robert Kennedy, *Marquette*, on February 20, 1938, a son, James R.

To Brother and Mrs. William F. Lozier, *Georgia (Kappa)*, on February 25, 1948, a daughter, Linda Stephens.

To Brother and Mrs. Austin L. Turner, Jr., *Texas Tech*, on February 28, 1948, a daughter, Patricia Ann.

To Brother and Mrs. Arnold D. Gregory, Jr., *Georgia (Kappa)*, on March 8, 1948, a son, John Howard.

LINCOLN

THE LINCOLN ALUMNI CLUB meets each Wednesday for luncheon at the Lincoln Chamber of Commerce. Once a month one of the brothers presides over an informal discussion of some current subject—universal military training, income tax problems, trends in business, etc. A dinner meeting is held once a month. The February meeting at the spaghetti bar was very well attended. Lincoln Alumni Club members also attend dinners and professional meetings of the active chapter held on Monday evenings in the Student Union Building.

Dean Irvin, vice-president and province officer has been transferred to the Duluth, Minnesota plant of Western Electric Company. We will miss Dean a great deal as he was always a leader. Our Treasurer, William John, CPA, has moved to Tucson, Arizona, where he is comptroller of the Mulcahy Lumber Company. Jim Ferguson is now associated with the Nebraska Salesbook Company, here in Lincoln.

Dick Allgood, previously with Western Electric Company, is now secretary of the Nebraska Association of Insurance Agents with offices in the Stuart Building, Lincoln. Phil Simpson has started a Plastic Paint retail store here in Lincoln. Clyde Irwin is food director at the Student Union on the campus of the College of Agriculture here at Nebraska.—
GEORGE T. DINSDALE

Appointed Sales Manager of G. E. Division

EDWARD A. MALLING, *Miami*, was recently appointed Sales Manager of Multi-Weave Products, a specialty division of the General Electric Company, at Electronics Park, Syracuse, New York. In this post Brother Malling will head the expanding sales activity of the section which is devoted to the design, development and fabrication of specially-woven grilles for radio receivers, diesel locomotives, and other decorative applications. He will make his headquarters at Syracuse where multi-weave manufacturing is carried on.

Brother Malling joined the staff of General Electric Company in 1935, in the refrigeration department. In 1942 he was transferred to the purchasing division of the electronics department, and since 1945 he has worked on the sales possibilities of products fabricated by the newly-developed multi-weave process.

LIFE MEMBERS

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

- 1251 C. SHELDON VAN BUREN, *Beta*, Northwestern-Chicago
- 1252 THEO H. YEACER, JR., *Pi*, Georgia-Athens
- 1253 ALAN V. KARHAN, *Alpha*, New York
- 1254 HARMAN NEBEL, *Alpha Beta*, Missouri
- 1256 WALLACE S. NOWEL, *Alpha*, New York
- 1257 WARREN A. SEDBERRY, *Alpha Sigma*, Alabama
- 1258 F. RALPH KANE, *Beta Theta*, Creighton
- 1259 VAINO E. LAINE, *Psi*, Wisconsin
- 1260 T. EARLE HUTCHINSON, *Beta Nu*, Pennsylvania
- 1261 DELL R. KING, *Beta Kappa*, Texas

- 1262 ROBERT L. ANDERSON, *Psi*, Wisconsin
- 1263 WILLIAM A. FRENCH, *Alpha Beta*, Missouri
- 1264 JAMES E. NEWMAN, *Alpha Zeta*, Tennessee
- 1265 RALPH W. MILLER, *Beta Eta*, Florida
- 1266 GEORGE ESTERLY, *Iota*, Kansas
- 1267 LEROY R. HAYDEN, *Alpha Beta*, Missouri
- 1268 WILTON BLACK, SR., *Beta Zeta*, Louisiana State
- 1269 JAMES C. WALLER, *Kappa*, Georgia-Atlanta
- 1270 ALFRED R. GUTHRIE, *Beta Delta*, North Carolina State
- 1271 FRED GLASER, *Beta Theta*, Creighton
- 1272 ALDEN D. ELBERSON, *Beta Nu*, Pennsylvania
- 1273 L. ALLEN BAKER, *Alpha Beta*, Missouri
- 1274 VIRGIL M. DARNALL, *Beta*, Northwestern-Chicago
- 1275 HENRY B. DAWSON, JR., *Beta Lambda*, Alabama Poly.
- 1276 BURDETTE G. MEYER, *Zeta*, Northwestern-Evanston
- 1277 HAROLD G. EICH, *Beta Lambda*, Alabama Poly.
- 1278 MELVIN F. FINK, *Omega*, Temple
- 1279 JOSEPH P. JEWELL, JR., *Beta Zeta*, Louisiana State
- 1280 EDWARD C. WEYGANDT, *Beta Pi*, Kent
- 1281 RICHARD E. HEACOCK, *Alpha Nu*, Denver
- 1282 H. DOUGLAS FOX, JR., *Chi*, Johns Hopkins
- 1283 MARCUS M. MORRIS, *Kappa*, Georgia-Atlanta
- 1284 HOWARD A. HALVORSON, *Alpha Epsilon*, Minnesota
- 1285 HORACE F. BEERHALTER, JR., *Beta Nu*, Pennsylvania
- 1286 DOLPHUS E. MCLENDON, *Beta Upsilon*, Texas Tech.
- 1287 PAUL R. THOMPSON, *Beta*, Northwestern-Chicago
- 1288 LLOYD A. COOK, *Alpha Pi*, Indiana
- 1289 ERWIN A. WALSH, *Theta*, Detroit
- 1290 ALBERT G. WOELFLE, *Beta Sigma*, St. Louis
- 1291 LILBURN C. FELDMANN, *Alpha Beta*, Missouri
- 1292 JOSEPH M. HEFNER, *Beta Upsilon*, Texas Tech.

- 1293 JOSEPH CRABTREE, *Beta*, Northwestern-Chicago
- 1294 JOHN E. SANDALL, *Beta*, Northwestern-Chicago
- 1295 JOHN MERLINO, *Beta Nu*, Pennsylvania
- 1296 BRUCE L. WASHBURN, *Theta*, Detroit
- 1297 DONALD F. HOLEM, *Beta*, Northwestern-Chicago
- 1298 HENRY N. PEDERSEN, *Beta*, Northwestern-Chicago

Deltasig Dean Serves On Board of Education

GEORGE R. ESTERLY, *Kansas*, was recently elected to the Board of Education of Millburn, New Jersey. Brother Esterly polled the largest number of votes of the six candidates. His term of office will be for three years. Brother Esterly is Dean of the School of Business Administration at Rutgers University, which school was previously a part of the University of Newark. He was instrumental in the organization of the local fraternity which became our Beta Omicron Chapter and has taken a very active part in its supervision and affairs since its installation.

M E R G E R S

ORVILLE A. KENT, *Missouri*, on December 7, 1947, to Shirley Marie Mooney, at Springfield, Missouri.

LAWRENCE S. EVANS, *Georgia (Kappa)*, on January 18, 1948, to Louise Johnson, at Atlanta, Georgia.

EDGAR S. JACOB, *Johns Hopkins*, on January 31, 1948, to Mildred M. Trautman, at Baltimore, Maryland.

ROBERT A. MOCELLA, *Northwestern (Beta)*, on January 31, 1948, to Mary Dorcas Stephens, at Chicago, Illinois.

PAUL C. HUTSON, *Baylor*, on March 5, 1948, to Mary Beth Sanders, at Houston, Texas.

R. L. COOPER, *Baylor*, on March 13, 1948, to Sue Anderson, at Willis Point, Texas.

JOHN D. FOUNTAIN, *Georgetown*, on March 13, 1948, to Ruth Hunter, at Silver Springs, Maryland.



BUSINESS LUNCHEON CONFERENCE AT RUTGERS UNIVERSITY at which 5 of the 6 speakers were Deltasigs. This was not specifically planned, but was merely a coincidence. Left to Right: Louis P. Starkweather, Rutgers, Chairman of the Finance Department, Rutgers University; Unidentified Minister; Russel Baker, Rutgers, Toastmaster; Harry Read, Northwestern, Guest Speaker; Robert Maier; Rutgers, Conference Chairman; George R. Esterly, Kansas, Dean of the Rutgers University School of Business Administration.



CHAPTERS

RUTGERS—School of Business Administration

THE DAYS GROW LONGER at our downtown Newark campus of the Rutgers University School of Business Administration, and the brothers of Beta Omicron Chapter, together with their fellow students, begin to turn their thoughts toward the pleasant months of vacation which lie ahead. As we sit around the chapter house listening to the broadcasts of the training-camp baseball games, we know that summer will soon be here. But alas! being the prisoners of a three-semester schedule, we are doomed to toil at our books until the end of July. Since those dreams of a summer's afternoon at the beach are still, in reality, a few months away, we are forced to content ourselves with the affairs at hand. These affairs, in so far as they center around fraternity life, are proving to be most interesting and enjoyable.

Our chapter house is now alive with the sounds of our latest pledge class going cheerfully about their allotted tasks. This class was introduced to the brothers of Beta Omicron chapter at the second rush smoker of the 1947-1948 school year, which was held in January. The entertainment feature of the smoker was the showing of films of the Louis-Walcott fight. At the close of the evening's fun, 23 men indicated their desire to become members of Delta Sigma Pi. These 23, together with an active roster which has now grown to 50 men, tend to make our small quarters a very crowded, but an equally lively place.

Continuing to follow a policy of planning professional meetings which are entertaining as well as educational, Russ Baker invited a representative of American Airlines to speak at our February meeting on employment opportunities in the airlines industry. The showing of a sound film depicting a ride to the Southwest by airliner provided the evening's entertainment. Other recent features of our professional program have included a trip behind the scenes at one of the large, Newark department stores, and a talk by our own Louis P. Starkweather, chairman of the finance department at Rutgers, on opportunities in the field of investment finance. Brother Starkweather's talk was made all the more effective by the fact that, in addition to his academic duties, he is in charge of his own investment counseling business in New York.

Social life for the chapter has been amply provided for in the form of house parties conducted by Pete Meyer and his able assistants. With so many of the brothers now participating in the school's glee club, some good, old-fashioned harmonizing around our battered, but sturdy, piano has become a regular feature of these affairs. The big social event of February was the annual Inter-Fraternity dance. We are looking forward, at present, to our own Deltasig spring formal dance to be held in May at the Essex County Country Club, in West Orange, New Jersey. Judging from the size and activity of our present chapter, this should be

one of the most successful dances ever held by Beta Omicron Chapter.

The news on the athletic front is not so pleasant to report, but it will be reported just the same. Our basketball team, despite a valiant try, is now out of the running in the school's intra-mural league. Ever hopeful however, we are looking forward to much better luck on the softball diamond during the next few months.

As we come to the close of another school year, it is with sincere regret that those of us that are in the Class of 1948 at Rutgers prepare to end our undergraduate association with Delta Sigma Pi. We would like to take this opportunity, in the last issue of the DELTASIG before the summer vacation, to extend our greetings and good wishes to Deltasigs everywhere. And to those of you who, like we, will graduate this year, we extend a special wish for success in your post-school efforts.—ROBERT BROWN

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MARQUETTE

OF FIRST IMPORTANCE, we of Delta Chapter at Marquette wish to extend to the entire fraternity best wishes for a very pleasant summer vacation. We feel assured that this year has been very successful for all our chapters, and we will all return next year with new vigor. At the present we are making plans for our May initiation. At a smoker held March 30, at the Marine Memorial Building here in Milwaukee, 48 guests and prospective members spent a very enjoyable evening. Formal initiation of this class will take place May 1, at the Ambassador Hotel.

Outside of our pledging festivities, Delta Chapter was well represented in the all university prom held April 9. Brother Lanser was on the prom committee and did a fine job as chairman of the ticket sales.

Our professional program this year has been especially outstanding. On March 16, Mr. R. Johnson gave an outstanding talk on the "Opportunities For College Graduates," in the field of Merchandising. At present he is merchandising manager for Sears Roebuck in Milwaukee.

Our athletic schedule for the past year ended with a successful bowling team. Delta Sigma Pi won the championship in the fraternity bowling league at Marquette. The softball league is underway at the present. As things look the team has a good chance for another championship.—DON A. ROETTERS

MISSISSIPPI

ALPHA PHI CHAPTER at the University of Mississippi is now making plans for the annual field trip to Memphis. Committees have been appointed, and four buses have been engaged for this event. Students of the School of Commerce and Business Administration will visit two large department stores, the Federal Reserve Bank, Sears, a packing house, and a wholesale grocery. Students in accounting, marketing and merchandising credit and collections, insurance, and money and banking classes will make the trip—leaving the campus at 7:30 A.M. and returning to Oxford at 6:30 P.M. Much interest has been manifested in this project in previous years.

Commerce Day will be held on April 28. The School of Commerce and Business Administration will again denote this day as a holiday. Prominent speakers will visit the campus and address students in specialized fields in the morning classes. In the afternoon of the same day the student body of the university will meet in assembly in Fulton Chapel to hear an address by a leading Mississippi businessman. Following the afternoon talk, the Deltasigs and dates will go to beautiful Spring Lake for an outing.

The Film Series Committee recently arranged a showing of "The Bell Heard Round the World," a National Cash Register release.—FRANK MOAK.

PENN STATE

ALPHA GAMMA CHAPTER of Delta Sigma Pi opened the spring semester with more than 30 active members resuming their studies. Russel Teall was elected head master for the current semester. Other officers elected in February are: Senior Warden, Karl Spaeth; Junior Warden, David Huber; Scribe, Edwin Manbeck; Treasurer, Owen Giblin; Historian, Dorrance; Master of Festivities, John Stevenson. The chapter is continuing its policy of bringing to the attention of the students of the college, business conditions and practices as they exist outside of textbooks. With this view in mind we have acquired the services of a number of excellent speakers who will present the workings of their respective industries before the student body.

While most of our activities in the past few months have been of a professional nature we have made definite plans for social events in the near future. On March 3, the Deltasigs and members of the faculty will get together at Professor Thompson's home for a stag social. We have found these informal meetings to be very helpful in promoting better relations and understanding between the fraternity and the faculty. The annual Deltasig May Frolic will be held in the Student Union Building. Although most of our plans for this dance are still in the tentative stage we hope to make it, as always, a gala affair.

Al Hack is serving his second straight semester as chairman of Tribunal, the judicial authority for all male students on campus. Al will also compete in intercollegiate competition for the golf team again this year. Pat Boner, a very active member of Alpha Gamma Chapter for many years and now a professor here at the college, has been appointed Province Officers by the Grand President. We are very proud and happy to have Pat working with us in his new position.—Bert L. ACNEW

WESTERN RESERVE

FRANK MOSSMAN of the marketing department of Cleveland College has been elected the new Chapter Advisor of Beta Tau. He succeeds Kenneth Lawyer, head of the marketing and merchandising department, who acted in that capacity when this chapter was a local fraternity. Beta Tau Chapter is deeply grateful for services he rendered in his advisory capacity. The initiation of our Chapter Advisor took place at a banquet held at Brown's Cottage on March 12, 1948.

Dr. Donald R. G. Cowan, one of America's foremost market consultants gave the third in a series of lectures on, "Careers in Marketing." The general subject of Dr. Cowan's talk was, "Market Research as a Career for a College Student." He contrasted market research with market administration, distinguishing between qualifications required for each field and comparing the opportunities in them. He also discussed the background and training required for market research and traced the growth of the field. Dr. Cowan has a rich background of experience, which made him particularly qualified to speak on the subject. At present he is the consulting economist for the National Coal Association. Dr. Cowan was one of 20 economists selected by the federal government to study business conditions and trends. Also in professional activities, an industrial tour of the General Electric Plant is being planned for the month of May.

A stag party was held at the Mexican Hat Room of the Crawford Grille. The formal rush for the spring semester will be held at the same place on March 19, 1948. A large turnout

is expected when the prospective pledges meet the actives and alumni. The biggest event on the social calendar will be on April 3, 1948, when a formal dinner dance will be held at the Richmond Country Club. Beta Tau Chapter will again take over the Playhouse Theater in May to secure funds for the treasury.—GLEN H. DENGLER

RIDER

BETA XI CHAPTER, to cliché, has taken on the "new look." Not only has the chapter house been beautifully painted in pastel shades by the new brothers but also the semi-annual election of officers was held. The new officers are as follows: Head Master, Roger Laubach; Senior Warden, Bob Edwards; Junior Warden, Bob Geiger; Treasurer, Herb Klepper; Scribe, Don Hackley; Chancellor, Pat Roden; Historian, John Moore.



GRAND PRESIDENT FOWLER CROWNS Beta Xi Chapter Rose of Deltasig, Miss Mary Lou Gerhart.

On the sports page we find the chapter's basketball team losing in the semi-finals of the Rider Intramural Basketball League. The bowling team of Beta Xi Chapter is currently in second place in the college bowling league. Plans are being carried out for championship matches in the inter-fraternity table tennis tournament. The dart, and you may believe your eyes, pinochle tournaments are progressing rabidly and rapidly at the house. Also, with spring just around the nearest melting snow drift, the hot stove league of softball fans will soon take to the diamond.

Further investigation of the newly redecoated rooms of the squirrel hill home reveal a new console model radio. This item was added as a consolation asset to the dining room crowd who eat to satisfy bird-like appetites. Biology class instructors inform us that birds eat three times their own weight at a perching.

Rider College has on its social agenda a homecoming weekend for alumni. This gala affair is to take place April 16, 17 and 18. Beta Xi Chapter will have open house for all visiting alumni during those days. Undergraduate members and Beta Xi Chapter alumni will also enjoy a house party April 17.

The recent term just ended took away, with sheepskin in hand of course, Brothers Brenner, Hodgett and D'Ambrosio. We all wish them the greatest of success in the big outside world. We also hope to see them return occasionally for a "hello brother" and "make mine. . . ."—ARTHUR J. UNGERLEIDER

OKLAHOMA

BETA EPSILON CHAPTER at the University of Oklahoma had its annual spring industrial tour on March 4, 1948. Over 25 brothers went on the industrial tour to Oklahoma City to get some first hand business knowledge. The following places were visited: Southwestern Bell Telephone Company—We spent three hours at Southwestern Bell Telephone Company in Oklahoma City finding out how the telephone company can give so much service for so small a charge. I'm sure that a lot of the brothers were under the impression that a telephone company was just phones, miles of wire, and operators (girls that is). That false impression was certainly destroyed. After walking for three hours in one building our tired feet are testimony to that.

Oklahoma Gas and Electric Power Plant—Can you imagine that! . . . business students trying to understand the mechanical workings of a power plant? Even so, the power plant was a big hit with the fellows that had never been through one before.

Oklahoman and Times—The Oklahoman and Times is the publishing company of the *Daily Oklahoman* and the *Oklahoma City Times* newspapers. This was the most interesting part of the tour. Here most of us got our first knowledge of how much work goes into our morning and evening paper. We were surprised to learn that it takes over 1,000 employees to make up these two papers that have a circulation of about 350,000. All of us on the tour got a bang out of getting to read the Sunday funnies a week ahead of time.

Deltasigs here at Oklahoma are looking forward to April 15, for on that date representatives of the Goodyear Tire and Rubber Company will be our guests. We are going to spend a whole day learning about the Goodyear Tire and Rubber Company from moving pictures and lectures which will be given by the Goodyear people.

Mr. Flexner, owner-manager, of the Oklahoma City General Beverage Company, which is one of the newest and most modern bottling companies in the southwest, was our guest speaker at one of our recent Deltasig smokers. He brought to our attention many things about the bottling business. The main point that he mentioned, that made us all sit up and listen, was the boom in the bottling business. In the last ten years it has increased over 100 per cent.

All of us here at Oklahoma wish each and every new Deltasig at Southern Methodist University the best of luck.—RUSSELL W. KIRCHOFF

SOUTH CAROLINA

BETA GAMMA CHAPTER has settled down to work as five weeks have elapsed since this spring semester started. Head Master Traylor is really "cracking the whip" to bring our chapter to the top in the Chapter Efficiency Contest. Plans have been made for the brothers to meet prospective pledges Friday night, March 12. A party which will help us obtain more points in the Chapter Efficiency Contest will be our Chapter Birthday Celebration, which will be held at the Jefferson Hotel, April 12.

We had one professional speaker, Mr. Walter C. Robinson, comptroller of the South Carolina National Bank, on March 3. Mr. Robinson spoke about the different departments, their duties, and checks and controls of one department on another. He told us that there have been listed in a text, 210 different ways used to swindle banks out of money. Mr. Robinson



BETA XI CHAPTER INITIATES NEW BROTHERS on February 6, 1948. FRONT ROW: (left to right) Robert Geiger, Louis Botteri, Victor Ambrosino, John Moore, Robert Bormuth, George Sperryak, Sebastain Fraulino. SECOND ROW: Nicholas Dorozinsky, Joseph Meskill, Harry Davis, Paul Hammel, Patrick Rodden, Alastair Fraser, Paul Orchanian. THIRD ROW: Dwight Clark, William McClain, Donald McVay, William Ritchie, Edward Hawkins, Donald Hackley.

to find that he would be glad to take us on a tour through the bank to show us the smooth efficient work that goes on after the doors close to the general public at one o'clock. Beta Gamma Chapter has been working in close harmony with the Y.M.C.A. and the alumni of Beta Gamma Chapter to make a great success of the forthcoming tennis matches of the troupe of Bobby Riggs, Jack Kramer, Dinny Pails, and Pancho Segura. A memorial fund will be set up with the proceeds that the chapter receives. If any of the brothers should be passing through Columbia, South Carolina or are coming to our fair city, stop to see us at Tenement 14 on the campus, which is one block off Route 1. —JAMES A. COBB, JR.

DE PAUL

TAM O'SHANTER COUNTRY CLUB was the setting that attended the formal initiation and banquet of Alpha Omega Chapter on February 16. On that day the following men were formally initiated into the fraternity: Peter Skarbovick; Peter Hegarty; Raymond Liljgren; Raymond Timmer; Edward Harrigan; Edward Kuhn; Edward Nendick; John McInerney; John Kelly, Jr.; John Gallagher; John Cummings; George Alexander; George Latchford III; Gerald Head; James Crandall; Maurice Valente; Robert Lester; Robert Holz; Lawrence Larkin.

In attendance were many alumni members and active members of Alpha Omega Chapter. Toastmaster for the evening was Larry Schnittgen. Cast in the role of after dinner speakers were: Reverend Bernard J. Malvey, faculty advisor of the fraternity; Stephen Mueller, chairman of the management department in the College of Commerce, De Paul University; and Richard W. Cox, chairman of the marketing department in the College of Commerce, De Paul University. A fine choice excerpts of the dissertation given by Mr. Cox are as follows: "The problem facing modern business management are almost insurmountable, and the means with which we can deal with these problems are few and simple. However, it is believed that there is a realm of executive decision-making which can be more efficiently and more effectively dealt with if the simple means available are used. By and large, executives today are using their histori-

cal prerogative in decision-making; that is, hunchwork, inspired intuition, personal opinions, biases, and prejudices. The challenge, that opportunity today for young men to crash the ivory towers of management decision-making, lies in their recognition of the necessity of surrounding their body of decisions with facts from which a reasonable and logical inference may be drawn."

The members of Alpha Omega Chapter have begun a drive to better this chapter's standing in the Chapter Efficiency Contest. In the recent past all members responsible have been busy gathering the Chapter Efficiency Contest points that have been inadvertently overlooked in past months. Consequently, the presence of professional men at our coming monthly meetings should create and provide a great deal of interest and enthusiasm among the members.

The perennial time is approaching for the election of new officers. Concerning this matter the members are reminded to use the utmost discretion in selecting the men that will lead the chapter for the coming year. The men nominated and elected should have the qualities and capabilities necessary in sound leadership and management, and friendship and personal dislikes should have no influence in the choice of the active members. Remember again that your chapter is as sound and as efficient as your officers. Elect the men best fit for these offices and watch the chapter grow under their able leadership.—RENALD J. ROONEY

MIAMI

THE CINCINNATI *TIMES-STAR* played host to thirty members of Alpha Upsilon Chapter early in March. In a four hour conducted tour of the newspaper offices and plant, the brothers were introduced to all phases of newspaper operation in one of the most modern of such establishments in the country. The trip through the *Times-Star* began with the advertising and sales departments and progressed through the news rooms, radio station, and followed the flow of material on into the printing plant and subsequently to the distribution department. We were fortunate in that the trip was so planned that we were able to watch two editions take form, go to press, and on out into the streets. From the standpoint of students of business administra-

tion, the trip was beneficial in that we left Cincinnati with a better understanding of the problems and fundamentals of at least one form of media through which large businesses keep in touch with their customers.

The spring semester rush smoker was held on Tuesday, March 16. Following the smoker the actives retired to the "Huddle" for a formal banquet at which the prospective neophytes were voted upon. Twenty-one new pledges were selected and will be formally entertained at another banquet to be held in the near future. Mr. Joseph Pillion, professor of finance and insurance at Miami, has been formally pledged. Mr. Pillion is one of the best liked faculty members on Miami's campus.

This past week the Goodyear Tire and Rubber Company visited the campus to present their dealer program which was developed in the year following the cessation of hostilities. The purpose of showing the presentation to students is to show the possibilities of this type of visual education for use in modern business. Although not sponsored by Miami Deltasigs, the program was of such value as to merit attention in this column.

Plans are in the making to wind up this school year with another field trip to a large merchandising establishment in Miami Valley. Then there will be just time left for initiation and the accompanying formal banquet. The culmination of these plans will bring to a close one of Deltasig's most successful years on Miami's campus.—HERMAN H. HALE, JR.

BAYLOR

THE last several business meetings of the Beta Iota Chapter have been mostly concerned with the problem of instituting a better means of getting acquainted with prospective members and carrying out a thorough training program for the future pledge classes. An idea was submitted to the chapter by a committee headed by Jack Tutt, who graduated in February, outlining a plan whereby the prospective pledges and members would get together at three functions: a professional meeting, a stag smoker, and a regular business meeting. At the third of these meetings the rushees would be voted upon. The plan was accepted wholeheartedly by the chapter. It is felt that by having an opportunity to observe men under these three entirely different circumstances the members would have a chance to judge whether or not these were really the type persons we are seeking.

A large attendance and an increased interest is evidence of the success of the last two professional meetings held by the Beta Iota Chapter. On February 9, 1948 Mr. Spencer Brown, young businessman of Waco, spoke on our own government and its advantages over Communism. As an opener for the spring term Mr. George Chase of the Chase Bottling Company and professor in The School of Business addressed the members and guests on how to achieve success in the business world. He quoted three rules to follow in order to arrive at a successful career: (1) high quality of product or service, (2) tell everyone about it, (3) and set the price in line with competitors so that it will be fair and yet afford a profit for the business.

On February 23, 1948, at a business meeting, Miss Ethel Hurr was elected the new "Rose of Deltasig" for 1948. Prior to her marriage in February, Miss Betty Nell Crain was the "Rose." Miss Hurr is a junior and hails from Glidden, Texas. She will be formally presented to the Beta Iota Chapter at a banquet held in her honor. Some 15 members will be present on March 20, 1948, in Dallas at the installation

ceremonies of the new chapter at Southern Methodist University. Beta Iota Chapter is looking forward to welcoming this new chapter into the fraternity.

Big plans are being made for the annual Delta Sigma Pi banquet which is to be held on April 3, 1948, at the Lake Waco Country Club. Many alumni have indicated that they intend to be present for the occasion. The assistant district attorney of McLennan County, Mr. H. C. Pittman, will be the speaker. The traditional good time is planned for all.—PHILLIP HOWARD, JR.

NEBRASKA

ALPHA DELTA CHAPTER at the University of Nebraska, now under the direction of Head Master Fruhbauer, has been anything but inactive since the beginning of the second semester, February 2. The first big event on our agenda was the 23rd Annual School of Business Administration Banquet sponsored by the Alpha Delta Chapter in cooperation with the campus chapters of Alpha Kappa Psi and Phi Chi Theta. The affair was a huge success. Dr. Karl Arndt, faculty advisor for Alpha Delta Chapter, acted as toastmaster for the

Chapter were pleased with the fine showing that several of our brothers made and we take this opportunity to congratulate them.

The concluding feature of the evening's entertainment was an interesting and applicable speech by Dr. Gerald Kennedy of St. Paul's Methodist Church. Dr. Kennedy's theme was that wrong is wrong and no matter who commits it, nation or individual, it is still wrong. His talk had a very thought-producing effect on all. We thank Dr. Kennedy for his part in a most enjoyable evening.

At the first scheduled dinner of the term, February 15, we were host to a representative of the American Legion who spoke on Universal Military Training as a part of our National Defense Program. A lively discussion was forthcoming with the various brothers taking sides on the subject evidencing the interest on such a pertinent topic. At a recent business meeting the fraternity finally evolved a progressive movement to set up and build a fund for the expressed purpose of buying or building a house on the campus. All were in favor of raising the dues and placing the surplus into government bonds for this purpose. Though it is evident that the fund will probably not benefit any of the present members, we feel that it is our

reiterate our invitation to all of our brothers to drop in and see us whenever they are in the vicinity of Lincoln, Nebraska. We would like to see them.—ELDON S. HUFF.

NORTH CAROLINA

AS ANOTHER SCHOOL YEAR draws to a close, Alpha Lambda Chapter can look back on a full program of activities and look forward with encouragement to greater success in the future. Interest has been especially keen in our professional meetings. One such meeting, a banquet held recently at the Carolina Inn, featured a review of small business associations in North Carolina and the nation, delivered by James B. Vogler, executive secretary of the North Carolina Food Dealers Association and candidate for state treasurer. All active brothers of Alpha Lambda Chapter were present, in addition to several faculty members from the School of Commerce.

Before his graduation in March, Bill Bowman planned a schedule of professional activities for the spring quarter. This plan, which was received with enthusiasm by the chapter members, included three banquets and two trips to industrial plants in the vicinity of Chapel Hill. During the winter quarter, our chapter initiated 17 undergraduates from the School of Commerce and one faculty member as our new brothers. Festivities in their honor included a party at Terrace View Supper Club, featuring a skit performed by the new brothers for the rest of the chapter. Following the party, a dance was held at Women's Gymnasium.

Alpha Lambda Chapter conducted its second rush week of the school year shortly before spring holidays. At the conclusion of the smokers which were held, we pledged 19 men. These men have entered their pledge period showing much interest in the fraternity, and they should prove a great asset when initiated before the end of the year. Throughout the entire year, our members have shown interest in the Chapter Efficiency Contest. We are anticipating a final score of 100,000 points and will eagerly await the announcement of the chapter standings at the conclusion of the contest.

Although 17 brothers will be lost through graduation in June, the chapter is looking ahead to a successful year beginning next September. Many alumni will be visiting the chapter after the football games in the fall. The active members will be looking forward to seeing them at the house. Don't forget to drop by!—J. EDWARD FAULKNER, JR.

COLORADO

FOLLOWING THE PRACTICE of supplementing the academic training with practical information, Alpha Rho Chapter spent a day in Denver, Colorado visiting the firm of Schwagdor Brothers, Inc., manufacturers of fine and heavy luggage. Later in February a visit was made to the Western State Cutlery Company, Boulder, Colorado. The executives of each company were very courteous and considerate in their explanations of various procedures and generous in their time as hosts to the chapter.

The chapter held an open professional meeting to hear Mr. Lee Fisher of Montgomery Ward & Company of Denver give an illustrated talk on the value of industrial engineering and the training for time and motion study. Mr. Fisher pointed out the actual savings in dollars and cents that could be achieved by eliminating wasteful motions and methods. From the lamp division of the General Electric



NEBRASKA SCHOOL OF BUSINESS ADMINISTRATION BANQUET sponsored by the Alpha Delta Chapter. This is the twenty-third annual banquet.

evening. The two main portions of the program, the awarding and recognition of honors and a timely speech by Dr. Gerald Kennedy, were preceded by a bit of wit on Brother Arndt's part and a demonstration of magic and ventriloquism by John Carson, art student.

Head Master Fruhbauer received one of the initial awards which was the presentation of ten gold keys given annually by Mr. Nathan Gold, in memory of his father William Gold, to the students of the freshman class having the highest scholastic standings throughout the year. We are very proud of Brother Fruhbauer's scholastic ability which we know is only one of his virtues. The second feature of the program was the recognition of those graduating students elected to the national honorary fraternity of Beta Gamma Sigma for the first semester 1947-48. Here again Alpha Delta Chapter was well represented with Brothers Polski and Larson copping two of the coveted positions. In addition to this honor, Brother Polski was acknowledged for having received the Condon, O'Hara, and Becker scholarship in accounting, and Brother Larson one of the two John E. Miller graduate fellowships. All in all the members of Alpha Delta

duty to help provide for the future of the fraternity and for our future brothers. The March 2 meeting saw Alpha Delta Chapter formally pledge 12 men. These men will bolster our membership against the large number of brothers who will graduate in June. The pledges will be formally initiated early in May and will be welcomed into the fraternity.

On March 8, Alpha Delta Chapter of the International Fraternity of Delta Sigma Pi held its Charter Day Dinner. For 24 years, with the exception of one war year, Alpha Delta Chapter has been one of the most active professional fraternities on the University of Nebraska campus. Helping us to celebrate the occasion was Mr. Joins of the Lincoln branch of the Western Electric Company. He spoke on the topic "Western Electric's Personnel Policy." He outlined the laudable ten commandments practiced by that company in regard to all personnel problems. This discussion was especially interesting to those brothers who are graduating and as yet have no definite plans. We, the brothers of the Alpha Delta Chapter of Delta Sigma Pi, a chapter which is going into its 25th year on the University of Nebraska campus, hereby

Corporation, we were able to obtain Carl W. Strain, who was head master of Alpha Rho Chapter in 1942. As guest speaker for our last professional meeting, Brother Strain showed a movie on the development of the fluorescent lamp, and later, for the benefit of the camera fans, showed a short film on the use and merits of flash bulbs in flash photography. The movies were followed by a discussion of the General Electric Corporation and the merits of a position with the company.

With Chancellor John Dickinson as master of ceremonies and Ed Kendig, Bill Smith and Lloyd Sugaski helping to make this annual affair a recurring success, the School of Business Banquet was held February 9 at Wayne's Cafe. Small individual menus and programs in the shape of small ledgers were used. Table decorations of arranged flowers lent a festive air to the occasion. This affair is always very popular with students and faculty, and Alpha Rho members are anxious to aid in insuring the success of the activity which achieves the feeling of unity in the School of Business that is lacking in other schools on the campus. Honors were announced during the ceremonies and our own Dick Phillips was presented with his Beta Gamma Sigma Key.

In celebration of the chapter's birthday, Alpha Rho members and pledges with their dates drove to the Kopper Kettle which is five miles above Lyons on the Estes Road. The setting was one to encourage merriment as the arrivals viewed the picturesque old ranch house set in its backdrop of pine covered hills with a light mantle of freshly fallen snow sparkling in the moonlight. Inside the crackling logs cheerily greeted all from a huge stone fireplace. By candlelight dinner was served at small tables. Master of Ceremonies Bill Heapes limited the program in order to allow everyone to circulate, make new acquaintances, greet old friends and enjoy the dancing. Of the 32 couples present, not one dissenting voice was heard when a vote was called on the success of the party.

On March 5, a number of members of Alpha Rho Chapter were guests of the Boulder Rotary Club at a noon luncheon. Head Master John Kramer introduced the members present and thanked the Rotarians for their hospitality. On March 7, 17 pledges were initiated into Delta Sigma Pi. The initiation ceremonies were followed by a dinner at the Boulderado

Hotel. Past Head Master John Morrow was honored for his diligent efforts on behalf of Alpha Rho Chapter and was presented with a small gold gavel as a token of appreciation. Dean Elmore E. Petersen congratulated the chapter on its growth and extended his thanks for its efforts on behalf of the School of Business.—DICK PHILLIPS

KANSAS

HIGHLIGHTING the first full semester since reactivation is the spring pledging program which is now well under way. The rush smoker held in the Student Union was a great success. Acquaintances were made with the prospective pledges and everyone enjoyed playing cards and drinking cokes. Following the smoker, 20 students indicated their interest in membership in Delta Sigma Pi. Ten were admitted to pledgship at a ceremony held on Thursday evening, March 4. Dean Frank T. Stockton welcomed the neophytes and spoke on the place and value of fraternities in college life. Walter C. Emery is supervising the activities of the pledges under an interesting program. Members of the pledge class include: Edman I. Chapman, Everett N. Devault, Thomas R. Dunn, Stephen R. Ellsworth, Gerald R. Friedman, Victor C. Gradert, George W. Holden, James E. Jolliff, James A. Seelbinder, and Raymond J. Shaw. Pledge class officers elected were neophytes: Gradert, president; Dunn, vice president; and, Jolliff, secretary-treasurer.

Iota Chapter now consists of fourteen actives and a pledge class of 10. Initiation is tentatively set for the second week in May and the pledge class is expected to come through with flying colors. A nucleus is here that will once again cause the chapter to rise as one of the strongest professional fraternities on the campus.

Other fraternal activities are continuing at a busy and welcome pace. Regular business meetings are held twice a month and, more often, additional meetings are called. Brother Richard Wahl has presented an interesting professional program for our attention. The members and pledges were fortunate in having as a speaker, Mr. James H. Hatch, vice-president and production manager of the Union Wire Rope Corporation located in Kansas City. Mr. Hatch gave a very interesting talk, speaking on the subject, "Do Present Labor

Controls Balance Management Controls?"

Future plans call for a talk in April by Mr. Kenneth V. James, business specialist with the Department of Commerce. The members feel that he will highlight the program of the traditional School of Business holiday which is held each spring on the campus. It is customary for classes to be dismissed so students may take part in the activities. Iota Chapter's part in the program will place the name of Delta Sigma Pi to the forefront. These activities should benefit the members in keeping up with the developments and trends in everyday business. Special effort will be made to publicize these professional meetings to the entire student body.

The high-spot of Iota Chapter's social functions will be the observance of the 27th birthday of the chapter. A very popular and interesting speaker, Brother John Ise, professor of economics at the University of Kansas, will speak at the birthday party. Invitations have been sent to the alumni groups in Kansas City and Topeka and members and neophytes are looking forward to renewing fellowship with them. Appetites will be whetted by a luncheon served buffet style and movies of the Kansas-Missouri football game will be shown and explained by the coach.

Several of our brothers will be lost from the chapter at the end of the present semester. Vernon Ferguson, *Beta Kappa*, currently teaching business communications at the University of Kansas, is leaving his present job in June to join John R. Kingsbury, *Beta Kappa*, in the insurance business in Austin, Texas. Head Master Duane A. James is graduating in the field of industrial management and Treasurer Robert Docking is graduating with a major in finance. These brothers have been very instrumental in the reactivation of Iota Chapter this past winter and the chapter wishes the best of everything to come their way.—BILL D. JOHNSON

OHIO

NU CHAPTER at Ohio State University initiated 11 pledges and one faculty member on March 8, 1948. Brother Hamilton, and an all-alumni ritual team, deserve merit for their excellent performance. Our new faculty member is Wilfred J. Fleig, an associate professor in accounting. He received a Bachelor of Science Degree in Commerce at the State University of Iowa, where he continued graduate work before transferring to Ohio State University. Brother Fleig served in the Army Transportation Corps as a captain for three years. He has qualified as a certified public accountant in Iowa and Ohio and is a member of the American Accounting Association, American Institute of Accountants and the Ohio Society of Certified Public Accountants. Brother Fleig is Chairman of the University's committee on visual education; his efforts in this field of work have proven extremely helpful. He is also a member of Beta Gamma Sigma, Beta Alpha Psi and Kappa Sigma. We welcome Brother Fleig as a member of Delta Sigma Pi knowing that Nu Chapter is better prepared for assuming campus leadership.

The third professional meeting of the past quarter featured Mr. Loren R. Lunsford, personnel manager of the Jaeger Machine Tool Company, Columbus, Ohio. The subject was "Industrial Relations" which included a revealing discussion of the Taft-Hartley Act. Three workers of the Jaeger Machine Tool Company were present as guests and as representatives of the Committee for Industrial Organization and the American Federation of Labor. Nu chapter was again awarded the Council of Fraternity Presidents' Scholarship Plaque for the autumn quarter. This is the fourth con-



GROUND WORK FOR THE REACTIVATION OF IOTA CHAPTER, University of Kansas, was laid by the following: **BOTTOM ROW:** (left to right) Stewart Iambers, Richard W. Wahl, Walter C. Emery, Duane A. James, Bill D. Johnson, Donald N. Fulton, Raymond I. Moore, **TOP ROW:** Everett D. Land, Edgar I. Johnson, Robert H. Nichols, Charles M. Wardin, Gordon L. Walter, Robert Docking.

secutive time we have earned the highest all-fraternity average grade on the campus. Our ultimate goal is to win this distinction for one more year, then the plaque would become our permanent possession.

Since reactivation, less than two years ago, we have encountered numerous difficulties such as the inability to acquire a fraternity house, and a large number of graduates, which demands an active pledge program. However, our membership now numbers 54 actives and 11 pledges. An interesting program of both professional and social activities has been outlined for the spring quarter. The feature event will be our annual Rose Formal on May 22.—MICHAEL S. VARGO

GEORGIA—Athens

ON MARCH 6, at the College of Business Administration, Pi Chapter held its informal initiation for the 14 members of the spring quarter pledge class. The informal was followed March 7, at the Holman Hotel, by a formal initiation and banquet. James C. Delay was on hand to explain to the new brothers that "Things Are Not Always As They Seem." Harold M. Heckman, head of the university department of accounting, was the principal speaker of the evening.

Pi Chapter's annual anniversary dance was



BETA CHAPTER INITIATES. Front row, left to right: Marion W. Sprague (Beta Upsilon initiated by Beta), George Zack, Bruce P. Williams, John H. Francis, Raymond L. Chellman, and Glenn A. Klinell. Second row: William A. Marquardt, Richard C. Cooley, James C. Gober, Peter C. Chrisses, and Walter D. Gorey. Third row: Jack K. Tedrahn, Walter J. Heidenson, John Lawciewicz, Norman T. Field, Gordon N. Selby, and Ernest J. Zander.

ALABAMA POLY

BETA LAMBDA CHAPTER of Delta Sigma Pi is issuing warning to all Delta Sigma Pi chapters. Under the direction of our new Head Master, A. J. Hill, a very progressive program is being made to bring Beta Lambda chapter to the top in the 1948 Chapter Efficiency Contest. The other officers for 1948 are Leonard Robinson, senior warden; Charles Dyas, junior warden; Kenneth Feltham, scribe; Michael Parker, treasurer; Guy Cofield, historian; and Arthur Burnette, chancellor. Besides our student leaders, we are fortunate to have Dean Allen, of the School of Science and Literature; Dr. Anson, who is the head of the department of economics; Professor McGehee, who is an assistant professor of economics; and Mr. Farley, who is the head of the graduate placement bureau.

Beta Lambda Chapter jointly with the department of economics sponsored the lecture given by Ellis Arnall, former governor of Georgia, Wednesday, January 14. He spoke on *The South Today*. The members of the chapter acted as ushers for a near capacity audience in the new Student Activities Building, and were special guests at the reception held after the lecture. The members of the chapter were pleased to meet Mr. Arnall, who has been called *the voice of the South*. The success of this lecture has resulted in plans for the bringing of other prominent speakers to the campus under the sponsorship of Beta Lambda Chapter.

On the campus we entered two teams in the intramural debate contest, debating on whether we should change the name of the school from Alabama Polytechnic Institute to Auburn University. The two teams were composed of: Henry Carter and William Vann, and Emory McKinney and Harry Kinney. Both teams were very successful, with the team composed of Henry Carter and William Vann winning eight straight debates and defeating the other Deltasig team in the finals.

Throughout the campus Deltasigs have taken an outstanding part in campus activities. Members have been tapped for Phi Kappa Phi, Omicron Delta Kappa, Blue Key, Spades, and other honor and leadership societies. Dick O'Caïn, president of the executive cabinet of the student body, is a Delta Sigma Pi. In the advanced R.O.T.C. we have Regimental

Commander Harvey Piper, Regimental Executive Kenneth Feltham, Battalion Commander David Guess, and Battalion Executive Michael Parker.

A new set of by-laws has been drawn up and has been sent to The Central Office for approval. Plans are being made for the sponsorship of an honor societies ball by the chapter. The preceding activities and plans are part of the plan to raise Beta Lambda Chapter to the top in the year of 1948.—DAVID E. MYRICK.

NORTHWESTERN—Chicago

BETA CHAPTER handed over a check for \$400.00 to the Illinois Division of The American Cancer Society Research Fund, after pooling its efforts with that of other organizations on the campus. The chapter arranged an all-campus benefit dance which was held in the beautiful Casino Ballroom of the Congress Hotel. Beta men solicited aid in the sale of tickets from various organizations on the campus. Alpha Omega Chapter at De Paul University and Zeta Chapter at Northwestern's Evanston campus pitched into the selling of tickets for this worthwhile undertaking. Highlighting the affair and contributing to the success of the dance was the co-operation of actives and alumni, thus adding another non-profit social function to an already long list.

Our popular Senior Warden, Milton Flechsig, resigned in January to take over the position of Production Control Manager of the Sunnen Products Company of St. Louis. Milt was elected a member of Delta Mu Delta, honorary scholarship society, last November, and was also the recipient of the Delta Sigma Pi Scholarship Key.

Beta Chapter started the second semester of the school year with 17 new actives initiated on February 7. After the formal initiation banquet in the Chicago Room of the La Salle Hotel, all men and their dates attended the winter formal dance of the Commerce Club.

A full professional and social program is planned for the spring semester. Four professional meetings and several house parties and open houses have been scheduled. Included in the calendar is a reception at the chapter house to welcome the parents or wives of the 16 men pledged on March 14.—HENRY V. JANOWIEC



PI CHAPTER ROSE, Miss Anne Gunnels receives gift from Head Master Erquitt.

held Friday the 13th of February, which marked the second successful dance since the reactivation of the chapter. The music was furnished by the Georgia Bulldog Orchestra. "Rose of Deltasig" was one of the featured songs of the evening which was played immediately following the presentation of an engraved cigarette case and a beautiful crown of roses to our sponsor, lovely Anne Gunnels. The alumni and faculty, as well as other invited guests were well represented. It is indeed gratifying to know that everyone has shown so much interest in Pi Chapter.

Brothers Burke and Heckman, as well as Professors Moorehouse and Riggs, all College of Business Administration faculty, did a splendid job of chaperoning. Brother Gates, our new dean, made his first public appearance at a Pi Chapter social function. Plans of obtaining a chapter house for Pi Chapter through contributions seem to have come to a standstill. Contributions have been few. There is some discussion now of obtaining a loan from the university to obtain our house. The house, if obtained, will be self-supporting and the loan can be paid in monthly or similar installments from the house revenue.—

ROBERT J. MERCHANT

MINNESOTA

WE NOW HAVE 22 of the finest and most outstanding pledges, a situation which has been the direct result of an extensive rushing program Alpha Epsilon Chapter conducted this year. Of greatest assistance have been the two smokers held early last fall. Another success in the chapter's activities was the selection of Miss Shirley Sagness, our candidate for queen, as third place winner out of 64 contestants in the homecoming festivities. An entertaining get-together was held later at McCarthy's Cafe.

The fall formal, held on November 15, at the Golden Valley Country Club, is an event still reviewed with pleasure by members of Alpha Epsilon Chapter. Music was provided by Irv Williams and his band and the steak dinner served was exceptionally fine. Various faculty members were present and their remarks indicated that an enjoyable evening was had. Dick Peterson, social chairman of the chapter, was responsible for planning this program.

Elections were recently held and the following officers have taken office: Bob Mabusth, head master; Ted Johnson, senior warden; Hugh Koerner, scribe; and Joe Solien, treasurer. We wish to thank the retiring officers for the effort and time they expended on behalf of Alpha Epsilon Chapter.—KENNETH F. LIGHTY

TEXAS TECH

FALL SEMESTER PLEDGES were formally initiated into the fraternity, Saturday,

poses of a Professional Fraternity." Howard E. Golden, faculty advisor of our chapter, gave a short history of the organization on the Tech campus. Several of the members of the chapter are looking forward to the initiation of a chapter of Delta Sigma Pi at Southern Methodist. Beta Upsilon Chapter is going to send a large delegation to this initiation. While in Dallas, we hope to arrange for a professional tour to be held there sometime in April.

Senior Warden Hefner has done a lot of work on the Business Administration Library Project. The need for such a library is evident and was stressed in Mr. Dupree's speech at our Installation Banquet. Brother Hefner has been to see all of the heads of the departments in the division in order to secure a list of books that we need for our library. Nearly all of the heads of departments were enthusiastic over the project and expressed a desire to help in every way possible. As yet, there have been no plans as to the location of the library, but it is presumed that it will be located somewhere in the administration building or maybe in one of the army surplus buildings.

Friday, February 27, the members of Beta Upsilon Chapter conducted a tour of the ultra-modern Baldrige Bakery. All of the latest baking equipment, including various safety devices on the technical machinery, were seen. Beta Upsilon Chapter is pushing plans for a semi-formal dance to be given sometime in April. Highlight of the dance will be the presentation of the Rose of Delta Sigma Pi.

Members and pledges had the privilege of listening to Mr. Arthur B. Watkins, assistant

TENNESSEE

ALPHA ZETA CHAPTER at the University of Tennessee is anticipating a very successful season ahead with the addition of 38 new pledges. A smoker was held early in February to which 42 men were invited and, of that number, 38 expressed their desire to become a member of Delta Sigma Pi. At the smoker there was a short talk about the fraternity and its purposes followed by a very interesting speech, "What Personnel Managers Look for in College Graduates," by Mr. Victor Davis, secretary of the Alumni Association and director of the University of Tennessee Personnel Placement Bureau. Other professional meetings which have proved unusually interesting were talks on the "Taft-Hartley Law" and "History of National Service Life Insurance" by Associate Professors Karl A. Boedecker and Dan M. McGill respectively, both of whom are instructors in the department of finance.

Newly-elected Head Master Jack D. Peoples of Memphis has planned a tour of our chapter through the J. Allen Smith & Company, a flour mill, in the near future. He also announced that a banquet would be held following the initiation of the 38 new pledges on Saturday, April 3, at the Farragut Hotel. In addition to Peoples, the other officers are as follows: Senior Warden Tom Swift of Nashville, Tennessee; Junior Warden Herbert Rhea of Memphis, Tennessee; and Treasurer Frank King of Kingsport, Tennessee; Scribe Ernest Newbern of Memphis, Tennessee; Senior Guide Bob Moss of Asheville, North Carolina; Junior Guide Bill Overcash of Statesville, North Carolina; and Historian Stewart McCorkle of Knoxville, Tennessee.—JOHN W. STERCHI

DETROIT

THETA CHAPTER'S 27th birthday anniversary was celebrated with appropriate ceremony at Detroit's Park Avenue Hotel on Saturday evening, February 28. Brother Good-year did a fine job of arranging a perfect evening; Brother Gavigan greeted the guests with open hands and performed even his financial duties in a friendly spirit. The old gold and royal purple banners of Theta Chapter blazoned the paneled walls of the gracious English room. The friendly group of brothers with their wives and girl friends enjoyed a pleasant evening, typical of Theta Chapter gatherings. A delicious buffet supper climaxed the celebration.

Paul Pickner has been elected president of the Student Council. It is another rung in Brother Pickner's ladder of fame at the University of Detroit. It is a fitting honor to a fellow who has devoted so much time and talent to the many university activities. Brother Pickner is past head master of Theta Chapter and a very active member of the chapter executive committee. He is also president of Blue Key Fraternity, activities honor society, on the University of Detroit campus.

Rigorous training, the likes of which no Florida-quartered major league baseball team can complain, is now in full-aching swing. The Spartan-fashioned routine can be blamed on the forthcoming bowling match between Alpha Kappa Psi Fraternity and our mighty kegmen of Theta Chapter. A beautiful trophy has been held by Theta Chapter for the past year, resulting from the bowling blitz of '47. Our confidence rides in Theta's "pinning down" Alpha Kappa Psi for the second successive year.

The mighty warriors of Theta are looking



ON THE NIGHT OF BETA UPSILON'S INITIATION, Brother Wilbert Hart receives the Parchment Roll from Head Master William Hutcheson. SEATED: (left to right) Mr. Clarence Whiteside, Mr. H. A. Anderson, T. C. Root, Newell Reed, Haskell Taylor. STANDING: William Hutcheson, Wilbert Hart.

March 6, 1948, at the Hilton Hotel. The initiation began at 1:00 P.M. and did not end until late that night. The banquet honoring the new members was held in the Yaqui room of the Hilton. Mr. Clarence Whiteside, part-time professor at the college and successful Lubbock businessman, gave the main address. His talk was concerned chiefly with the practical application of the courses we were taking in college in the professional business world. Mr. H. A. Anderson, professor of economics, served as toastmaster. Pledges for the spring semester were chosen at a meeting held in the Aztec room of the Hilton Hotel on March 4. T. C. Root, Dean of the Division of Business Administration, spoke on "The Aims and Pur-

credit manager of Dunlap's Department Store at our regular meeting, February 23. Mr. Watkin's talk was very educational and interesting. His topic was an analysis of present-day pessimism. Drawing from his vast knowledge of historical and religious data, he gave many excellent and humorous examples to prove the fact that people have always been cynical and pessimistic. His talk was received enthusiastically by everyone present.

Clyde Williams, an alumnus of our chapter, is now working for the Firestone Tire and Rubber Company here in Lubbock. Brother Williams has been attending nearly all of the regular meetings and taking an active part in the affairs of our fraternity.—JOHN W. WELLS

forward to an even more strenuous training schedule in anticipation of the golf match with Xi Chapter of Delta Sigma Pi. Again a trophy is at stake. Again the trophy is in possession of Theta Chapter, although, the trophy was won last year by Xi Chapter, due to transportation difficulties, cost of freight and handling, the brothers of Theta Chapter held up shipment—besides, they plan on keeping the trophy legally after the next match.

J. Elwood Armstrong, (Chi), Grand Council member, has been named president of the Photographic Salon Society of Detroit, sponsor of the International Salon, exhibited annually at the Detroit Institute of Arts. An international exhibitor in world salons, Brother Armstrong is a lecturer and member of the faculty of the Detroit School of Photography. He holds a three-star merit award from the Photographic Guild of Detroit.

Another alumnus who has once again come to the fore is Jack Collins. Brother Collins, who is an account executive with Walker & Company, was recently co-campaign manager for Eugene Van Antwerp in Detroit mayoralty race. After the new mayor's victory Jack was further honored with the commissionership of the House of Corrections. Jack is currently doing very commendably just as he has been serving Delta Sigma Pi in his many years as an outstanding Theta-man.

Vic Hindelang has plans for accenting this semester with a full and varied schedule of professional activities. Two tours have aided in the accomplishment of what appears to be a very successful program. Those members who took advantage of the tours, one through a brewery, the other through one of our leading newspapers, are looking forward to Brother Hindelang's remaining agenda.—A. PATRICK BUSHELL

MICHIGAN

XI CHAPTER at Michigan started the second semester with the usual two smokers for rushees. The results were very gratifying and were culminated in the formal pledging, March 3, of 21 of the best elements of the School of Business Administration. In addition to affording us pledges, these smokers provided very worthwhile get-acquainted sessions for about 160 of the strangers we call school-mates. Our procedures for the pledge period have been somewhat altered as a result of the recommendations of Brother Hogan's committee to study such programs last semester. The



BETA XI CHAPTER, Rider College, Rose of Deltasig, Miss Mary Lou Gerhart with Alfred J. Betros, committee chairman.

pledge classes will meet at the same time and for the same duration as the business meetings of the actives. As a result we can all retire to Schwabin's Inn at the same time for some of the better things of life, brew. This will shorten the training period substantially, so the informal initiation will take place on April 30 with the formal portion May 2, the Friday and Sunday schedule we have found to be so satisfactory.

Still paramount in our attention is the professional program. We sponsored Mr. George W. Troost, the comptroller of Chrysler Corporation, in a talk the second week of March. He pointed out many of the advantages of entering industrial accounting in preference to public accounting, and brought a good many considerations to the students that are habitually overlooked in the curriculum of this school. The talk was followed by a question and answer period of about an hour. It proved to be one of the most successful presentations with about 175 in attendance. The wheels of the Professional Program Committee are still turning and we are looking forward to two more talks in other fields of endeavor as well as an industrial tour in the latter part of the semester.

The Washtenaw Country Club is reserved for our spring pledge formal on April 24, and we are hoping many of our alumni will drop in

for the occasion. From all indications Brother Harris as master of festivities is making it an appropriate show, since it is THE event of the spring term in the School of Business Administration. Spring also will call forth the outdoor activities, picnics, and above all the resumption of the duel with Theta Chapter in golf.

Of considerable interest to the present actives and the postwar alumni of Xi Chapter are the discussions and feelers afoot to establish a much needed alumni club in Detroit within the next year or so. It was recently observed that there is a bit of a concentration of our alumni in that area and the group is increasing with each graduating semester. In June we will number in the vicinity of 12 or 14, a rather feeble group to begin with but time may help us there. More will be heard of this in the future.—LOUIS ENGLAND

ALABAMA

ALPHA SIGMA CHAPTER is convinced that an annual "Commerce Day" observance is of immeasurable value to all participants, and again we want to thank Brother Fred B. First for his able handling of the entire program on January 20. He has served efficiently as president of the Commerce Association, presiding over the Convocation on Commerce Day, and to him more than to any other one person, we feel, belongs recognition for a most successful program.

The winter quarter continued with many varied activities. Our Sports Committee is to be commended for an admirable job in intramural basketball this season. Getting a late start, having limited means as well as conflicting schedules, we feel that the team as a whole showed excellent results. Luncheons are held weekly, on Wednesday at noon, in the University cafeteria. We are glad to see them resumed each quarter.

Colonel Maurice G. Stubbs, R.O.T.C. Commandant of the university, and formerly with the occupation forces in Berlin, spoke to the chapter on January 27, giving first-hand data on his experiences and observations in handling displaced persons. On February 9, we were again privileged to hear an address by Mr. W. D. Douglas, local manager of Sears, Roebuck and Company. "What Shall I Do When I Finish School" was his topic, and his relation of the subject to his own personal experience proved to be interesting as well as valuable advice to all. Dr. Eric Rodgers, professor of Physics, proved to be a most



XI CHAPTER OFFICERS, Michigan, gathered in front of the fireplace at their chapter headquarters in Ann Arbor. Left to right: Howard Cottrell, Ralph Falk II, and Head Master Louis England.



BETA RHO CHAPTER MEMBERS, RUTGERS, their wives and dates, attend the fall dance of the Student Activities Association. KNEELING: (left to right) J. McGinnis, S. Knowles, J. McLoughlin, E. Gallagher, E. Bistaka, J. Desmond, K. Gruber, J. Sink. STANDING: G. Ordiorna, E. Burden, D. Lewis.

interesting and qualified speaker on February 23, using as his subject, "Commercial Aspects of the Atom."

Dr. Frank E. Dykema, associate professor of economics, became our faculty advisor on March 1, succeeding Professor Wendell M. Adamson who has served most faithfully in all of our activities. The winter quarter has been a very short one at the University of Alabama, consequently not very many socials have been planned. On March 5, in spite of rain, a large number of actives and faculty members enjoyed a get-together as the last of our planned outings for this quarter.

J. D. Thomson, Assistant Grand Secretary-Treasurer, was honored on March 11 at a luncheon attended by all the active and faculty members of Alpha Sigma Chapter. We were glad to hear first-hand news, in person from The Central Office, and we are looking forward to a visit by our Grand President in the near future. We want to welcome our newly installed chapters as well as those recently reactivated. It was a real pleasure having Brother Thomson with us, and we are looking forward to a return visit from him.

By means of secret ballot elimination, Alpha Sigma Chapter elected as the 1948 "Rose of Deltasig," Miss Lougene Trammell, Ozark, Alabama, home economics senior, and secretary in the extension division of the university. She has been very active in the Wesley Foundation and is a member of Pi Tau Chi, national Methodist honorary society. She has been a candidate for "Homecoming Queen" as well as having been entered in the beauty contest sponsored by the *Corolla*, our university yearbook. She likes all sports, also music and dancing. The idea of electing a "Rose of Deltasig" has caught on most favorably, and as far as we are concerned, it must and will be an annual event. A presentation is planned for the spring quarter.—LEONARD C. BLANTON

RUTGERS—University College

AT THIS WRITING Beta Rho Chapter is looking forward to the Eastern Regional Conference of Delta Sigma Pi to be held at Philadelphia on the weekend of April 10. From a poll taken at the last meeting, William Graham, Gerard Kennedy, William Marko, Joseph McGinnis, Charles Spencer and George Whitmore indicated that they would attend. This group will be augmented by about six

brothers who tentatively have committed themselves to go along. Aside from the Grand Chapter Congress held in Minneapolis last summer, when Beta Rho Chapter was represented by its head master, Jim McLoughlin, this is the first time that the chapter has been in a position to send a fairly representative group to a conclave of the fraternity. Needless to say, the rank and file of this group will be due for a weekend of enjoyment.

During the month of May Beta Rho Chapter will wind up its spring semester activities with a flourish. On the evening of May 1 the following pledges will be formally initiated at the Newark Athletic Club: John Brody, Justin Byrnes, John Black, Thomas Davey, Samuel D'Amato, Robert Elder, Walter Erickson, John Finnerty, Richard Heddin, John Morrison, Henry Simon, Charles Wade and Kenneth Wagner. One week later on May 8 the annual spring formal of the Student Activities Association will be held at the Robert Treat Hotel, Newark. This is the big dance of the school year for the University College and Beta Rho Chapter has always had an important part in its promotion. Brother Stanley Knowles, who has had his finger in just about everything that has occurred this year, is in charge of the

dance committee and has sent out word to all Deltasigs to be on hand. Historian, Phillip John, tells us that the Delta Sigma Pi banner will be hung in a prominent spot along with other organizational colors of the University College and that arrangements have been made with a photographer to take a number of candid photographs during the evening.

During the week of May 17 the members of Beta Rho Chapter will be sweating out the final spring examinations. However, following this ordeal, the inevitable Brother Knowles has arranged for a grand party at his home to culminate the activities of the semester and to celebrate the chapter birthday which is May 23. This will be the last occasion that eight of the graduating brothers will be with us as active members. It will also mark the last time that Head Master Jim McLoughlin will be "out with the boys," since he expects to be married during the following week. Brother McLoughlin is the third member of our group to join the ranks of the benedicts this year, having been preceded by Don Corvey and Frank Legge. No plans have been made for the summer, although, as in past years, it is expected that there will be two or three get-togethers at the New Jersey shore.—JOSEPH F. MCGINNIS

CREIGHTON

THE HIGHLIGHT of this semester's activities to date at Beta Theta Chapter was, of course, the initiation of the new members. The pledge class which was initiated March 14 was the largest in the history of Beta Theta Chapter. The group of 31 men brings this chapter's enrollment up to capacity for the first time since activities were suspended before the war. Jack Deckinger of Alpha Delta Chapter at Nebraska University was on hand the night of the informal initiation to give us some new ideas and to help us put the unusually large pledge class through. The formal initiation was held at the Paxton Hotel in downtown Omaha, and a large group of alumni were present at the banquet which followed. Three alumni of Beta Theta Chapter and faculty members of the College of Commerce were also present—Dr. John P. Begley, Bernard J. Conway, and James A. Herbert. Also present were Henry C. Lucas, province officer, and a group of out-of-town alumni. A word of thanks to Senior Warden Philip J. McCarthy and



EXECUTIVE COMMITTEE OF KAPPA CHAPTER, GEORGIA—ATLANTA. Left to right: Bill Marr, master of ceremonies; Fred Hedges, senior warden; Phillip Maffet, Chapter Efficiency Contest chairman; Melvin Richardson, scribe; Ralph Page, junior warden; Ben Binford, head master; Bill Rice, master of festivities; Frank Davies, DELTASIG correspondent; and Ford Rives, chapter advisor.

Jerry O'Donnell and his pledge committee for making such fine arrangements for an initiation which was really wonderful.

Plans have been made for many activities during the remainder of the semester. At the last professional meeting, in February, Mr. Earl Walton, assistant general agent for the Massachusetts Mutual Life Insurance Co., Omaha Branch, gave a very interesting talk entitled, "Is Insurance Your Field?" More business and professional meetings are planned for the near future. William Dressler has made arrangements for the members to tour the Omaha National Bank. According to plans, the men will be taken through in groups of seven or eight, so that each one will be able to see how a bank really operates. On April 10, the Interfraternity Council is sponsoring another "Inter-Frat Night," a new idea at Creighton which seems to be meeting with approval from all angles.

In the past month, Deltasigs have been elected to some important positions in the College of Commerce. Philip J. McCarthy and William R. Yeager, Jr., were elected as the two candidates from the College of Commerce for King Creighton. The Deltasigs who were elected as class officers are as follows: Philip J. McCarthy, vice-president of the senior class; Cloyd J. Conroy and Richard F. Johns as vice-president and secretary, respectively, of the junior class; and, Peter M. Grath and Edward M. Houlihan as president and vice-president of the freshman class.

During the month of February, Head Master Robert J. Lyons of Beta Theta Chapter and Head Master Ernest Fruhbauer of Alpha Delta Chapter at Nebraska University met and discussed plans for the spring formal. Brother Fruhbauer estimated that there would be about 55 couples from his chapter who would come to Omaha for the event. Invitations have been forwarded to the Deltasig chapters at the University of South Dakota and Drake University for the formal dinner-dance. It will be held May 8, at the Blackstone Hotel ballroom, with Jack Swanson's orchestra playing, and is to be preceded by a party given by Head Master Lyons and Senior Warden McCarthy at Brother Lyons' home. All the members of Beta Theta Chapter are looking forward to meeting their brothers from the University of South Dakota and Drake University, and to seeing again the members of Alpha Delta Chapter at Lincoln; and we are planning for the future when these four chapters may have joint activities, and become better acquainted with one another.—WILLIAM S. MATTHEWS

GEORGIA—Atlanta

KAPPA CHAPTER CELEBRATED its 27th birthday with a banquet at Deltasig Lodge on March 7. Approximately 100 Deltasigs were in attendance, including representatives from several other chapters. The principal speaker was David I. Barron, first member of Kappa Chapter. Brother Barron outlined the early history and development of the chapter following its installation at the Georgia School of Technology in 1921. We were also honored by the presence of Brother Fred B. Wenn, *Alpha*, who was among the speakers. Brother Wenn, a member of the faculty at the Georgia School of Technology, has contributed much to the success of Kappa Chapter during the many years of his residence in Atlanta. The banquet was planned and supervised by Brothers Sam Denmark and Bill Rice.

At a formal initiation on Sunday, March 21, at the Atlantan Hotel, Kappa Chapter brought ten new members into its fraternal ranks, bringing the total for the school year to 20.



KAPPA CHAPTER, Georgia at Atlanta, initiated these ten members.

Following the initiation, a banquet was held at the Belmont Restaurant to welcome our new brothers. They are: Jim Gower, Howard Busbey, Shelby Ard, Ben Hill, Clifford Blaisdell, Hugh Johnston, Buck Stringfellow, Tom Abercrombie, John Griggs, and Bill Murphy. Professional activities are continuing on a high plane of educational value this year. Of particular interest was a recent address by Clark W. McDonald, vice-president of the Greater Atlanta Improvement Association, who spoke on real estate in downtown Atlanta; and Charles Bird, sales and advertising manager of the Atlanta Biltmore Hotel, delivered an interesting presentation on salesmanship. A tour through the plant of American Bakeries also proved to be highly instructive.

On March 14, a delegation and ritual team from Kappa Chapter and the Atlanta Alumni Club journeyed to Gainesville, Florida, to reactivate Beta Eta Chapter of the University of Florida. Those making the trip were: Howard Johnson, Ben Binford, Bill Rice, Ralph Page, Jim McNabb, Bob Williams, Bill Robins, Fred Hedges, Phil Maffet, Joe Woods, and Bill Marr. The Atlanta organizations have assisted in the reactivation of several chapters in the Southeast in the past two years.

Dr. James E. Gates, dean of the College of Business Administration, University of Georgia, recently addressed representatives of the student body of the Atlanta Division at informal meetings of the senior class, Intramural Key, Crimson Key, and other groups. Dr. Gates, who is a Deltasig, expressed an intense interest in the Atlanta Division and outlined plans for expansion in the field of commerce and business administration, including the offering of a B.B.A. degree here. He pointed out that Atlanta is an ideal location for a college in this field, with respect to the large numbers of businesses located here and the consequent availability of well qualified instructors.

Brother Phil Maffet, chairman of the Chapter Efficiency Contest Committee, announced that Kappa Chapter is well on its way toward attaining the coveted total of 100,000 points. We have already submitted more than the maximum number of points required in four divisions of activity, and only time restrictions prevent our going ahead in the other division. It is felt that we are in an excellent position with regard to the 1948 Chapter Efficiency Contest.—FRANK T. DAVIES

DRAKE

ALPHA IOTA CHAPTER lost eight actives through January graduation, and six have left school temporarily to take advantage of an accounting apprenticeship program initiated by Chapter Advisor Professor M. B. Dilley. The program, designed to give accounting majors actual experience and training in the field, will last for one semester with the participating students returning to their courses for the summer term. Brothers taking advantage of this program are Fred Anderson, George Olson, Harold Ullestad, Larry Chamberlin, Richard Platte, and Gerald O'Brien, 22 pledges were formally initiated March 20 at the Hotel Kirkwood in Des Moines. Initiates Gordon Perry and Rex Fuller were presented their badges by their fathers Lloyd K. Perry and William O. Fuller, both Alpha Iota Chapter Alumni. This is the first time Alpha Iota Chapter has had both fathers and sons as members. The speaker for the occasion was Loren K. Soth of the editorial staff of the *Des Moines Register and Tribune*. Mr. Soth spoke on the timely subject "The Economic Outlook." In a hotly contested election Brother Harold Ullestad was elected Keeper of the Parchment Scroll on the basis of his excellent handwriting and ambidexterity.

One of our recent professional meetings consisted of a tour of the Central Life Assurance Society in Des Moines. The latest in time and labor saving machines and methods were explained by Mr. Carl Page, assistant secretary of the Central Life, who acted as guide and answered our questions concerning the operation of the company. J. Robert Miller, assistant professor of marketing, discussed the field of market research at our March 1 meeting. Our pledge training program under the direction of Junior Warden Larry Chamberlin has provided an interesting addition to our meeting. Prominent local business men are interviewed by the pledges and the reports given at our meetings. The interviews are selected by the pledge in his particular field of interest. This serves the dual purpose of giving the pledge valuable experience in making the interview, and familiarizing the chapter as a whole with the views and ideas of outstanding businessmen in our community.

Our spring semester social calendar began with a semi-formal dinner dance at the Des Moines Golf and Country Club; 90 brothers,

pledges, wives, dates, and guests ate steak and danced from 7 to 12. Graduating Head Master Jack Schmitz was presented with a miniature gavel in recognition of his outstanding service during his term in office. Brother and Mrs. Fred Anderson arranged this highly successful affair. A picnic and a stag party are in preparation for the months of April and May. Alpha Iota members have been unusually active in other activities on the Drake University campus, bringing more honor and respect for Delta Sigma Pi. Scribe Paul Lay is president, Head Master Robert Kautz, vice-president, and Brother Dean Nebergall, treasurer of the Drake Commerce Club. Senior Warden Bob Sutherland heads the convocations committee of the Student Faculty Council. Melvin Allison is assisting in the Career Day planned for the spring semester. Ross Dalbey, Jr., is president of the College of Commerce and Finance senior class. Chapter Advisor Professor M. B. Dilley has been appointed chairman of the placement committee of the College of Commerce and Finance. —LARRY E. LEAVERTON

GEORGETOWN

MU CHAPTER at Georgetown University Foreign Service School once again reports a full calendar of pledging, professional meetings, and social activities, highlighted, as we go to press, with instruction classes for 17 pledges and a speech by William H. Green, president of the American Federation of Labor, scheduled for April 2.

The February business meetings were tapped off in efficient manner by Chancellor John Wilson's gavel, while other chapter affairs were limited because of term exams and mid-year vacation. Then, on February 29, Pierre Siraud, counsel from the French Embassy, reopened Mu Chapter's series of Sunday afternoon round-table discussions, with *Economic Conditions in France Today* as his subject matter. One week later the guest was Representative Charles A. Plumley, republican of Vermont, who discussed the current budget hearings on Capitol Hill and some of the behind-the-scenes work of our congressmen. On April 4 there was a movie supplemented talk

by an official spokesman from the British Embassy.

As the May issue of The DELTASIG goes to press early, it is impossible to write of Mu Chapter's spring program in the past tense, however the season will be an extremely busy one. Last fall the chapter brought Mr. Earl Bunting, then president of the National Association of Manufacturers to the Georgetown campus, and now, to present labor's views, the Deltasigs sponsor the campus appearance of William Green, president of the American Federation of Labor.

The second initiation banquet and dance of the school year was scheduled to be held April 24 at the Hotel 2400, and with 17 neophytes becoming Deltasigs it meant that the chapter quota for 1947-48 was exceeded. Ten pledges had previously been initiated last fall. The following week, May 1, there were four tables of Deltasigs at Georgetown's Annual Diplomats' Ball at the Shoreham Hotel. With many representatives from the foreign embassies in attendance, this affair is the annual highlight of the Foreign Service School's social calendar.

At the chapter house, Joe McNamara has already begun plans for sailing trips and beach parties this summer—Jim Michaux supplied most of the leg work behind the professional meetings—Tom Curran for the Diplomats' Ball and Half-way Dance—and Head Master George Taylor picked up the loose ends everywhere. In addition to preparing a new directory of Mu Chapter's brothers and alumni since its charter date of June 5, 1920, Tim Preece is also working for the monthly newspaper, "Mu Mariner." Claude Desautelle has been selling ads for the "Mariner," and Harry Eisenbeiss' collection of dues is now timed to follow the distribution of VA checks.

Another affair presented by Mu Chapter for the entire student body was the four-man forum panel on May 7. Discussing "Universal Military Training" were two Congressmen, an educator, and a Jesuit. Moderator for the forum was Dr. John Waldron, head of the English department, School of Foreign Service.

As a group, the chapter made a tour of the Federal Bureau of Investigation headquarters on April 30; and now, as we go to press, all

the brothers look forward to the birthday party for Mu Chapter on June 5th. Oh yes, the school year ends on June 4!!!—ROBERT T. JORDAN

TEXAS

SPRING RUSH WAS STARTED on Thursday, March 11, with a smoker for prospective pledges at the Junior Ballroom of the Texas Union Building. The members of Beta Kappa Chapter of the University of Texas, faculty members, and other alumni joined in welcoming a group of approximately 40 rush-ees. The program included the showing of motion pictures of the 1948 Sugar Bowl football game in which Texas triumphed over Alabama.

Miss Peggy Bullard of Austin was selected March 15 as the "Rose of Delta Sigma Pi" and tentative plans are being made for her presentation to the campus at a future social event. A formal banquet is being considered for such an event which will also include an address by an appropriate speaker.

Also being considered is an all-day out-of-town picnic at New Braunfels or Bastrop or some other appropriate spot within driving distance of the capital city. It was voted in chapter meeting to have such an affair as this instead of the spring formal which was held last year.

"Cap" Smith, an alumnus faculty member, is chairman of a College of Business Administration Building Committee to draw plans for an ideal building with specialized laboratories to take up the slack in needs for our expanded school with an enrollment of approximately 3200. Representatives of various professional organizations were invited to take part in this planning. Brother Wilbur Durlinger represented Beta Kappa Chapter.

Industrial tours within the city of Austin are being planned in the afternoons during the week to supplement the industrial tour program. Several industries here offer great opportunities and should prove interesting to the Deltasigs.

Continuing the rush program for spring, another get-together will be held March 22, at which a speaker will address members and the rushees. The third rush event will be a picnic on Sunday afternoon, April 4, with John B. Evans, senior warden, in charge of all arrangements.—ROBERT L. WRIGHT

PENNSYLVANIA

FINAL PLANS and preparations have been completed for the Eastern Regional Conference to be held in Philadelphia on the weekend of April 10. Beta Nu and Omega Chapters will be the hosts to eight other chapters from the East. There will be a series of business meetings, a dance, and the conference will be climaxed by a luncheon on the Temple campus, on Sunday, April 11.

Dr. G. Wright Hoffman, University of Pennsylvania professor in marketing, spoke on "Current Trends of the Commodity Market" at the chapter house on February 18. His speech was most enlightening as a result of the decline in the commodity markets at that time.

The annual St. Patrick's Day party was held on Saturday, March 13. It was a huge success and one of which St. Patrick could truly be proud. Everyone in attendance came clad in the true Irish spirit. The house was decked out in green—Ireland was never greener. Will Touchton was last seen hanging from the attic rafters by his orange tie. Timothy Houligan and his Emerald Isle Merrymakers came straight from Emerald Isle to play for the occasion.—RAY W. DION



BETA UPSILON CHAPTER, Texas Tech., assembled for recent initiation ceremonies in Lubbock, Texas. FIRST ROW, (left to right): William Thomas, William Hilgenfeld, Joseph Hefner, Doyce Barrett, Joseph Seay, Richard Tibbets, SECOND ROW: Dr. Howard Golden, Claude Helweg, Ralph Russell, Theron Williams, Sterling Emens, Guy Eagan, James Sever, Dean T. C. Root. THIRD ROW: Clyde Williams, Wilbur Hart, Don Cade, Francis Brockman, William Davis, Pete Rice, Lyndell Sharpe. FOURTH ROW: Reeves Stewart, A. L. Turner, Charles Sherrill, Hubert Henry, John Murray, Durwood Finley, Welton Dunavant, John Wells. FIFTH ROW: Billy Mack Keith, Samuel P. Grigg, William Hutcheson, James Brown.

SINCE THE LAST ISSUE of The DELTASIG, Alpha Beta Chapter has been busy, as usual, promoting the interests of the chapter and of Delta Sigma Pi, with results that indicate the spirit of the boys here at the University of Missouri. On December 3, 1947, Mr. John Buchroeder, owner of one of Columbia's leading jewelry stores, spoke during one of our professional meetings on the jewelry business and gave some solid advice concerning jewelry purchases. For those in need of the information, Mr. Buchroeder advised prospective purchasers of engagement rings to buy the largest stone possible with little regard to quality—after all, who will know the difference?

Alpha Beta Chapter has received the welcome news that it again was leading all chapters throughout the nation in the Chapter Efficiency Contest at the end of February. The chapter officers and committee chairmen have to be alert to produce such a record. The effects of a well rounded and well planned rushing campaign were realized on February 24, when forty-six men were pledged to become potential Deltasigs, culminating an intensive drive by the active members to inject new blood into the local chapter since a large number of the "old men" will soon have a date with the sheepskin ceremonies in June and July. Rushing activities were concluded on February 12 with a smoker at the Daniel Boone Hotel, which was a pronounced success. Though the night was marked by its more carefree moments, Head Master Phil Tyler sounded the appropriate sober note in his outline of fraternal ideals and functions.

These men were initiated into Delta Sigma Pi on March 7. The ceremony was honored by the presence of Assistant Grand Secretary-Treasurer James D. Thomson, whose excellent delivery contributed to make even more effective a talk on the values of Delta Sigma Pi. Brother Thomson's address was given at the banquet that concluded the initiation ceremony. Alpha Beta Chapter was also honored



RECENT MEETING OF CHI CHAPTER, Johns Hopkins, during which meeting Edgar S. Jacob, Head Master of Chi Chapter, presented the Delta Sigma Pi Scholarship Key to Mr. Philip Dunks, the winner for 1948.

JOHNS HOPKINS

CHI CHAPTER joins with the Baltimore Alumni Club in extending to each member of the fraternity, wherever he may be, a sincere, fraternal invitation to attend the Seventeenth Grand Chapter Congress in Baltimore in September, 1949. The decision of the Grand Council resulting in the selection of Baltimore as the site for the next Grand Chapter Congress was announced by our Grand President Allen L. Fowler to an enthusiastic group of Chi men at a banquet at Deutsches Haus on Saturday evening, January 17. It was our pleasure to have with us also on this occasion our Grand Secretary-Treasurer H. G. Wright, our Assistant Grand Secretary-Treasurer Jim Thomson, both of Chicago, and Executive Committee members, John L. McKewen of Baltimore and William J. Durgin of New York. We of Chi Chapter deeply appreciate the honor that has been bestowed upon us, yet at the same time we are cognizant of the magnitude of the task that lies ahead of us. We are confident, too, that the enthusiasm, energy and leadership that has always characterized men of Chi Chapter will insure one of the finest Grand Chapter Congress' in the history of our fraternity. Harry Feltham, who did such an outstanding job as chairman of the National Committee on Life Membership, has been appointed general chairman, while our Past Grand President, John L. McKewen, will serve as honorary chairman.

In January we were able to obtain colored pictures of two of the most exciting football games played during the season by our pro football team, the Baltimore Colts. These films were shown at one of our smokers and attracted quite a large crowd. It was at this smoker that the Delta Sigma Pi Scholarship Key was presented to this year's winner, Philip Dunks.

At another smoker that was a tremendous success and very well attended, we presented the movie "Money at Work." This is an interest film that presents in a clear, simple way the function of the New York Stock Exchange and the part that such exchanges play in the maintenance of the flow of capital from the hands of the individual investors to the various industries that put the money to work. Mr. Harrison Garrett of Robert Garrett and Sons, a well known investment firm in Baltimore, was on hand to elaborate on the film and to answer the numerous questions that

were raised.

At our most recent smoker, Lt. Col. Robert T. Gould, Commanding Officer of the Maryland Air National Guard, spoke on "Universal Military Training and the National Guard." Col. Gould is a very interesting speaker, and presented his case favoring universal military training in a very convincing manner.

All of our social events so far this year have been very successful, and our most recent dance held in the Blue Room of the Alcazar on February 14, was no exception. Brothers Winberry and Bowersox of the Social Committee deserve a large measure of credit for the success of these social affairs.

We are having a little difficulty in meeting our membership quota in the Chapter Efficiency Contest, but we have a well functioning Membership Committee headed by Brother John Gimbel, and we still anticipate a final score of 100,000 points.—EDGAR S. JACOB



INITIATES OF ALPHA BETA CHAPTER, Missouri, FIRST ROW, (left to right): Homer M. Dinzler, Leo F. Glosemeyer, Lloyd C. Grogan, David F. Robinson, Howard M. Strickland, Robert J. Bratton, Kenneth J. Baggett, James D. Quirk, Denton E. Grotjan, Jr. SECOND ROW: George R. Morgan, Ernest H. Castner, Robert G. Belknap, Kenneth W. White, Frank W. Tomich, Edward E. Mathews, Hugh Kelly, James R. Cline, William R. Ohlhausen, Carl E. Corbin, Jr., Clarence W. Mackey, Jr., Marvin Sundberg. THIRD ROW: Joe B. Gilbert, Jr., James A. Hopson, Alvin C. Hall, Orville M. Shockley, Thomas M. Huckins, Richard V. Drummond, Henry C. Drummond, Charles L. Atkins, Wayne E. Thomas, Albert J. Flischel, Jr., Elmo W. Friesz, William G. Hurley. FOURTH ROW: Richard M. Kemp, Paul D. Paradise, Leroy E. Powell, Ralph C. Eggen, William A. Courtney, John H. Cox, John H. Smith, Joe M. Shaver, Curtis D. Baysinger, Robert H. Strieby, Kenneth H. Stephens, Paul A. Kohler, Durfee L. Combs.

by the presence of Milton Flechsig (Beta), Kenneth Tisdell (Alpha Chi), and the following Alpha Beta alumni: Alex Belaka, Paul H. Darby, Jim Ford, Bill French, George Giessow, Hugh Powell, Douglas Stone, Charles Stratton, Marion Waggener, and Urban Wusler.

Alpha Beta Chapter is now larger and more active than at any time in its past history and the new men seem anxious to maintain its enviable record—which no doubt they will do. They all have something to do. At the initiation banquet, everyone present received an eight-page mimeographed directory of Alpha Beta Chapter containing the chapter calendar of activities for the present semester, the chapter officers, an alphabetical list of members classified as honorary, faculty, graduate actives, and actives, and a list of all committees and their members. Every new man as well as old is on a committee and will be expected to work with it. To all friends and alumni we wish good luck and continued prosperity.—JOHN R. SMITH

sity of Florida Student Union; informal dinner and discussion at the University Campus Club; informal initiation at Student Union and a reception in the West Lounge of Student Union following initiation. Sunday, March 14: registration of out of state guests at Student Union followed by tour of the campus. At 1:15 P.M. formal initiation was held with the ritual presented by Kappa Chapter of the University of Georgia in Atlanta. Following initiation the weekend of activities was consummated by a banquet held at the Primrose Grill in Gainesville.

The banquet festivities were conducted by Dr. Sigismund deR. Diettrich as master of ceremonies, who called upon several members of the alumni and the head master of Kappa Chapter for short constructive talks for the benefit of the newly initiated members. Telegrams and congratulatory messages from other chapters and alumni were read by Brother Harvard. Professor Harwood B. Dolbeare conducted the installation of the Beta Eta Chapter officers. Highlighting the banquet was the in-

follows: Head Master L. R. Scott, Senior Warden G. O. Tucker, Junior Warden R. H. Kugler, Chancellor F. M. Wilson, Scribe J. P. Hunter, Treasurer H. Morlan, Historian C. M. Bontelle, Master of Ceremonies D. H. McKee, Deltasig Correspondent, H. H. Pate, and Faculty Advisor Dr. S. deR. Diettrich. Other members are J. S. Reaves, H. W. Koon, C. J. King, R. R. Sorber, W. A. Giffin, R. A. Shoemaker, Professor W. H. Pierson and Professor M. W. Shields.—H. H. PATE

Let's Play the Game Fair

THE UMPIRE SHOUTS, *Play ball*, and the game is under way. And so it is with a business. Men are assigned their duties and are ready for action in the business world. The manager is very similar to the coach of a baseball team just as the players are comparable to the employees of a business. We might carry this analogy still further in pointing out the similarity between the executives of a business enterprise and the assistant coaches as well as the foreman and the captain of the team.

The referee of the business is the public eye. Just as a ball player must play ball with the team according to his coach's instructions, so must an employee get in there and fight to fulfill the manager's expectations. Figuratively speaking, skill, ambition, initiative, perseverance, speed, and co-ordination are the qualifications sought for by the coach and the manager in choosing his starting line-up. If an employee doesn't play the game fairly, he gets only a limited number of opportunities to correct his mistakes before he is replaced. This is identical to a player when he leaves the game.

A good ball player always takes suggestions to improve his game from his assistants or coach; any techniques to increase the efficiency of the business are taken to the firm's executives or the manager. A ball club wins a championship because they practice diligently and follow the coach's training rules and orders. There is no doubt in their minds that he has the skill and experience necessary to lead them on to victory. This may well apply to business activity. The workers who faithfully follow and trust their manager will emerge glowing with pride and success.

The victorious team wins over their competitors through its display of sportsmanship and fairness. Likewise a successful business completes the fiscal year with a favorable financial report. "*Let's play the game fair—and win!*"—PAUL C. SCHEINOST

ST. LOUIS

BETA SIGMA CHAPTER, at St. Louis University, like the famous Billiken basketball team from the same school, is out to secure points. By the time this issue of THE DELTASIG appears, the chapter intends to have met its quota in the Chapter Efficiency Contest. This announcement is made as a warning to the other chapters throughout the nation. Beware! We here in St. Louis have enjoyed a very successful period since the last chapter news article was submitted to The Central Office. On February 7, at the annual pledge dance given at the DeSoto Hotel, pledges of the chapter expended their very best efforts to provide members and their guests with an evening of entertainment and frolic. Ceremonies and program were under the direction of Head Master William Bruen and Senior Warden Joseph Marin, with Joseph Jedlicka, a pledge, acting as master of ceremonies. Mem-



REACTIVATION BANQUET OF BETA ETA CHAPTER, University of Florida, held in Gainesville, Florida, with members of Kappa Chapter, Georgia at Atlanta, performing the ritualistic ceremony.

FLORIDA

BETA ETA CHAPTER'S official reactivation took place at the University of Florida over the weekend of March 13 and 14 after a brief but efficient pledge period under the guidance of alumni and faculty members. Untold thanks are due G. C. Harvard, K 217 and G. S. Beckham, K 303 of Jacksonville who unselfishly contributed their time on several occasions to enhance the efforts of the pledge group who were working under the direct supervision of Dr. Sigismund deR. Diettrich, BH 77 and Professor Dolbeare, BH 70, members of the faculty.

In February, William J. Durgin, *Alpha*, member of the Executive Committee came to the University of Florida at Gainesville to investigate possibilities of reactivating the Beta Eta Chapter which was inactive during the war. Through Dr. Diettrich, former Faculty Advisor, students interested were contacted and plans made for pledging. Brother Harvard with the authority of The Central Office made the necessary plans and arrangements for the pledging and initiation of men into the chapter. The formal initiation ceremonies were administered by members of Kappa Chapter supervised by Head Master Ben W. Binford, Jr.

Activities for the weekend were as follows: Saturday March 13, registration at the Univer-

sity of Florida Student Union; informal dinner and discussion at the University Campus Club; informal initiation at Student Union and a reception in the West Lounge of Student Union following initiation. Sunday, March 14: registration of out of state guests at Student Union followed by tour of the campus. At 1:15 P.M. formal initiation was held with the ritual presented by Kappa Chapter of the University of Georgia in Atlanta. Following initiation the weekend of activities was consummated by a banquet held at the Primrose Grill in Gainesville.

spirational address of Howard B. Johnson, Member of the Grand Council from Atlanta, who spoke on the advantages of a good business fraternity on the campus and especially in the business world. A token of thanks and gratitude was then presented to Brother Harvard by Head Master Scott on behalf of the Beta Eta Chapter for his part in the reactivation. The banquet was brought to a close by Dr. Diettrich who thanked all those concerned for the wonderful cooperation shown by members and alumni and called for a rising vote of thanks for our many hard working friends.

Alumni in attendance: Edward Clark, *Tallahassee*; George S. Beckham, *Jacksonville*; G. C. Harvard, *Jacksonville*; Howard B. Johnson, *Atlanta*; William J. Fourak, *Jacksonville*; Glenn B. Colmes, *Mandarin*; Charles H. Davis, Jr., *Macon*; Howard W. Gray, *Gainesville*; and Henry G. Love, *Jacksonville*.

Members of Kappa Chapter attending: Ben W. Binford, Jr.; Robert W. Williams; Ralph Page, Elbert W. Woods, James H. McNabb, William H. Rice, William S. Robins, Fred B. Hedges, William T. Marr, and Phillip W. Moffett.

Beta Eta Chapter has been a very active chapter prior to its deactivation and will strive to regain its former efficiency. To this the enthusiasm and faculties of its newly initiated members are directed.

The officers of Beta Eta Chapter are as

bers are still undecided though as to who had the most fun and why Brother Bruen suddenly decided to join the act in the midst of the pastries contest!

On Sunday evening, March 7, Beta Sigma Chapter concluded another highly successful pledgship program with a formal initiation and banquet at the Edgewater Club. In all, two honorary members and 22 active chapter members were initiated into Delta Sigma Pi. The new honorary members are the Reverend Leo C. Brown, S.J., dean of the School of Labor, St. Louis University, and the Reverend Joseph E. Boland, S.J., instructor in religion, moderator of the Commerce and Finance Sodality, and student counselor of the School of Commerce and Finance, St. Louis University. The new active chapter brothers are: Don Bruce, Roy Dyer, Donald Fassell, Leonard Gabrielson, Joseph Gonzalez, Charles Howard, Joseph Jedlicka, James Kickham, John Kickham, Paul Krutewicz, Charles Kullman, Walter Lerch, Edward H. Mattingly, Jr., Leo Meyer, Vernon Miller, Frank Moore, Kent Patton, George Rogers, James Weber, Clarence White, Art Sleater and John Lynch.

The Reverend Bernard W. Dempsey, regent of the School of Commerce and Finance and an honorary member of Delta Sigma Pi, was the principal speaker at the dinner following the formal initiation. Head Master Bruen served as toastmaster. With the reception of the above brothers into Delta Sigma Pi, Beta Sigma Chapter feels that another great stride forward has been taken and wishes to extend its congratulations and best wishes to these brothers. Recently Beta Sigma Chapter was also honored when Donald Hammond and Albert Hoppman were received into Alpha Sigma Nu, National Jesuit Honorary Fraternity, and Virgil Fick was named by Who's Who. It should also be added that Brother Fick is a member of Alpha Sigma Nu, having been received into that fraternity last year. We feel that these honors are well deserved.

The above covers the period of the past few months. For the future, Beta Sigma Chapter has made plans for the annual St. Patrick's Day Dance to be given on March 20 at the Crystal Lake Country Club and an Anniversary Ball to be held in the early part of June. With Beta Sigma Chapter on the march, and the formation of a St. Louis Alumni Club in sight, we're predicting a prosperous future for Delta Sigma Pi here in St. Louis.—RAYMOND N. AUGSBURGER



ALPHA NU CHAPTER, UNIVERSITY OF DENVER, assembles for recent initiation ceremonies. SEATED (left to right) Marvin Coulter, Homer Bell, Jack Guenther, Al Billinger, Jim Isenhart, Dave Van Aken, Jim Maxwell, Joe Wise, Norman Scott, Cy Colburn, Bob Montague. STANDING: Chester Mason, Bob Horst, Lincoln Eve, Bob Boehatey, Hank Carroll, Romer McCamy, Bob Furnish, Bruce McKay, Pete Lund, Francis McGregor, Larry Summers, Harold Isenhart, Cliff McCain, Ed Blake, Kent Johndohl, Fred Jefferies, Roger Rosengren, Roy Thompson, Jack McDargh, Ed DeBell.

DENVER

ALPHA NU CHAPTER of Delta Sigma Pi has a complete social calendar for the spring quarter. An open house is scheduled for May 11, 1948 at the Civic Center Campus Student Union. The following sororities have received invitations to attend: Phi Gamma Nu, Phi Chi Theta, Alpha Gamma Delta and Kappa Delta. We are anticipating one of the best spring formals in the history of Delta Sigma Pi, which is to be held May 29, 1948, at Lakewood Country Club. Our winter semi-formal dance was held at the Albany Hotel on February 29, 1948. We enjoyed the attendance of 52 active members and twelve alumni and wives. Chaperons were Mr. and Mrs. Jean Mather; Mr. and Mrs. Harry Seligson.

The alumni are moving ahead. The attendance is increasing with every function and more and more of those familiar faces are reappearing at Alpha Nu Chapter functions. The following men have been attending regularly: John Nock, Harry Hickey, John Kavan, Harry Sukeforth, Paul Gourly, Griff Wright, Coval Diehl, Glen Davis, Montgomery Smith,

Bob Lester, Bob Patterson, Lynn Smith, George Bonham, Don Hix, Dick Tydings, Ray Haley, Malcolm Domenico, Darrel Johnson, Pete Albi, Stan Shirk, Fred Jefferies, Sr., George Whitake, Norm Weir, Merlyn McLaughlin, Willie Cramm and others. The chapter and the alumni are making plans for the selection of AN-400. We are going to reach this number and have decided to select an honorary member for that number.

Enthusiasm for sports is high among members of Alpha Nu Chapter this year with many of the brothers taking part. Our football and basketball seasons were not as successful as originally anticipated but we can take consolation in the fact that we placed third in our league for both sports. Interest was high at the beginning of each season but owing to the lack of facilities, the university's intramural season was slowed down and, as a consequence, interest lagged at the end of each season. Because the intramural basketball season was cut short three of our brothers took advantage of the opportunity to gain more experience by playing with a team which was competing in one of the Denver city leagues. The last game of the season will be played in the very near future against an aggregation composed of some of the male faculty members from the College of Business Administration. Our bowling team, captained by Red Wilson, fought its way to a four-way tie for first place in its league. It is not known at the present time when this tie will be played off.

With basketball, football, and bowling off the agenda, our thoughts now turn to softball, golf, and tennis. In our chapter is some of the finest talent in the University of Denver for these sports but due to their studies and the positions they occupy they cannot take part for the university. Nevertheless, in every sport Delta Sigma Pi has outstanding participants and, because they are outstanding, in any intramural program you will always find some of our members getting their share of the praise and attention.—ALVIN L. BILLINGER

IOWA

IN AN ATTEMPT to obtain recognition of Delta Sigma Pi and the University of Iowa's College of Commerce, Epsilon Chapter, cooperating with the Collegiate Chamber of Commerce, has organized a Business Placement Service for Iowa graduates in commerce,



SPEAKERS TABLE AT THE REACTIVATION BANQUET of Beta Eta Chapter, Florida. Left to right: Benjamin W. Binford, Head Master Kappa Chapter; Harwood B. Dolbear, Faculty Member of Beta Eta Chapter; Sigismund deR. Diettrich, Faculty Advisor of Beta Eta Chapter; Howard B. Johnson, Member of the Grand Council.

economics and advertising. The plan was conceived by Ralph Brown. When he presented it at a recent business meeting, Epsilon Chapter unanimously adopted the plan as one of its major activities. Brother Brown was appointed manager and he named three committees to organize the project's operations. These were firm list, publicity, and personal data. The firm list committee, under Chairman Paul Lange, contacted all professors in the College of Commerce to obtain lists of firms that would be potential employers in the various commercial fields. Once secured, the firm names were divided into the following fields of specialization: accounting, advertising, finance, foreign trade, insurance, industrial management, marketing, personnel management, salesmanship, secretarial training, and transportation. A list of general firms which were potential employers in three or more of the aforementioned specialized fields was also included. A total of 344 firm names was incorporated into the complete list.

Ted Foster, publicity committee chairman, informed seniors of this newly available service. A letter was mailed to each senior advising him of a general meeting in which the Business Placement Service would be outlined in detail. At the meeting, held February 18, 264 persons registered for the service. At the registration each applicant was provided with a complete firm list and a personal data sheet with instructions for completing the latter. March 5 was the deadline for returning data sheets which included information as to their person, interests, education, organizations, practical training, experience, and references. Each registrant paid a \$5.00 fee at the time he submitted his materials. This fee will cover the expense of printing booklets for mailing to prospective employers. If the printing service does not absorb all of the collections, an equitable refund will be made to each participant. The personal data committee, headed by Brother Leo Erickson, took charge of receiving and checking the materials and collecting the fee from the applicants. It is interesting to note that of the 264 applicants, 259 returned their materials. Our goal was 200.

At present, the individual records are being processed and will be sent to the printer in the near future. We anticipate the booklets will be completed and ready for distribution to prospective employers by April 10. The plan has brought congratulations, recognition, and respect to Epsilon Chapter since it has rendered a very valuable service to graduates of our College of Commerce. Brother Brown is due unlimited credit and praise for his efforts in directing the project from beginning to successful conclusion. Epsilon Chapter sponsored the plan in hopes it would grow into a permanent placement service operated by the College of Commerce. This aim was realized and proof of the plan's success was established on the day after the deadline for applications. At that time the College of Commerce stated it would initiate and operate a placement service in future years. Epsilon Chapter has scored again.—DANIEL C. HOFFA

NORTHWESTERN— Evanston

THE ZETA CHAPTER of Delta Sigma Pi initiated 12 new members into their chapter on Saturday, January 24, 1948. During the evening of that same day a formal dinner dance was held in the Illinois Room of the LaSalle Hotel in downtown Chicago. The dance was highlighted with the presentation, by Professor McMullen, of a bouquet of roses

and an engraved cup to our "Rose of Delta-sig," Miss Gayle Evans of Zeta Tau Alpha Sorority. Miss Evans, who wore a lovely white evening gown, was attended by two "Rosebuds"; Miss Julie Alford of Chapin Hall and Miss Marilyn Thomas of Chi Omega Sorority. The dance was a great success and one of the finest that Zeta Chapter has given since it was reactivated. The newly decorated Illinois Room provided the perfect atmosphere for an unexcelled evening. The evening will long be remembered by everyone who was present.

Professional activities for the new year were begun with a professional meeting which was held at the Georgian Hotel on Sunday evening, February 8, 1948. B. Franklin Bills of the salesmanship department of Northwestern's School of Commerce spoke on "The First Ten Years After College." He emphasized the importance of the years immediately following graduation as they constitute the period which frequently exercises the strongest influence on the college graduate's future life. Brother Bills' excellent speaking qualities, coupled with a subject that was of interest to every Deltasig, marked him as a person whom we would like to listen to again. His talk was thought provoking and it was evident, by the large number of questions put to him, that many students were concerned about those "First Ten Years. . ."

With the 1948 winter quarter over and exam week a memory we found ourselves minus many of our best members. Among those graduates who became alumni in March was Head Master Earl Rix, who had been serving in that capacity since September of 1947. Head Master Rix was a most conscientious and hard working officer and contributed much of his time and effort to the advancement of Zeta Chapter. We wish him and all the other March graduates success in their new life and from the bottom of our heart we say, "We miss all of you and hope that it won't be too long before we'll see you again."—WAYNE C. REIMER

The Grand Council of
DELTA SIGMA PI
Announces the Installation of
BETA PHI CHAPTER
at the
University of Tulsa
School of Business
Administration
Tulsa, Oklahoma
on Sunday, May 9, 1948

SOUTH DAKOTA

THE ALPHA ETA CHAPTER at the University of South Dakota has been striving for a better professional program this semester. Recently we have had speakers from out of town address our chapter. Mr. K. O. Hoyme, credit manager of the Manchester Company of Sioux Falls, spoke on "A Credit Man's Influence in Business Today." Mr. James R. Smith, secretary of the Yankton Chamber of Commerce, gave a talk on the activities of commercial organizations. The chapter also plans an industrial tour of one of the industries in Sioux Falls. We intend to charter a bus and visit this company for an entire business day and observe its different departments in action.

On February 26, a dinner was given by the chapter for our new pledges. Brother R. F. Patterson, dean of the School of Business Administration, was the speaker for the evening. Approximately 40 actives and pledges were in attendance. Our pledge class for this semester includes 16 students. On April 1, we plan to hold our formal initiation. At this time, two faculty members will also become members of the fraternity. They are: V. E. Montgomery, director of the business research bureau, and Robert L. Blomstrom, instructor in business administration. Following the exercises, a combined initiation and chapter birthday banquet will be held. Dr. J. P. Jones, of the School of Business Administration, will address the group.

Arrangements have been made for our first post-war formal. It will be held in the ballroom of the Union Building. No definite date has been set as yet, but it will take place during the early part of May.—RICHARD W. NORD.

NEW YORK

NOW THAT THE PASSING of the months are bringing to a close another school year, we at Alpha Chapter are deeply concerned and unhappy over the prospect that faces us. Before September, we shall lose almost one-half of our active chapter at graduation. This is a great loss to us, for the men we shall lose have been the nucleus of the chapter since its reactivation, following the war. On behalf of the chapter, I should like to mention each one, although the fine work that each has done in the past, unselfishly and fraternally, is beyond description of mere words. Those who will leave us are: Dick Routh, head master; Kevin Wright, senior warden; Bob McElroy, junior warden; Ted Johnson, treasurer; Otto Nothelfer, chancellor; Steve Koch, Cliff Milton, Bud Stahl, Otto Meyer, Carl Carbone, Vince Dunn, Bill Parker, Don Withers, Ed Malinowski and Art Linsner.

The Hall of Fame of New York University is an award given yearly and it constitutes the most outstanding honor a student can receive. From a graduating class of over 2,000, only 15 men and women were selected this year. The awards are made on the basis of character, service and scholarship and Alpha Chapter is proud to announce that two of its members, Brothers Malinowski and Linsner, are among the winners. Through the fine work of these men, our chapter has received increased prestige. Every member, however, has done his share in returning Alpha Chapter to its pre-war status and, we are hoping, that the next year will bring men such as these—men who will be a credit to Delta Sigma Pi.—JOHN C. LECLAIR, JR.

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.
H.M. Gayle Haughton, 60 Cedar Crest, Tuscaloosa, Ala.
S.W. William S. Boyd, Jr., Box 769, University, Ala.
Treas. Frank T. Duval, General Delivery, University, Ala.
Scribe James M. Clark, Box 2902, University, Ala.

ALABAMA POLY (Beta Lambda, 1931), ALABAMA POLYTECHNIC INSTITUTE, DEPARTMENT OF BUSINESS ADMINISTRATION, AUBURN, ALA.
H.M. A. J. Hill, Box 1045, Auburn, Ala.
S.W. David E. Myrick, 304 W. Magnolia, Auburn, Ala.
Treas. Michael N. Parker, 305 S. College, Auburn, Ala.
Scribe Kenneth W. Feltham, 143 W. Glenn, Auburn, Ala.

BAYLOR (Beta Iota, 1930), BAYLOR UNIVERSITY, SCHOOL OF BUSINESS, WACO, TEX.
H.M. Dawson Malone, 1410 S. 5th, Waco, Tex.
S.W. Robert L. Clayton, 2601 Grim, Waco, Tex.
Treas. Joseph H. Joiner, 1410 S. 5th, Waco, Tex.
Scribe James H. Marrs, 609 Dutton, Waco, Tex.

BUFFALO (Alpha Kappa, 1925), UNIVERSITY OF BUFFALO, SCHOOL OF BUSINESS ADMINISTRATION AND MILLARD FILLMORE COLLEGE, BUFFALO, N.Y.
H.M. Franklin A. Tober, 123 Highgate, Buffalo, N.Y.
S.W. John M. A. Sorrentino, 112 Mariner, Buffalo, N.Y.
Treas. George D. Kennedy, 759 W. Delavan Ave., Buffalo, N.Y.
Scribe Primo A. Casagrande, 33 Cantwell Dr., Buffalo, N.Y.

COLORADO (Alpha Rho, 1926), UNIVERSITY OF COLORADO, SCHOOL OF BUSINESS, BOULDER, COLO.
Province Officer: Robert S. Wasley, University of Colorado, Boulder, Colo.
H.M. John B. Cramer, 2501 E. Pennsylvania, Boulder, Colo.
S.W. John L. Kilzer, 877-13th St., Boulder, Colo.
Treas. Joe S. Reynolds, 1111 College St., Boulder, Colo.
Scribe LeRoy D. Moloney, 945-11th St., Boulder, Colo.

CREIGHTON (Beta Theta, 1930), CREIGHTON UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, OMAHA, NEB.
Province Officer: Henry C. Lucas, 1823 Spencer St., Omaha, Neb.
Chapter Club Room: 3019 California Street, Omaha, Neb.
H.M. Robert J. Lyons, 3320 Walnut St., Omaha, Neb.
S.W. Philip J. McCarthy, 3019 California St., Omaha, Neb.
Treas. Walter R. Jahn, 2701 Davenport St., Omaha, Neb.
Scribe Philip M. Dunn, 626 N. 27th St., Omaha, Neb.

DENVER (Alpha Nu, 1925), UNIVERSITY OF DENVER, COLLEGE OF BUSINESS ADMINISTRATION, DENVER, COLO.
H.M. Homer J. Bell, 1054 Bannock, Denver, Colo.
S.W. Harry J. McDargh, 319 Gaylord, Denver, Colo.
Treas. Howard S. Roers, 1076 Clarkson, Denver, Colo.
Scribe Gerald W. Maxwell, 1119 Vine, Denver, Colo.

DE PAUL (Alpha Omega, 1928), DE PAUL UNIVERSITY, COLLEGE OF COMMERCE, 64 E. LAKE ST., CHICAGO, ILL.
Province Officer: Donald L. Ketcham, 6072 N. Neva Ave., Chicago, Ill.
H.M. Frank C. Tyler, 1116 E. Marquette Rd., Chicago, Ill.
S.W. Richard E. Hebert, 543 S. Lombard Ave., Oak Park, Ill.
Treas. Richard E. Osburn, 4549 W. Maypole Ave., Chicago, Ill.
Scribe Frank H. Valente, 1950 E. 75th St., Chicago, Ill.

DETROIT (Theta, 1921), UNIVERSITY OF DETROIT, COLLEGE OF COMMERCE AND FINANCE, DETROIT, MICH.
H.M. John F. Joliat, 2461 Atkinson, Detroit, Mich.
S.W. Robert L. Fregolle, 14805 Winthrop, Detroit, Mich.
Treas. John R. Cavigan, 17380 Birchcrest Dr., Detroit, Mich.
Scribe William G. Loughlin, 16558 Roselawn, Detroit, Mich.

DRAKE (Alpha Iota, 1924), DRAKE UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, DES MOINES, IOWA
Province Officer: Merrill B. Dille, Drake University, Des Moines, Iowa
H.M. Robert W. Kautz, 1142 24th St., Des Moines, Iowa
S.W. Robert G. Sutherland, 3814 Center St., Des Moines, Iowa
Treas. Gerald J. O'Brien, 1020 14th St., Des Moines, Iowa
Scribe Paul E. Lay, 400 9th St., West Des Moines, Iowa

FLORIDA (Beta Eta, 1929), UNIVERSITY OF FLORIDA, COLLEGE OF BUSINESS ADMINISTRATION, GAINESVILLE, FLA.
H.M. Lawrence R. Scott, Box 2269, University Station, Gainesville, Fla.
S.W. Grady O. Tucker, Jr., 1158 Tressalia St., Gainesville, Fla.
Treas. Harold E. Morlan, 506 E. Mechanic St., Gainesville, Fla.
Scribe Josephus P. Hunter, Box 2268, University Station, Gainesville, Fla.

GEORGETOWN (Mu, 1921), GEORGETOWN UNIVERSITY, SCHOOL OF FOREIGN SERVICE, 37TH AND O STS. N.W., WASHINGTON, D.C.
Province Officer: Thomas McKinley, 3042 Cambridge Pl., Washington, D.C.
Chapter House: 2210 20th St., N.W., Washington, D.C.
H.M. George K. Taylor, 2210 20th St., N.W., Washington, D.C.
S.W. Joseph M. McNamara, 1734 Park Rd., N.W., Washington, D.C.
Treas. Harry C. Eisenbeiss, 2210 20th St., N.W., Washington, D.C.
Scribe James G. Michaux, 1516 N. Rhodes, Arlington, Va.

GEORGIA (Kappa, 1921), UNIVERSITY OF GEORGIA, ATLANTA DIVISION, 24 IVY ST., ATLANTA, GA.
Province Officer: Thoben F. Elrod, 1058 Piedmont Ave., N.E., Atlanta, Ga.
H.M. Benjamin W. Binford, 592 Park Ave., S.E., Atlanta, Ga.
S.W. Fred B. Hedges, 1741 Langston Ave., S.W., Atlanta, Ga.
Treas. John W. Born, 2476 Memorial Dr. S.E., Atlanta, Ga.
Scribe H. Melvin Richardson, 2374 LaVista Rd., Atlanta, Ga.

GEORGIA (Pi, 1922), UNIVERSITY OF GEORGIA, COLLEGE OF BUSINESS ADMINISTRATION, ATHENS, GA.
H.M. Joseph M. Erquitt, 20 S. Lumpkin St., Athens, Ga.
S.W. Donald F. Bracewell, Joe Brown Hall, Athens, Ga.
Treas. Thomas V. Padgett, Joe Brown Hall, Athens, Ga.
Scribe Theo H. Yeager, Jr., Milledge Hall, Athens, Ga.

INDIANA (Alpha Pi, 1925), INDIANA UNIVERSITY, SCHOOL OF BUSINESS, BLOOMINGTON, IND.
H.M. Bruce T. Kaiser, Indiana University, Bloomington, Ind.
S.W. James I. Toy, Jr., Indiana University, Bloomington, Ind.
Treas. Leroy T. Deal, Indiana University, Bloomington, Ind.
Scribe Phillip Reitz, Jr., 602 N. Washington St., Bloomington, Ind.

IOWA (Epsilon, 1920), STATE UNIVERSITY OF IOWA, COLLEGE OF COMMERCE, IOWA CITY, IOWA
Province Officer: W. Arthur Allee, 319 N. Linn St., Iowa City, Iowa
H.M. Robert L. Paulson, 725 E. Washington, Iowa City, Iowa.
S.W. Ralph S. Brown, 702 N. Dubuque, Iowa City, Iowa.
Treas. Thomas G. McCracken, Law Commons, Iowa City, Iowa.
Scribe George H. McNeal, 818 E. Market, Iowa City, Iowa.

JOHNS HOPKINS (Chi, 1922), JOHNS HOPKINS UNIVERSITY, SCHOOL OF BUSINESS ECONOMICS, BALTIMORE, MD.
Province Officer: Bruno Lawson, 4408 Marble Hall Rd., Baltimore, Md.
H.M. Edgar S. Jacob, 2421 Ken Oaks Rd., Baltimore, Md.
S.W. John H. Gimbel, 1817 Wilkens Ave., Baltimore, Md.
Treas. Albert A. Carey, 3928 Ednor Rd., Baltimore, Md.
Scribe Edward F. Mullen, 144 Spa View Ave., Annapolis, Md.

KANSAS (Iota, 1921), UNIVERSITY OF KANSAS, SCHOOL OF BUSINESS, LAWRENCE, KAN.
H.M. Duane A. James, 1320 Ohio, Lawrence, Kan.
S.W. Walter C. Emery, Spooner Thayer, Lawrence, Kan.
Treas. Robert B. Docking, 1604 Stratford Rd., Lawrence, Kan.
Scribe Raymond L. Moore, R.F.D. 1, Lawrence, Kan.

KENT (Beta Pi, 1942) KENT STATE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, KENT, OHIO
Province Officer: Harding A. Wichert, 330 Birchwood Ave., Cuyahoga Falls, Ohio
H.M. Robert T. Rector, 213 Highland Ave., Kent, Ohio.
S.W. William L. Myer, 143 S. Water St., Kent, Ohio
Treas. Max A. Williams, 476 Wolcott Ave., Kent, Ohio
Scribe William G. Giesse, Box 123A, Windham, Ohio.

LOUISIANA STATE (Beta Zeta, 1929), LOUISIANA STATE UNIVERSITY, COLLEGE OF COMMERCE, BATON ROUGE, LA.
Province Officer: Sidney A. Champagne, 511 N. Tenth St., Baton Rouge, La.
H.M. Ray Q. Pierce, Box 6739, University Station, Baton Rouge, La.
S.W. Ralph W. Doerner, 952 N. 5th St., Baton Rouge, La.
Treas. Carl J. Bellard, Box 8151, University Station, Baton Rouge, La.
Scribe John F. D'Gerolamo, Rt. 3 Box 142, Baton Rouge, La.

MARQUETTE (Delta, 1920), MARQUETTE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, 1217 W. WISCONSIN AVENUE, MILWAUKEE, WIS.
H.M. Robert F. Kugler, 2862 N. 27th St., Milwaukee, Wis.
S.W. Robert E. Schmitz, 3444 N. Shepard Ave., Milwaukee, Wis.
Treas. Norman J. Kaye, 2947 S. 49th St., Milwaukee, Wis.
Scribe Donath A. Roettgers, 3605 N. 54th Blvd., Milwaukee, Wis.

MIAMI (Alpha Upsilon, 1927), MIAMI UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, OXFORD, OHIO
Province Officer: Halsey E. Ramsen, Miami University, Oxford, Ohio
H.M. Harold O. Langenderfer, Box 73, New Men's Dormitory, Oxford, Ohio
S.W. Wallace I. Edwards, Box 32, Stoddard Hall, Oxford, Ohio
Treas. John R. Henke, 340 N. Locust St., Oxford, Ohio
Scribe Robert L. Gilliland, 106 N. Market St., Liberty, Ind.

MICHIGAN (Xi, 1921), UNIVERSITY OF MICHIGAN, SCHOOL OF BUSINESS ADMINISTRATION, ANN ARBOR, MICH.
H.M. Louis W. England, 1016 Forest Ave., Ann Arbor, Mich.
S.W. Lester H. Haapaniemi, 1456 University Terrace, Ann Arbor, Mich.
Treas. Ian Hannington, 209 Winchell House, Ann Arbor, Mich.
Scribe Rollin N. Bubert, 1124 Ware Court, Willow Run Village, Mich.

MINNESOTA (Alpha Epsilon, 1924), UNIVERSITY OF MINNESOTA, SCHOOL OF BUSINESS ADMINISTRATION, MINNEAPOLIS, MINN.
Province Officer: Norman C. Qualey, 260 Cathedral, St. Paul, Minn.
Chapter House: 1029 4th Street S.E., Minneapolis, Minn. (Li 3858)
H.M. Morris D. Dettman, 4000 46th Ave., S., Minneapolis, Minn.
S.W. Eugene L. Kubes, 1029 4th St., S.E., Minneapolis, Minn.
Treas. George W. Wagner, 1029 4th St., S.E., Minneapolis, Minn.
Scribe Harold L. Thomsen, 1029 4th St., S.E., Minneapolis, Minn.

- MISSISSIPPI** (Alpha Phi, 1927), UNIVERSITY OF MISSISSIPPI, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, OXFORD, MISS.
Province Officer: Joseph Cerny, II, University of Mississippi, University, Miss.
H.M. Banks E. Smith, Box 436, University, Miss.
S.W. Robert B. Ellis, Box 874, University, Miss.
Treas. Charles F. Dismukes, Box 312, University, Miss.
Scribe Robert H. Mullett, Box 719, University, Miss.
- MISSOURI** (Alpha Beta, 1923), UNIVERSITY OF MISSOURI, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, COLUMBIA, MO.
Province Officer: Royal D. M. Bauer, 304 S. Garth Ave., Columbia, Mo.
H.M. Robert A. Busse, 500 College, Columbia, Mo.
S.W. Joseph H. Owens, Defoe Hall, Columbia, Mo.
Treas. Robert L. Butler, 1314 Bass Ave., Columbia, Mo.
Scribe Joe B. Gilbert, Jr., 500 College, Columbia, Mo.
- NEBRASKA** (Alpha Delta, 1924), UNIVERSITY OF NEBRASKA, COLLEGE OF BUSINESS ADMINISTRATION, LINCOLN, NEB.
Province Officer: Dean E. Irvin, 1905 High St., Lincoln, Neb.
H.M. Ernest F. Fruhbauer, 1521 Washington St., Lincoln, Neb.
S.W. Roger T. Larson, 1527 M St., Lincoln, Neb.
Treas. Benjamin G. Krafka, 1527 M St., Lincoln, Neb.
Scribe Joseph W. Fiala, 1527 M St., Lincoln, Neb.
- NEW YORK** (Alpha, 1907), NEW YORK UNIVERSITY, SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, WASHINGTON SQ., NEW YORK, N.Y.
Chapter House: 40A Washington Sq. S., New York, N.Y. (Gramercy 5-8996)
H.M. Richard R. Routh, High St., Norwood, N.J.
S.W. Kevin J. Wright, 2735 Marion Ave., Bronx, N.Y.
Treas. Theodore R. Johnson, 145 W. 12 St., New York, N.Y.
Scribe Wallace S. Nowel, 646 7th St., Lyndhurst, N.J.
- NORTH CAROLINA** (Alpha Lambda, 1925), UNIVERSITY OF NORTH CAROLINA, SCHOOL OF COMMERCE, CHAPEL HILL, N.C.
Chapter House: 211 Pittsboro Street, Chapel Hill, N.C. (F-2071)
H.M. Richard H. Culberson, 402 Ruffin, Chapel Hill, N.C.
S.W. James B. Volger, Jr., 104 Stacy, Chapel Hill, N.C.
Treas. James E. Amos, 211 Pittsboro St., Chapel Hill, N.C.
Scribe Whittington B. O'Neal, Box 73, Pittsboro, N.C.
- NORTHWESTERN** (Chicago Division-Beta, 1914), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, 339 E. CHICAGO AVENUE, CHICAGO, ILL.
Province Officer: Donald L. Ketcham, 6072 N. Neva Ave., Chicago, Ill.
Chapter House: 42 E. Cedar Street, Chicago, Ill. (Del. 9651)
H.M. Henry V. Janowicz, 2959 N. Talman Ave., Chicago, Ill.
S.W. Robert A. Moccello, 1712 N. Long Ave., Chicago, Ill.
Treas. Eugene C. Johnson, 8045 S. Bishop, Chicago, Ill.
Scribe Edwin F. McClelland, 4657 West End Ave., Chicago, Ill.
- NORTHWESTERN** (Evanston Division-Zeta, 1920), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, EVANSTON, ILL.
Province Officer: Donald L. Ketcham, 6072 N. Neva Ave., Chicago, Ill.
Chapter House: 1819 Orrington Ave., Evanston, Ill. (Greenleaf 9495)
H.M. Burdette G. Meyer, 3020 S. Kedvale Ave., Chicago, Ill.
S.W. Paul E. Coveney, 4136 Broadway Ave., Chicago, Ill.
Treas. Frank A. Geraci, 1411 N. Harding Ave., Chicago, Ill.
Scribe Wayne C. Reimer, 4209 N. Oakley Ave., Chicago, Ill.
- OHIO STATE** (Nu, 1921), OHIO STATE UNIVERSITY, COLLEGE OF COMMERCE AND ADMINISTRATION, COLUMBUS, OHIO
H.M. Michael S. Vargo, 1639 Summit St., Columbus, Ohio
S.W. Ralph P. Homan, River Road Dormitory, Columbus, Ohio
Treas. Eugene F. Metzger, 2156 Summit St., Columbus, Ohio
Scribe Roy S. Finefrock, 269 E. 12th Ave., Columbus, Ohio
- OKLAHOMA** (Beta Epsilon, 1929), UNIVERSITY OF OKLAHOMA, COLLEGE OF BUSINESS ADMINISTRATION, NORMAN, OKLA.
Province Officer: Everett P. Truex, University of Oklahoma, Norman, Okla.
H.M. Rex D. Johnson, 736 Elm St., Norman, Okla.
S.W. Walter A. Thompson, 904 College St., Norman, Okla.
Treas. Jack L. Jones, 1010 Classen Blvd., Norman, Okla.
Scribe Howard B. Frank, Jr., 917 Cruce St., Norman, Okla.
- PENNSYLVANIA** (Beta Nu, 1932), UNIVERSITY OF PENNSYLVANIA, THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, LOGAN HALL, PHILADELPHIA, PA.
Province Officer: Addis L. Bowles, 527 Harrison Ave., West Collingswood, N.J.
Chapter House: 3902 Spruce Street, Philadelphia, Pa. (Baring 9096)
H.M. David L. Powell, 5023 Springfield Ave., Philadelphia, Pa.
S.W. Bert C. Daikler, 3902 Spruce St., Philadelphia, Pa.
Treas. Robert E. Gladden, 820 Linden St., Camden, N.J.
Scribe Alex J. Grace, 3902 Spruce St., Philadelphia, Pa.
- PENN STATE** (Alpha Gamma, 1923), PENNSYLVANIA STATE COLLEGE, DEPARTMENT OF COMMERCE AND FINANCE, STATE COLLEGE, PA.
Province Officer: Patrick J. Boner, 148 Windcrest, State College, Pa.
H.M. Russell T. Teall, Jr., Pennsylvania State College, State College, Pa.
S.W. Karl E. Spaeth, Pennsylvania State College, State College, Pa.
Treas. Owen J. Giblin, Pennsylvania State College, State College, Pa.
Scribe Edwin S. Manbeck II, Pennsylvania State College, State College, 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. Roger A. Laubach, 909 Bellevue Ave., Trenton, N.J.
S.W. Robert L. Edwards, 909 Bellevue Ave., Trenton, N.J.
Treas. Herbert F. Klepper, 909 Bellevue Ave., Trenton, N.J.
Scribe Donald C. Hackley, 909 Bellevue Ave., Trenton, N.J.
- RUTGERS** (Beta Omicron, 1937), RUTGERS UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, 40 RECTOR ST., NEWARK, N.J.
Chapter House: 29 Saybrook Place, Newark, N.J.
H.M. Benjamin T. Summer, 124 Virginia St., Hillside, N.J.
S.W. Dominick A. Montelaro, 89 Storms Ave., Jersey City, N.J.
Treas. Harold T. Redding, 285 S. Burnett St., East Orange, N.J.
Scribe Eugene B. Stadler, P.O. Box 85, Murray Hill, N.J.
- RUTGERS** (Beta Rho, 1942), RUTGERS UNIVERSITY, UNIVERSITY COLLEGE, NEWARK, N.J.
H.M. James J. McLoughlin, Jr., 53 S. Munn Ave., Newark, N.J.
S.W. Donald O. Corvey, 120 Rutger St., Belleville, N.J.
Treas. Warren S. Woolley, 38 S. Walnut St., East Orange, N.J.
Scribe Eugene H. Gallagher, 436 S. 14 St., Newark, N.J.
- ST. LOUIS** (Beta Sigma, 1946), ST. LOUIS UNIVERSITY, SCHOOL OF COMMERCE AND FINANCE, ST. LOUIS, MO.
H.M. William A. Bruen, 4232 Flad, St. Louis, Mo.
S.W. F. Joseph Marin, 3617 Tennessee, St. Louis, Mo.
Treas. Clarence W. Lerch, 4933 Cote Brilliant, St. Louis, Mo.
Scribe Joseph F. Duenper, 2026 Hildred, Jennings, Mo.
- SOUTH CAROLINA** (Beta Gamma, 1929), UNIVERSITY OF SOUTH CAROLINA, SCHOOL OF BUSINESS ADMINISTRATION, COLUMBIA, S.C.
Province Officer: W. Frank Taylor, Jr., 113 S. Queen St., Columbia, S.C.
Chapter House: Tenement 14, University of South Carolina, Columbia, S.C.
H.M. Herbert W. Traylor, Box 4063, University of S.C., Columbia, S.C.
S.W. Samuel A. Benson, Box 295, University of S.C., Columbia, S.C.
Treas. Olin F. Moody, Box 2761, University of S.C., Columbia, S.C.
Scribe Bobbie N. Taylor, Box 3935, University of S.C., Columbia, S.C.
- SOUTH DAKOTA** (Alpha Eta, 1924), UNIVERSITY OF SOUTH DAKOTA, SCHOOL OF BUSINESS ADMINISTRATION, VERMILION, S.D.
H.M. James D. Jensen, 18 Bloomingdale, Vermillion, S.D.
S.W. George J. Blando, B-201 Harvard, Vermillion, S.D.
Treas. Walter Bauer, 500 N. Dakota, Vermillion, S.D.
Scribe Marwyn L. Gilmore, C-207 Harvard, Vermillion, S.D.
- SOUTHERN METHODIST** (Beta Phi, 1948), SOUTHERN METHODIST UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, DALLAS, TEX.
H.M. James F. Anderson, 625 Sunset, Dallas, Tex.
S.W. Herbert B. Tarrt, Jr., Southern Methodist University, Dallas, Tex.
Treas. James W. Johnson, 3608 Purdue, Dallas, Tex.
Scribe Robert D. Jenkins, 4629 Reiger Ave., Dallas, Tex.
- TEMPLE** (Omega, 1923), TEMPLE UNIVERSITY, SCHOOL OF COMMERCE, PHILADELPHIA, PA.
Chapter House: 1841 N. Park Avenue, Philadelphia, Pa. (FR 7-9625)
H.M. Matthew H. Parry, 1841 N. Park Ave., Philadelphia, Pa.
S.W. Edward J. Sodoma, 1841 N. Park Ave., Philadelphia, Pa.
Treas. Henry W. Hochstrasser, 1718 Spring Garden St., Philadelphia, Pa.
Scribe Rober H. March, 3234 Berkley Ave., Drexel Hill, Pa.
- TENNESSEE** (Alpha Zeta, 1924), UNIVERSITY OF TENNESSEE, SCHOOL OF BUSINESS ADMINISTRATION, KNOXVILLE, TENN.
H.M. John D. Peoples, 2755 Kingston Pike, Knoxville, Tenn.
S.W. Thomas B. Swift, 66 Hillside Village, Knoxville, Tenn.
Treas. Frank K. King, 944 Temple Ave., Knoxville, Tenn.
Scribe Ernest P. Newbern, 2003 Laurel Ave., Knoxville, Tenn.
- TEXAS** (Beta Kappa, 1930), THE UNIVERSITY OF TEXAS, SCHOOL OF BUSINESS ADMINISTRATION, AUSTIN, TEX.
Province Officer: Keith Davis, Deep Eddy Apt. 389-E, Austin, Tex.
H.M. James R. Coats, 203 Archway, Austin, Texas
S.W. John B. Evans, 2801 San Jacinto, Austin, Texas
Treas. Charles M. Stewart, 343 Brackenridge Hall, Austin, Texas
Scribe Jack D. Sullivan, 4902 Avenue F, Austin, Texas
- TEXAS TECH** (Beta Upsilon, 1947), TEXAS TECHNOLOGICAL COLLEGE, DIVISION OF BUSINESS ADMINISTRATION, LUBBOCK, TEX.
H.M. William T. Hutcheson, 2212 15th St., Lubbock, Texas
S.W. Joe M. Hefner, 2104 Main St., Lubbock, Texas
Treas. Samuel P. Grigg, 324 Sneed Hall, Lubbock, Tex.
Scribe Newell A. Reed, 2321 18th St., Lubbock, Tex.
- WASHINGTON** (Alpha Chi, 1928), WASHINGTON UNIVERSITY, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, SAINT LOUIS, MO.
H.M. Donald H. Breckenridge, 7429 Gannon Ave., University City, Mo.
S.W. Robert L. Harmon, 7444 University Drive, University City, Mo.
Treas. Paul Sabre, 5569 Chamberlain, St. Louis, Mo.
Scribe David G. Barnes, Jr., 5959 Clemens Ave., St. Louis, Mo.
- WESTERN RESERVE** (Beta Tau, 1947), WESTERN RESERVE UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, CLEVELAND, OHIO.
H.M. Francis J. Kaye, 1818 E. 81st St., Cleveland, Ohio.
S.W. Fred W. Schoditsch, 3442 W. 62nd St., Cleveland, Ohio.
Treas. Andrew D. Teklitz, 1734 Corning Ave., Cleveland, Ohio.
Scribe Walter Stepanek, 3195 W. 31st St., Cleveland, Ohio
- WISCONSIN** (Psi, 1923), UNIVERSITY OF WISCONSIN, SCHOOL OF COMMERCE, MADISON, WIS.
Province Officer: Charles C. Center, 424 Sterling Hall, University of Wisconsin, Madison, Wis.
Chapter House: 132 Breese Terrace, Madison, Wis. (Fairchild 2934)
H.M. Paul H. Dalton, 132 Breese Terrace, Madison, Wis.
S.W. George E. Holmes, 2229 Rowley Ave., Madison, Wis.
Treas. John H. Muettterties, 132 Breese Ter., Madison, Wis.
Scribe Merlyn C. Rue, 819 W. Johnson St., 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., Henry Grady Hotel. **DINNERS**, third Thursday every month, 6:30 P.M., Robert Fulton Hotel.
Pres. Harold O. Duncan, 477 Boulevard Dr., Decatur, Ga. Tel.: DE 6602
Sec. Marion B. Mason, 31 Moreland Ave., N.E., Atlanta, Ga., Tel.: LA-1148
- AUSTIN, TEX.**
Pres. William D. Craig, 1509 Mohle Dr., Austin, Tex.
Sec. Earl Dennis, 708 Augusta, Austin, Tex.
- BALTIMORE, MD.—LUNCHEONS**, every Thursday, 12:00 noon, Lord Baltimore Hotel Cafeteria.
Pres. William R. McGuire, 1807 Deveron Rd., Lowson, Md.
Sec. Clarence Eliason, Jr., 2710 Harlem Ave., Baltimore, Md.
- BOSTON, MASS.**
Pres. Louis H. Gilbert, 604 Dudley St., Boston, Mass.
Sec. William F. Clark, Jr., 20½ St. James St., Roxbury, Mass.
- BUFFALO, N.Y.**
Pres. Ralph H. Franclemont, 131 Brantwood Rd., Buffalo, N.Y. Tel.: AM-4958.
Sec. Norman S. Schlant, 1725 Amherst St., Buffalo, N.Y. Tel.: AM-1633
- CHICAGO, ILL.—LUNCHEONS**, every Wednesday, 12:00 noon, Republic Building, 209 S. State St. **DINNERS**, third Thursday every month, 6:00 P.M. Triangle Restaurant, 6 S. Clark St.
Pres. Edmond W. Satterwhite, 7026 N. Sheridan Rd., Chicago, Ill.
Sec. Merle Loder, Mutual Life Insurance Co., 38 S. Dearborn St., Chicago, Ill.
- DALLAS, TEX.—DINNER**, fourth Tuesday every month, Villa Roma Restaurant, 2924 Maple Avenue.
Pres. William R. Merrick, 4416 Bowser St., Dallas, Tex. Tel.: L-66582.
Sec. John P. Penland, 5901 Victor St., Dallas, Tex. Tel.: T-7-6984.
- DETROIT, MICH.**
Pres. George E. Rakovan, 18300 Sorrento Ave., Detroit, Mich. Tel.: University 4-1139
Sec. Frank J. Brady, 13518 Rutland Ave., Detroit, Mich. Tel.: Vermont 6-5761
- JACKSONVILLE, FLA.—LUNCHEONS**, every Wednesday, 12:00 noon, Webb's Restaurant, 107 Julia St.
Pres. G. C. Harvard, c/o Harvard Mill Works, 562 King St., Jacksonville, Fla.
Sec. Henry G. Love, 1006 S. Shores Rd., Jacksonville, Fla.
- 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, 7:00 P.M.
Pres. George T. Dinsdale, 3015 P St., Lincoln, Neb. T.: 5-7877
Sec. Harry C. Freed, 730 S. 17th St., Lincoln, Neb. T.: 2-1507
- LOS ANGELES, CALIF.**
Pres. Sylvester Hoffman, 215 W. Fifth St., Los Angeles, Calif. Tel.: Mich 2823
Sec. Howard B. Chadsey, 1919 Morengo Ave., South Pasadena, Calif.
- MILWAUKEE, WIS.—DINNERS**, second Monday every month, 6:30 P.M., Medford Hotel
Pres. Cervase G. Fohey, 3914 N. 38th St., Milwaukee, Wis.
Sec. Oliver G. Lechmaier, 3039 N. 43rd St., Milwaukee, Wis.
- NEWARK, N.J.**
Pres. Herman W. Graf, 355 Raleigh Rd., Rahway, N.J.
Sec. Robert H. Huebner, 47 Berzen St., Newark, N.J.
- NEW YORK, N.Y.**
Pres. Nik Ther, Apt. 6, 38 W. 89th St., New York, N.Y. Tel. Fieldstone 7-3600, Ext. 746
Sec. Allen J. Ogden, 22-30 76th St., Jackson Heights, L.I., N.Y. Tel.: BEekman 3-0623
- NORTHEASTERN, OHIO**
Pres. Robert C. Jones, 446 Terminal Tower Bldg., Cleveland, Ohio. Prospect 4500
Sec. Neil S. Scharf, 13317 Third Ave., East Cleveland, Ohio. Berea 9034
- OMAHA, NEB.**
Pres. Raymond Kane, 4327 California St., Omaha, Neb.
Sec. Robert B. Haselton, 4913 Davenport St., Omaha, Neb.
- PHILADELPHIA, PA.—LUNCHEONS**, every Thursday, 12:00 noon, Leeds Restaurant, Broad & Locust Sts. **DINNERS**, second Thursday every month, 6:00 P.M., 2601 Parkway.
Pres. James A. Perdakis, LeRoy Court Apts., 60th & Warrington Aves. Philadelphia, Pa.
Sec. Howard W. Ayers, 429 Laurel Rd., Yeadon, Pa.
- ST. LOUIS, MO.—LUNCHEONS**, every Wednesday, 12:00 noon, Versailles Room, Mark Twain Hotel.
Pres. Ferdinand W. Meyer, 2008 Virginia Ave., St. Louis, Mo.
Sec. John P. Cummings, 1902 Victor St., St. Louis, Mo.
- TWIN CITIES (Minneapolis and St. Paul, Minnesota)—LUNCHEONS**, every Thursday, 12:00 noon, Covered Wagon Cafe, 114 S. 4th St., Minneapolis. **DINNERS**, second Tuesday every month, 6:15 P.M., King Cole Hotel.
Pres. Glen F. Galles, 3405 Aldrich Ave. S., Minneapolis, Minn. Tel.: REgent 2721
Sec. George H. Halverson, 5532 33rd Ave. S., Minneapolis, Minn. Tel.: DU 5532.

Delta Sigma Pi OFFICIAL RING



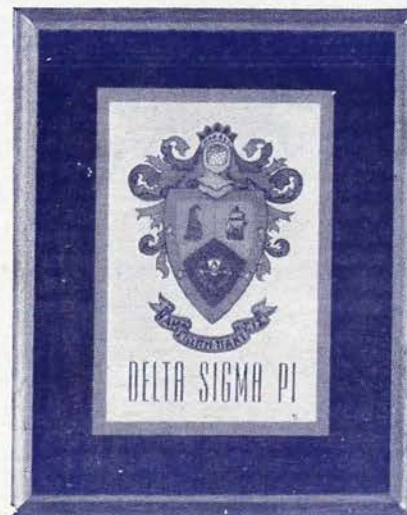
The Official Ring of Delta Sigma Pi is attractively designed with an amethyst stone.

Sterling Silver\$13.00

Gold, 10k 27.50

20% Federal Excise Tax Additional

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Coat-of-arms of Delta Sigma Pi printed in five bright colors and mounted on an attractive walnut finished wood base, approximately 5" x 6" in size, by the new lamination process, each\$1.50

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Futures for Sale



■ If you are an undergraduate member of Delta Sigma Pi, you should be anticipating graduation from college and also your alumni status in your fraternity. Upon graduation you will become a member of one of our alumni clubs, provided you establish residence in a metropolitan area. Should your residence be removed from the locality of an alumni club, your alumni activity in Delta Sigma Pi may be seriously threatened. It is up to you to do something about this, or your active fraternity contact may be completely lost to you.

■ A simple solution to this impending problem is the purchase of a Life Membership, which will permanently provide for YOUR FUTURE with your fraternity. The DELTASIG, which is mailed to every Life Member, contains a continuous record of the progress of your chapter and your fraternity, and is a strong link between the alumni and the active chapters. The Alumni News also provides you with important data about fraternity activities which are being held continuously throughout the country. Life Members are also permanently entitled to all of the benefits of our Alumni Placing Service. A beautiful, engrossed Life Membership Certificate and an engraved membership card will be given to you and will substantiate the fact that you have provided for YOUR FUTURE in your fraternity, Delta Sigma Pi.

■ Your FRATERNITY'S FUTURE will also be assured by your purchase of a Life Membership, as all of the revenue from the sale of Life Memberships is placed in the National Endowment Fund. To date over 1,400 brothers have provided for THEIR FUTURE and the FRATERNITY'S FUTURE by their purchase of a Life Membership. Their thoughtfulness created our National Endowment Fund, which some day will be large enough to guarantee your FRATERNITY'S FUTURE against any and all contingencies.

■ Don't wait until you have graduated to become a Life Member. Start today so that you will have your Life Membership by that time. You may send \$50.00, which is the total cost of a Life Membership, or \$5.00 as the first payment, to be followed by individual monthly payments of \$5.00 each, until the \$50.00 has been paid. Send your check to The Central Office of Delta Sigma Pi, 222 W. Adams Street, Chicago 6, Illinois.

