

The

# DELTA SIG

O F D E L T A S I G M A P I

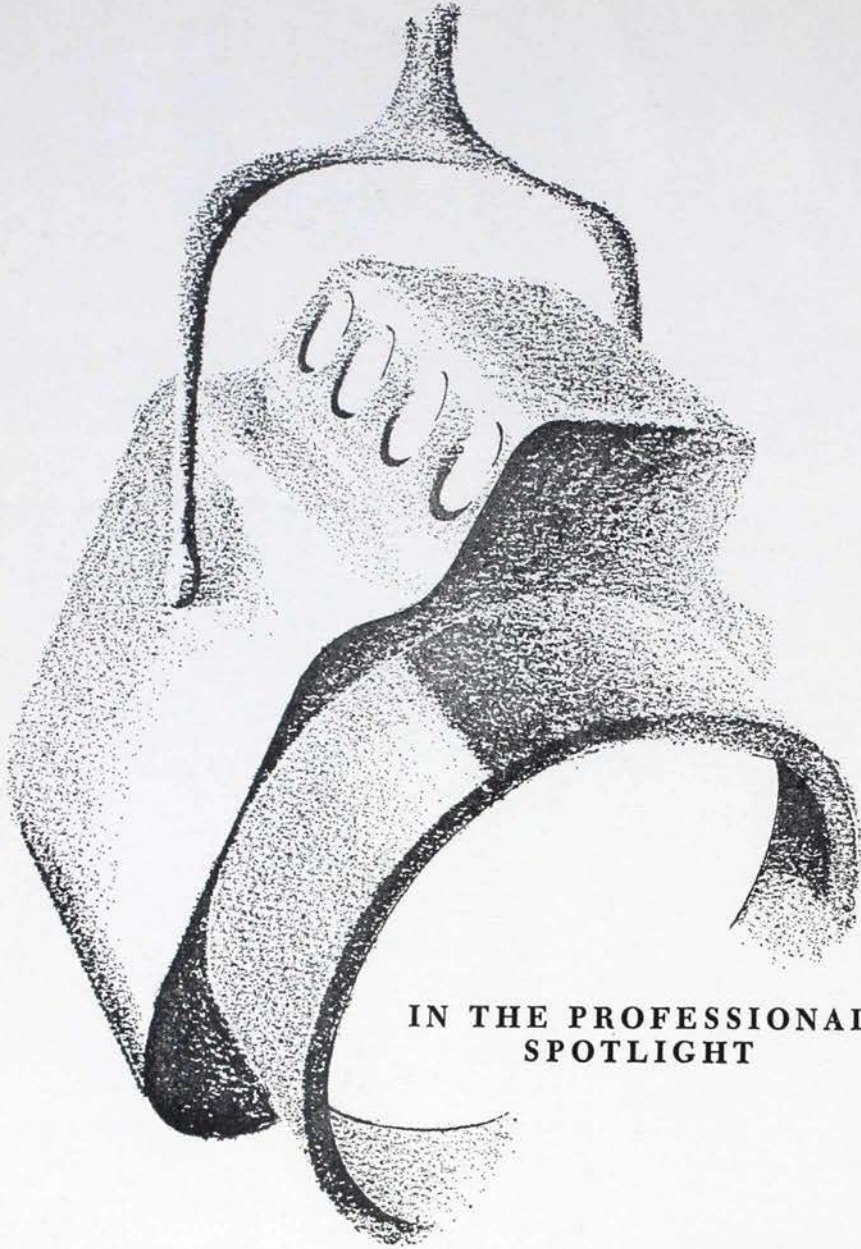


*University of Cincinnati, Cincinnati, Ohio*

**PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY**

FOUNDED 1907

**JANUARY 1966**



## 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. Delta Sigma Pi is a professional fraternity organized to foster the study of business in universities; to encourage scholarship, social activity 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 higher standard of commercial ethics and culture, and the civic and commercial welfare of the community.

### IN THE PROFESSIONAL SPOTLIGHT

Depicting the International character of Delta Sigma Pi the Spotlight focuses on the members of Gamma Psi Chapter at the University of Arizona during a recent exchange visit with students from the University of Sonora, Hermosillo, Sonora, Mexico, as they toured the Banco Ganadero y Agrícola, S. A.



# The DELTASIG

O F D E L T A S I G M A P I

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**Our Cover**

Featured on the cover of this issue of The DELTASIG is McMicken Hall on the campus of the University of Cincinnati, Cincinnati, Ohio.

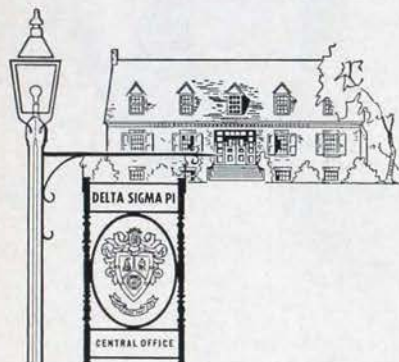
DELTA SIGMA PI is a charter senior member of the Professional Interfraternity Conference, organized in 1928. The members of the Conference comprise: ARCHITECTURE, Alpha Rho Chi. CHEMISTRY, Alpha Chi Sigma. COMMERCE, Alpha Kappa Psi, Delta Sigma Pi. DENTISTRY, Alpha Omega, Delta Sigma Delta, Psi Omega, Xi Psi Phi. EDUCATION, Kappa Phi Kappa, Phi Delta Kappa, Phi Epsilon Kappa, Phi Sigma Pi. ENGINEERING, Theta Tau, Sigma Phi Delta. LAW, Gamma Eta Gamma, Delta Theta Phi, Sigma Delta Kappa, Phi Alpha Delta, Phi Beta Gamma, Phi Delta Phi. MEDICINE, Alpha Kappa Kappa, Theta Kappa Psi, Nu Sigma Nu, Phi Beta Pi, Phi Chi, Phi Delta Epsilon, Phi Lambda Kappa, Phi Rho Sigma. MUSIC, Phi Mu Alpha Sinfonia. PHARMACY, Alpha Zeta Omega, Kappa Psi, Rho Pi Phi, Phi Delta Chi.

# From The Desk of The Grand President

Alfred North Whitehead once made the following observation—"A great society is a society in which its men of business think greatly of their function."

Delta Sigma Pi being privileged to be identified as a professional fraternity in the field of commerce and business administration forms a part of this observation. As such, we must promote basic standards embodying purpose, value and a call for action. We must serve a useful and worthwhile purpose. This we do by planning for and carrying out a vigorous and diversified program of professional activities; the distinguishing quality characterizing the nature and personality of our Fraternity.

There is nothing obscure or intangible behind this trait. We need but to look to the Preamble of our Constitution. Upon analysis, five of the seven elements confirm this purpose. They are:



WINTER IS STILL very much with us but with the end of the first semester we head into the second semester and the home stretch of this 1965-66 academic year. Much has been accomplished already during the first half of this year. A fourth new chapter this year was recently installed at St. Joseph's College in Philadelphia, Pennsylvania. Our extensive travel program has kept Field Secretaries Ken Vadovsky and Ben Wolfenberger on the move almost continuously since the first of the year.

Founders' Day activities found Ben, Regional Director Andrew T. Fogarty, Past Grand President Robert G. Busse and me at Nu Chapter at Ohio State University. Grand President Marko was on hand in Atlanta for a state wide celebration of Founders' Day with Kappa Chapter at Georgia State, Pi Chapter at Georgia, Epsilon Chi Chapter at Georgia Southern and Zeta Lambda Chapter at Georgia Tech. Ken



**M. JOHN MARKO**  
Beta Rho-Rutgers

- "Organized to foster the study of business in universities"
- "Encourage the association of students for their mutual advancement by research and practice"
- "Promote closer affiliation between the commercial world and students of commerce"
- "Further a higher standard of commercial ethics and culture"
- "Further the civic and commercial welfare of the community"

These are not idle words. They are a challenge.

Challenge is an aggressive word—a call to action—an urgent call to action. The challenge is not to do something in the remote future or as soon as we are free from other demands or whenever it is convenient. The challenge is in reality a challenge to mediocrity.

Do you think greatly of your function!

## A Word From The Central Office

was in Colorado meeting with the Brothers of Zeta Kappa Chapter at Western State College in Gunnison.

A forthcoming event special in the social calendar of most chapters is the "Rose of Deltasig" dance. Plans are also in the making to honor Brother Curtis N. Painter, executive vice president of Armstrong Cork Company as Deltasig of the Year 1965.

Tragedy struck Delta Sigma Pi on October 27 when a pre-dawn fire destroyed the college owned house of our Delta Lambda Chapter at Ithaca College, Ithaca, New York, causing the death of two members and seriously injuring three others. We extend our deepest sympathy to the families of these brothers and the members of Delta Lambda Chapter and wish a speedy recovery for those injured.

—Charles L. Farrar



# The DELTASIG

O F D E L T A S I G M A P I

ON SATURDAY, OCTOBER 30, 1965, the Zeta Xi Chapter of Delta Sigma Pi was installed at Lewis College, Lockport, Illinois. The Zeta Xi Chapter at Lewis now joins Beta Chapter at Northwestern University, Zeta Chapter at Northwestern University, Upsilon Chapter at the University of Illinois, Alpha Psi Chapter at the University of Chicago, Alpha Omega Chapter at De Paul University, Gamma Pi Chapter at Loyola University and Epsilon Omega Chapter at Eastern Illinois University to make eight chapters of the Fraternity in Illinois. Zeta Xi Chapter is also the 137th in Delta Sigma Pi of which 127 are currently active.

Grand President M. John Marko headed the installation team which arrived during the morning for registration, a tour of the campus, an informal luncheon and the informal and formal initiation. Other guests included Grand Secretary-Treasurer Emeritus H. G. Wright, Executive Director Charles L. Farrar, Regional Directors Thomas M. Mocella, and LaVerne A. Cox, District Directors Charles B. Miller and Timothy D. Gover, Golden Council members Robert O. Lewis, Robert A. Mocella, Frank A. Geraci, alumnus Rudolph H. Weber and delegations from Beta Chapter, Zeta Chapter, Alpha Omega Chapter, Gamma Pi Chapter and Alpha Delta Chapter at the University of Nebraska.

Following the initiation of new members the scene of activities for the installation shifted from the Lewis College campus in Lockport to D'Amico Restaurant in Joliet, Illinois. Regional Director Thomas M. Mocella, acting as toastmaster, introduced Rev. J. J. Epple, O.F.M., Lewis College chaplain who offered the invocation. Brother J. Philip, F.S.C., vice president of the college and dean of Academic Affairs then welcomed the guests and the new chapter of Delta Sigma Pi to the Lewis College campus. Roger G. Ashamy, chairman of the Commerce Department gave a brief history of his department.

The climax of the program was reached when Grand President Marko presented the Zeta Xi Chapter Charter to Howard A. Collins, Jr., president of the new chapter who accepted the charge and charter on behalf of the 44 newly initiated members. Executive Director Charles Farrar extended to the new members a personal welcome into the bonds of brotherhood as well as the many letters and telegrams that had been received from throughout the Delta Sigma Pi fraternity world. The installation was concluded with the presentation of the chapter gavel to President Howard Collins by Regional Director Thomas M. Mocella.

## History of the Department of Business Administration and Economics

The Lewis College Department of Business Administration and Economics has officially been in existence since 1962 with its Chairman, Roger B. Ashmay, being largely responsible for its tremendous growth in this short time. In a sense though, it has always existed as a part of the Division of Social Sciences.

The underlying theme of the department is to provide intellectual training in business; to equip the student for advanced study or effective participation in business; to provide some degree of twentieth century scientific competence;

to exercise training in logical thought processes; and to arouse the student's interest in those social and economic aspects of his daily experience that are vital for the preservation of democratic freedom and the realization of Christian values. Successful pursuit of this theme will give the student those habits of thought necessary for active citizenship in a democratic free-enterprise society and secondarily, will provide a liberal discipline rooted in broad understandings rather than in specific techniques.

Enrollment this year is over four hundred students with degrees being offered in Marketing, Business Management, Accounting and Economics.

## Lewis College Receives Zeta Xi Chapter



TERMED THE GATES to intellectual, social and spiritual knowledge is this gate to the entrance of Lewis College in Lockport, Illinois, where Zeta Xi Chapter of Delta Sigma Pi was recently installed.



TYPICAL OF THE modern facilities on the Lewis College campus is Fitzpatrick Hall.

### History of the Commerce Club

The Lewis College Commerce Club adopted its constitution on November 9, 1961 and had as its purpose the furthering of knowledge in commerce, industry, and related subjects; increasing the ability to accept responsibility; and to provide the opportunity for healthy and beneficial social activities.

Since then, the Commerce Club has actively continued a full professional, scholastic, financial, and social program in its local organization. Having successfully petitioned the International Fraternity of Delta Sigma Pi and having completed a comprehensive pledge training program, the group received its charter on October 30, 1965 with the following undergraduates and faculty as charter members: Richard J. Kawa, Howard A. Collins, Jr., Terrence E. Milani, Dennis W. Malone, Raymond A. Grzesiak, Michael W. Kozoil, Gerald M. Marcangelo, George R. Hlava, Robert J. Kempiak, Roger G. Ashamy, David V. Krug, Lawrence B. Carroll, John F. Chenier, James W. Church, William J. Ciluffo, David M. Dow, William E. Dow, Terrence S. Farmer, Dennis L. Freeland, Thomas H. Grabowski, Donald E. Hayes, Anthony A. Juszynski, John A. McGary, James P. Manika, Robert J. Nemanik, Paul J. Nicola, Dennis R. Ogirodowczyk, Leonard J. Paolucci, John J. Poropat, Hames H. Rutz, John R. Ryan, Raymond J. Schramm, Dennis J. Skahen, Robert F. Skonicki, Daniel J. Storie, Michael J. Trotter, Larry A. Yurkovich, John S. Zepaltas, Patrick R. Delaney, Joseph K. Fabish, Francis J. Staszak, Patrick J. O'Donnell, Jr., Francis T. Weiland, and Francis J. Zeller.



EPSILON XI CHAPTER President Howard Collins receives the Chapter gavel from Regional Director Thomas M. Mocella.



PICTURED HERE is the Frank J. Lewis Memorial Library on the campus of Lewis College in Lockport, Illinois, home of Zeta Xi Chapter of Delta Sigma Pi.

### History of Lewis College

The history of Lewis College may be stated as the growth of the ideals of gifted men. It is a history of the growth of a school which has been known by five different names and which has continually developed and studied the aims of its educational program.

Originally, the school was founded on May 30, 1932 as a technical school made possible by a land donation to the Archdiocese of Chicago, and was called the Holy Name Technical School. In 1934 the school name was changed to Lewis Holy Name School of Aeronautics offering classes in trades, liberal arts, and an additional division of study for high school level students. In 1936 the school closed for one year for financial reasons but reopened with a full program in aeronautics. Over the years it has added studies in flight aviation mechanics, aeronautical engineering, and flight and mechanics school, with full accreditation of a four-year engineering college. During World War II the school trained some 1200 pilots for the war effort.

In 1950 the high school division and the aviation maintenance and flight areas were discontinued and Lewis College became a four-year liberal arts college but maintained its industrial arts emphasis.

The Christian Brothers Provincial of the Saint Louis District acquired the college in 1960 and as educators have aimed the academic program toward a Catholic men's college of arts and sciences, with the underlying theme and philosophy of pursuit, zeal, learning and professional competence.

# Management and Managers in the Years Ahead

Ray S. Tannehill, *Pennsylvania State*, Vice President  
The Bell Telephone Company of Pennsylvania

The following is an address delivered by Brother Tannehill to the College of Business Administration, Pennsylvania State University.

AS I REFLECTED on the changes which the world of business, including the practice of management, is presently undergoing and tried to visualize the particular demands which will be made upon you who are about to begin your careers, it occurred to me that most of you will probably be actively involved in positions of significant responsibility within the next couple of decades. What I would like to do is to look ahead through the early portion of your careers and try to lay out for you, to the best of my ability, the directions in which current trends appear to be taking us. After that, I would like to examine some implications in these trends regarding the personal attributes of the people who aspire to be the managers.

The dominant characteristics of business in the years ahead will be "Change." The rapidity with which new products and processes are currently being introduced in our economy is well known to all of you and I don't plan to belabor the point here. What I think we should recognize, however, is that the rate of this change is likely to increase and that any discussion of the future must consider the responsibilities which management faces in a situation of rapid change.

A paragraph in an article by Arnold Toynbee in a *Saturday Review* series of about three years ago, entitled, "How To Change The World Without War" is very much to the point. He said,

"... continuous change is of the essence of human life. Change cannot be brought to a halt. To try to halt change is to court an explosion. If we foresee a necessary change soon enough, we shall have some chance of controlling it and of guiding it into channels in which its effects will not be devastating, but constructive."

Our topic may now be re-focused as an attempt to identify some of the inevi-

table changes in business in the years ahead and to comment on the attributes which you will need in order to guide these changes in ways that will be constructive.

What are the most obvious changes that have to be dealt with? Perhaps they can be best understood if I break them down into two broad categories.

1. Might include those changes directly related to the *process* of management—making decisions, preparing plans, communicating instructions and the like.
2. Has to do with the changing factors in the *environment* or *situation* with which managers have to deal.

In probing more deeply into the management process category, the effects of automation and its related developments immediately come to mind. The changes which are now being realized from our new ability to process information include:

1. A significant improvement in the time component in decision-making. That is, decisions can be based on "real time" rather than "after the fact" measures. By this I mean that decisions will be based on current information regarding the condition of a particular resource or issue rather than on information effective as of the end of some previous reporting period as is presently required.
2. The ability to pre-test the likely outcomes of alternative strategies or decisions using computer-based simulations.
3. The extension of control of the firm's operations beyond some of the present limits imposed by economic and geographical factors or time of day. In this sense, we are talking about the ability of the computer and automatic networks to

perform many of the more elementary functions of observing, reporting and summarizing data which heretofore had to be done by human beings.

You have guessed correctly, if you have concluded that the computer is not going to assume all of a manager's burdens. It will more likely free him of much routine, enlarge his span of control and upgrade him to higher levels of decision-making and leadership.

But his work will be no less arduous. In one sense, decision-making will become more rather than less difficult as many of the advocates of statistical decision theory predict. The complicating factor is one that does not exist to any great magnitude today. Namely, the mountainous volumes of data which will be available impose a new need to identify and use well only that information which is relevant and to reject that which is less perfect or irrelevant.

Many large and medium-sized firms have already installed computers and have established whole departments to preside over the planning and implementation of complex management information systems. With the growth of the integrated information system concept, new companies will emerge to minister to the data-processing needs of smaller firms which would not otherwise be able to afford either their own hardware or the technical expertise to develop an information system. Within a shorter time than we may think this integrated information system concept will become the central element in the process of management—until, of course, something even newer comes along and makes it obsolete.

You will recall that I said at the outset that the new developments in data gathering, analysis and dissemination all have to do with facilitating what we might refer to as the processes of management; that is, the making of decisions and the

transmitting of instructions and the like. There are several other dynamic trends concerning the environment or situation in which these processes of management must operate, however, which future managers must also be prepared to cope with. I would like to mention five of these which I think are particularly significant. They are:

1—Radical changes in the composition of the work force. Among these changes will be the increasing proportions of more sophisticated and better educated college graduates, many of whom will have advanced degrees. Another work force difference will probably include a greater number of women in positions of higher responsibility. Greater turnover of employees will occur inasmuch as a larger proportion of workers in the years ahead will probably possess some type of specialized or technical knowledge or skill which will have a high market value with other firms.

2—Knowledge will tend to become obsolete sooner. Facts and principles which were assumed to be true on the basis of prior study and experience will require re-evaluation and updating sooner as our research continues to produce new findings. The search for knowledge will, in all probability, increase the role of continuing education in our culture. It should also lead to greater levels of interaction between universities and corporations than exists today. Both teachers and managers will become more aware of the high level of interdependence between theory and practical application in the search for new knowledge.

3—The combination of smaller firms into larger, widely diversified corporations, often with international production and merchandising operations. This trend will be fostered by the economies of large-scale operation and by the need to create broadly diversified capital investments as a hedge against the risks of premature obsolescence resulting from rapid technological change.

4—More complex market situations will emerge where a larger variety of goods and services will be competing for the favor of greater numbers of more sophisticated and affluent purchasers.

5—Tighter price competition which will place an even higher premium on losses and efficiency than is experienced today.

Now let us take a look at the men, and women, who will be the managers.

What will they need to perform the management function successfully? It is a safe assumption that no one has yet determined the exact combination of personal characteristics which will ensure universal success for the individual. However, you can increase the chances of your success to the degree that you possess strengths in the following categories.

#### *Broad Education*

The first and obvious characteristic that comes to mind is that tomorrow's manager must be a broadly educated person. The broad education of which I speak should include the study of some enduring fundamentals such as mathematics and basic sciences as well as techniques of business management. The need to be familiar with the environment also implies an interest in history, economics, politics, social studies, literature—areas that develop understanding of the human factors.

Some managers will spend most of their careers in highly specialized fields such as operations or scientific research, engineering, finance, personnel, law and the like. Others will come to serve in a general manager role, usually after demonstrating mastery in one or more specialty areas.

Not only should the education of those who continue as specialists be built on a broad foundation but such a foundation will be vital for the future general manager who will not have time to remain expert on any one topic. The general manager must be able to understand and appraise what the experts are saying, and then weld all the technical and human factors together. His role will be to add the dimension of breadth to the specialists' contributions of depth.

#### *Learning Power*

More important than the specific dimensions of knowledge which a prospective manager has at the onset of his career, however, will be his ability constantly to update his knowledge, to see his formal education as only a basis for continued personal growth.

In a period of rapid knowledge expansion, a manager's value to his corporation will tend to decline as knowledge and experience acquired in earlier years become obsolete. This implies that a manager must take positive action to continue to nourish his mind and broaden his outlook. He must not only enter

the organization with a broad education but he must also have learned how to learn in order that he may integrate his practical business experiences with his educational background.

#### *Flexibility of Attitudes*

A corollary of Learning Power is Flexibility, the ability to adjust one's behavior on the basis of new knowledge or the realities of changing situations. In view of the effect which attitudes have on behavior, the ability to adapt to tomorrow's situations will, in large measure, depend on the level of rigidity or flexibility by which attitudes have been conditioned.

Successful managers must have developed the ability to adjust attitudes voluntarily, and with a speed that will at least equal, and preferably exceed, the rate of change itself. Tomorrow's managers must possess an open and flexible mind but one that nevertheless has a foundation built on fundamental convictions and principles.

#### *Vision*

If a business aspires to greatness, it must attract men and women of excellence who share that vision of greatness. The complexities of growth and change will require that managers have an ability to maintain their long-range goals clearly in view. This attribute also includes the capacity to develop plans and policies that will energize the organization and provide guidance in the administration of daily activities consistent with the long-range goals. A well-developed sense of Vision will be required in order that managers can both set stimulating goals for their organization and can also predict the ultimate consequences of their own immediate acts.

The importance of having managers with Vision in the years ahead was underscored by Monroe J. Rathbone, Chairman of the Board and Chief Executive Officer of Standard Oil Company (New Jersey), in January of this year. He said,

"If (a student) has the urge to influence the course of history, he should realize that, of all the institutions shaping human life in the world today, none is more influential than business . . . and, by no means least important, (business) gives a living demonstration that people can do something to shape their own destiny."



## *Vitality*

This next attribute I have labeled Vitality but it might just as well be called drive, enthusiasm, desire to excel, zest, or the like. It is the determination, the will to achieve which sustains an individual—once faced with a problem or goal—to pursue it until he achieves the sweet reward of success.

An organization's vitality can never be more than the sum total of the individual efforts of its employees striving to solve their own problems. Where all are waiting for their work to be laid out for them, vitality ceases to exist.

## *Persuasive Leadership*

Of all the talents which managers must have in the years ahead, perhaps the most difficult to acquire are those in the areas of understanding, working with and motivating people. The so-called "Human Relations" skills will be increasingly essential if the human resources—represented by the more sophisticated and better educated workers with the highly marketable knowledge and skill—are to be harnessed in active support of the corporate or organization goals. Success will depend on such subtleties as a feeling for people, and an ability to earn respect and cooperation. No matter how smart you are, your success will depend to a great extent on other people. Many very smart men have failed simply because they did not understand this or were unable to win the cooperation of others. Every successful manager knows, however, that achievement depends upon the exercise of human qualities that must be nourished by giving praise and reward whenever they are due.

## *Communications Skills*

The implication is clear that despite all of the computers and scientific decision-making tools which he will have available, the manager's primary job in the future is still going to involve the employment of judgment to solve problems in a sound and well-organized manner. And it will also still be necessary for him to instruct or even inspire others if his objectives are to be carried out. Hence, effective speaking and writing skills will be essential for the successful manager of 1985. Those who lack the ability to communicate persuasively will not survive in tomorrow's competition.

## *Tolerance of Risk*

In order to satisfy an expanding cor-

poration's need for new managerial talent, existing managers will have to become more tolerant of the risks involved in providing inexperienced people with challenging tasks.

The experience of the Bell System, after a variety of approaches to the problem of developing managerial skill, has led us to conclude that the best scheme is to give subordinates demanding tasks which will serve to "stretch" the limits of their knowledge and skills. The *tolerance* of such *risk* seems to be a necessary price to pay in order to achieve the level of experience and competence which will be required to survive in a more keenly competitive business world.

## *Creativity*

In addition to providing the settings for experience, business leaders must also learn to foster Creativity as a way of enhancing the performance of their organization. Creative genius has keynoted the progress and success of our country from its earliest days. My generation alone has seen the development of radio, airplanes, TV, frozen food, atomic energy, the transistor and a long list of so-called common-place items. When we look ahead, creative thinking on an even greater scale will represent the difference between an enterprise which succeeds and one which fails.

Opportunities to be creative—to improve on the products and processes which are a firm's livelihood—may be found everywhere. If this creative potential is to be realized in terms of progress, however, employees at all levels must be encouraged and rewarded for their attempts to innovate, to change, to improve.

## *Analytical Ability*

Another prized attribute will be Analytical Ability—the capacity to identify and solve problems objectively and especially to make logical derivations from the volumes of data that will be available. Analytical Ability in the sense I am using it here also embraces what we might call an attitude of skepticism. An organization cannot survive if its employees are willing to follow given procedures of long standing without asking themselves such questions as, "Is this the best way to do this?" or "What needs to be changed in order to make this better?"

These two attributes which I have just mentioned—Creativity and Analytical Ability—deserve special emphasis. They are certainly an important part of man-

agement today. In the years ahead there will be an even greater premium on a firm's having complementary strengths in these two areas. Survival will depend both upon creative capacity—that is the ability to generate new ideas—and upon the quality of judgment required to properly evaluate the worthwhileness of ideas and to think through their implications to the organization.

## *Ethical Responsibility*

Another essential attribute has to do with the emerging relationship between business and society in general. As a result of their future increased size and economic power, corporations will exercise more influence than they do today. This imposes new needs for an increased sense of Ethical Responsibility upon tomorrow's managers.

Old-fashioned words like integrity and honesty will become even more important as the economic power and influence of managers increases. This concentration of power will be tolerated only if it is wielded in a fashion which tends to serve the overall needs of the general welfare at the time. Where the power is used to serve the ends of "select" groups at the expense of society in general, pressures will develop tending to regulate or decentralize the corporations who are guilty. Thus, a manager in the years ahead must create something of public value to substantiate his license to exist.

## *Political Sensitivity*

The years ahead will probably witness an increase in the size and influence of government agencies as the functions which they provide are expanded. At the same time, the levels of interdependence between government and business will increase.

In such a situation, there will be a great need for these two power groups to achieve a high level of mutual trust and understanding. Management's pursuit of its own objectives will be dependent on an understanding and acceptance of business goals, policies and problems by government at all levels. Where a business is not able to achieve this level of understanding, its effective operation may be impaired.

In the years ahead, managers must also be prepared to continue present cooperative efforts—with government—in solving local problems and working to-

*(Continued on page 71)*



# CHAPTERS

## OHIO STATE

ON THE AFTERNOON of Sunday, November 7, Nu Chapter celebrated the 58th Anniversary of the founding of The International Fraternity of Delta Sigma Pi. Nu Chapter was honored to have with us for this occasion Executive Director Charles L. Farrar and Field Secretary Ben H. Wolfenberger of The Central Office as well as the Director of the East Central Region, Brother Andrew T. Fogarty. The guest speaker for our Founders' Day Celebration was Brother Robert G. Busse, the Fraternity's Grand President from 1953 until 1955. Brother Busse delivered before the undergraduates, alumni, and faculty members of Nu Chapter the stirring keynote address which he gave at the recent Grand Chapter Congress at Grand Bahama Island. This most memorable day ended with a buffet dinner held in our party room and the showing of a color film with sound which we use in our rush programs.

Founder's Day was also an occasion for our distinguished guests to inspect the renovations recently made at our Chapter House. A brand new kitchen was installed recently while the living room and party room were renovated. In addition, all of the hallways and stairways in the house were repainted and special walnut veneer paneling was installed in many areas.

In addition to our regular professional program for the year, Nu Chapter is taking a leading role in celebrating the 50th Anniversary of the establishment of the College of Commerce and Administration here at Ohio State. We plan to sponsor a major professional project, possibly a symposium, as a part of this celebration.

Until the next time, let us remember we are men of Commerce, men of Delta Sigma Pi, the world is better because we dwell upon it.—DONALD J. CARRICO

## BUFFALO

AS WE BEGIN A NEW YEAR we look in retrospect at our accomplishments of the previous year and with confidence that this year will be even more successful and enlightening.

At our closing meeting last semester we elected the following officers: Sal Schiavone, president; Ray Smolka, senior vice-president; Gene Mankowski, vice-president; Robert Drewniak, secretary; Brian Lindhurst, treasurer; John Pellegrino, chancellor; and Jim Loft, historian. The men are capable and efficient and we feel they will guide our

chapter and the fraternity in the true spirit of brotherhood of Delta Sigma Pi.

Congratulations are in order for Brother Howard who was awarded the Delta Sigma Pi Scholarship Key at last June's graduation ceremonies at The University of Buffalo. All the brothers of Delta Sigma Pi, I'm sure, are proud of Brother Howard's achievement.

Our annual summer picnic was held at Sheridan Park and was a great success despite the threat of inclement weather. A good time was also had by all at the preschool get together at the Florentine Restaurant.

On October 10, 1965 we will hold our Fall rush party. Under the leadership of social chairman, Joe Gambino, a buffet luncheon is planned and several speakers are scheduled, including Brother Frank Tober, Past Grand President of Delta Sigma Pi. Brother Tober is also our Chapter Advisor.—DAVID M. JENKINS

## KENTUCKY

BROTHERS R. BENNETT and W. Scrogins returned from the Grand Chapter Congress enthused about the spirit of the national organization and the alumni. They related much of their memorable experience to the brothers of Eta Chapter.

The chapter has had a few social affairs. However, the emphasis has been on guest speakers and tours. Doctor Charles F. Ellwood, new dean of the College of Commerce, explained the role of a commerce college dean in the community, state, and nation.

Martin B. Solomon, Jr., head of the University Computer Center, presented a talk on the ramifications in the business community resultant of the advent of computer systems. He conducted a tour of the Center.

Jerry Stricker, a tax Certified Public Accountant for Arthur Young in Cincinnati, and a colleague showed a film and then answered questions about public accounting. Mr. Stricker is a Delta Sigma Pi from Eta Chapter.

The chapter toured Bluegrass Field, the Central Kentucky airport. Logan Gray, airport manager, guided the brothers. Mr. Gray had spoken at a meeting last spring.

As part of an observance of the fraternity's Founders' Day, the chapter initiated three excellent juniors—Wallace Herndon, Barry Parks, and Rick Stephens. These men are fine students and campus leaders.

Eta Chapter extends its warmest wishes for a happy holiday season to all the brothers and their families.—JACK PETERS

## COLORADO

LAST YEAR WAS A good one for Alpha Rho Chapter at the University of Colorado. The chapter's grade point average for the spring semester narrowly missed a 3.0 (2.93) on a 4.0 scale. Two of the brothers were honored at the annual awards convocation banquet for the School of Business. Ben Boyd received the "Dean's Award" and Paul Eakins was named "Outstanding Senior Man." Our "Rose of Deltasig" candidate, Miss Sharen Wares, won the national title. But, however good the past has been, the future looks even better.

The Fall initiation banquet was held on October 24. The initiation of 19 new members brings the chapter enrollment to over 50 brothers. For its pledge project, the class edited and published the "Alpha Rho Ledger." The newsletter was sent to all active members, alumni faculty members, 1964-65 graduates, and other Deltasig chapters. If you would like to receive a copy of the next "Alpha Rho Ledger," let us know.

The remainder of this semester is full with activities. An industrial tour of Coors Brewery and Gates Rubber Company is set for late November. Professional speakers will include Mr. Harric Roth, president, Colorado Labor Council and vice-president AFL-CIO Teachers Union. The highlight of the semester is the "Rose" Ball set for January 7. Hopes are high that we can again sponsor the "Rose of Deltasig."

This well rounded program of social and professional activities insures us that this years achievements will surpass those of the past.

## OKLAHOMA

BETA EPSILON CHAPTER at the University of Oklahoma initiated its college year by pledging 21 potential long term assets to Delta Sigma Pi. Our Rush Smoker was considered one of the best that Beta Epsilon Chapter has ever had in view of the large number of pledges and faculty members present.

A complete and interesting schedule of professional meetings and business tours is planned for the balance of this college year. Beta Epsilon Chapter will conduct its first professional tour on November 15, at the Liberty National Bank in Oklahoma City and plans another tour on December 7.

Our Chapter Efficiency Index will be directed by Brother Dorsett and Beta Epsilon Chapter is anticipating a final score of 100,000 points. President Lollman is receiving a full effort from all members in reaching this goal.—GARY SKIBICKI

## DENVER

ALPHA NU CHAPTER at the University of Denver started off this year with a determined effort to recruit wholesome, potential brothers.

A successful pledge party was given at our mountain lodge to display our fraternity to these pledges. Our administration, under President Ken Emerson, is not only interested in social activities but also in educational activities. We have had two professional meetings and a tour so far this year. Our public relations man, Larry Carr, arranged a tour at the Denver Hilton, an internationally known hotel chain.

Our future plans call for further activities in the social and intellectual fields. Last year's final score in the Chapter Efficiency Contest was 100,000 points. We will have to work harder to achieve that goal this year.

To all old alumni who may be reading this note, please stop by and inspect old Alpha Nu Chapter. Also to all other chapter members all over the country, feel free to write or come at any time. We will try to live up to your standards.—VINCENT JAMES WU

## MISSISSIPPI COLLEGE

ZETA IOTA CHAPTER at Mississippi College has begun its fall semester with hopes for another successful year. Activities for this year will be conducted under the capable leadership of Charles Cartee, president; Frank Hood, senior vice president; James Mason, vice president; Raymond Lenow, secretary; Blair Mohon, chancellor; and Michael Hathorn, treasurer.

This year has already seen the brothers of Zeta Iota Chapter engaged in several service and fund-raising projects. As one of our service projects, we served refreshments to hundreds of students visiting our campus on

"High School Day." Zeta Iota Chapter received a cash prize, for selling the most tickets to the college's presentation of the "Town Criers," a nationally known folk-singing group from Georgia Tech. Brother Steve Hemphill won the individual cash award, which he donated to the fraternity.

Brothers of Zeta Iota Chapter were pleased with recent computer tabulations which revealed that the chapter member's quality point ratio average was above that of both the overall male average, and that of all men in the business and economic departments. Our desire is to help keep Delta Sigma Pi in the forefront of all phases of college life, here at Mississippi College.—GARY HOUSTON

## MISSISSIPPI

ALPHA PHI CHAPTER at the University of Mississippi is off to a fast start this year having pledged 25 men this fall. Several rush parties preceded pledging and each of these parties were highlighted by an enthusiastic report concerning the 1965 Grand Chapter Congress by President Jimmy Love.

Our fall initiation will be held Sunday, November 21, followed by an initiation banquet with a faculty member as the featured speaker.

Our plans this year call for a full range of activities on the part of Deltasigs. A dinner meeting will be held each month. All interested teachers, as well as our faculty members, are invited to these meetings.

We also plan to have several field trips to visit business firms in nearby Memphis. This spring, Deltasigs will co-sponsor in conjunction with the School of Business and Government, the annual Commerce Day to be held in early April.

All in all, its going to be a busy year for Delta Sigma Pi at Ole Miss.—M. J. KEESSE

## LAMAR TECH

DELTA ETA CHAPTER is off to an excellent start this year with 33 active members and 14 promising pledges. Rushing activities were successfully directed by our Senior Vice-President, Tommy Townsend. We were pleased that on October 20, five of our members were accepted by Blue Key National Honor Fraternity; Bud Baskin, E. J. Bell, Rolland Comeau, Bill Lee and Homer Yarbro.

We have just completed a ten day stint at the South Texas State Fair taking up tickets on the midway rides. All of our members worked long hours at this task. Proceeds from the fair, directed by the Young Men's Business League, are used for many worthwhile civic and charitable purposes.

Our professional activities directed by Alton Gilbert, will include talks by local businessmen, a tour of the computer facilities of a local bank, a tour of a radio and television station in Houston, a discussion of medicare by a prominent local physician, and will culminate with an address by J. D. Landes, dean of the School of Business at Lamar Tech and a Deltasig.

We are now deep in preparations for homecoming. Hopefully, our float will again be a first place winner. Miss Judy Fincher will represent our chapter as candidate for Homecoming Queen. After Homecoming our crowded Fall schedule also includes the Founders' Day dance and a Christmas Dance. Social Chairman Kent Manby is performing his duties in connection with these activities with much zeal.

Delta Eta Chapter has selected Miss Nancy Bushnell as "Rose of Delta Sigma Pi" from an impressive group of five nominees who will all be honored at the "Rose" Ball in the Spring. We are obviously enjoying a good and productive year and with the help of Bill Lee, our Chapter Efficiency Index chairman, fully expect to continue to be first place winners when the year is ended.—WESLEY RASBEARY and GLEN CUMMINGS

## WAKE FOREST

GAMMA NU CHAPTER at Wake Forest College is in the midst of another successful year, having pledged 11 new neophytes this semester after three weeks of rush and several combo parties. The formal pledging was highlighted by our smoker, featuring Brother Gaines Rogers, dean of the School of Business Administration, as speaker.

Our traditional pledge-brother football game was held off-campus shortly after pledging with, of course, the brothers winning.

Business meetings have, continually throughout the semester, included speakers from Winston-Salem and vicinity and our athletic teams are now beginning to warm to the task of winter sports.

Gamma Nu Chapter had six brothers in attendance at the Grand Chapter Congress last August, and they came back with many new ideas for our chapter in addition to many memorable experiences.—ROBERT McFALL



NEWLY ELECTED OFFICERS of Zeta Iota Chapter at Mississippi College are from left to right: Chancellor Blair Mohon, Treasurer Michel Hawthorne, Vice President James Mason, Secretary Ray Lenow, President Charles Cartee and Senior Vice President Frank Hood.

## Gamma Psi Chapter visits University of Sonora, Hermosillo, Sonora, Mexico

GAMMA PSI CHAPTER of Delta Sigma Pi at the University of Arizona in Tucson was invited by a group of business students at the University of Sonora to tour the University of Sonora and the city of Hermosillo, Sonora, Mexico for four days in the latter part of April, 1965. Fifteen brothers of the Chapter participated in the tour.

The Chapter was shown the University of Sonora, the city of Hermosillo, and the various industries of the area. The Chapter stayed at the Hotel San Alberto in downtown Hermosillo for the four days, and saw such sights as three different classes of food markets; clothing stores; hardware; specialty, and variety stores; as well as having thorough tours of a meat processing plant, a flour-milling plant, a chicken farm (the largest in Latin America—the Mezquita del Oro), and a roofing construction firm. There was a tour of the Banco Ganadero y Agrícola, S. A. bank in Hermosillo. Unfortunately the group received no free samples here.

The Mexican student hosts were most gracious and showed the Chapter an excellent time socially as well as professionally. The tour included a live appearance on Hermosillo's television station. The highlight of the trip was a dinner given by Sr. C. P. Heriberto Aja Carranza, Dean of the School of Accounting and Administration. Those in

the Chapter who went to Hermosillo for the four day tour were Roger Brown, Gordon Cameron, David Cooper, Lowell Engle, Ralph Hughes, Richard Kaye, Stephen Lange, E. J. Mahoney, John Munro, Richard Rosen, Jennings Rowland, Harry Stimpson, Ronald Turner, Robert Wilson, and Neil Perlman—a Chapter alumni. Ciriaco Sanchez Gomez, a University of Arizona student from Asuncion, Paraguay, accompanied the group and acted as translator.—JOHN MUNRO

## WASHBURN

DELTA CHI is well underway in its activities for the coming school year and hopes to profit from the knowledge our delegate, Larry Turner, acquired at the Grand Chapter Congress.

A rush party-picnic was held October 8, at Gage Park's westlake shelterhouse. Featured speakers for the evening were Professor Marcoux of the School of Business Administration, President Dagesse, Brother Turner, and Alumni Brother Dietrich. Under the guidance of Senior Vice-President Rudy Wrenick Delta Chi Chapter pledged 16 prospective Deltasigs. The success of the evening was gratifying to all.

The welfare of the chapter for the fall semester is being entrusted to the following officers: Larry Dagosse, president; Rudy Wrenick, senior vice-president; Bruce Myers, vice-president; Bob Kidney, secretary; Jim Long, treasurer; Ken Johnson, chancellor;

and Don Setchel, historian. The active chapter feels proud that last semester's president, Ken David, is now serving the Topeka Alumni Club as secretary-treasurer.

The professional activities committee has already delivered two outstanding programs. Mr. Dean Campbell, personnel director of the Flemings Co., talked on "How to Make the Most of Your Job Interview" at a meeting open to all students. A mock interview was conducted to illustrate the "dos" and "don'ts" of a successful interview. At a later meeting Mr. Harry Wade of the political science department enlightened us of the graduate school of public administration at Kansas University. A broad array of professional men with highly developed and widely diversified talents will preside at future professional meetings.

To put to practical use some of the knowledge that has been neatly tucked into our folds, Brother Twitchell of the fund raising committee has drawn up a proposal to submit to the student council for the purpose of operating an all student book exchange during the spring and possibly fall semesters. The exchange would operate on a consignment basis with a small service charge being deducted from the selling price of each book. It is felt that such an exchange, operated successfully, would yield manifold benefits.

Final plans are being made for the annual "Rose of Deltasig" Dance to be held November 20. In following with the traditions of the past we are sure this will be one of the highlights of the year.

Delta Chi Chapter has again retained its first place rating in the Chapter Efficiency Contest by maintaining the 100,000 point minimum. Every indication, thus far, leads us to believe that the Final Standings of the 1966 Chapter Efficiency Index will again show Delta Chi Chapter on top.

We would like to give special mention and congratulations to Brother Larry Krische on his Thanksgiving Day wedding.—TOM GORRELL

## TRAGEDY STRIKES AT ITHACA COLLEGE

Tragedy recently struck Delta Sigma Pi twice in less than a week at Ithaca College, Ithaca, New York. The members of Delta Lambda Chapter and the academic community were stunned when word reached the campus that Chairman of the Board of Trustees Herman E. Muller and his wife along with two other friends were killed in an automobile accident. Brother Muller was initiated by Alpha Chapter at New York University on March 20, 1919, and was a loyal Deltasig.

Tragedy struck the second time on October 28, just five days later when a pre-dawn fire raced through the college owned chapter house at 502 North Aurora Street, claiming the lives of two members and seriously injuring three others. Brother Jon Zuris was found dead on the landing between the first and second floors, apparently overcome by smoke. It is believed that he was trying to sound the alarm which was located near there. Funeral services for Brother Zuris were held on Sunday, October 31, 1965, in Helmke, New York, with members of Delta Lambda Chapter in attendance.

Bruce Robke, a pledge at the time

of the fire and later initiated, was severely burned and died later in the Tompkins County Memorial Hospital in Ithaca. Funeral services were held for Brother Robke on Wednesday, November 3, 1965, at Brookerville, New York.

Also burned and in fair condition are President Lance McKee and Senior Vice President Thomas Karlsen who are still hospitalized in the Tompkins County hospital. David Epstein was injured when he fell unconscious from the third floor of the burning building, but was later released from the hospital.

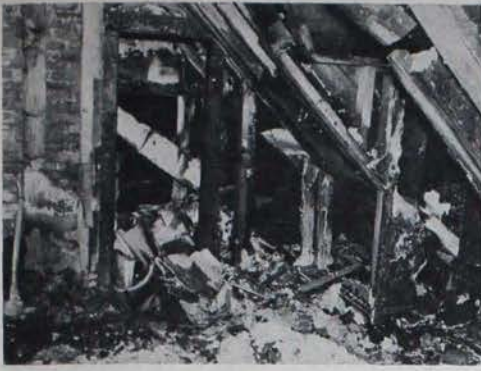
A Memorial Service for the Brothers was held in the Ithaca College auditorium on Wednesday, November 3. Over 600 students and 20 faculty members and their wives were on hand. The simple service was opened by the Protestant minister, followed by the Jewish chaplain and closed by the Catholic priest. Past chapter president Robert Wilcox concluded the memorial service with these appropriate remarks. "They were men of commerce, men of Delta Sigma Pi, the world is better because they dwelt upon it."

## MARQUETTE

THE BROTHERS of Delta Chapter are pleased to report that Delta Sigma Pi at Marquette was selected from among many organizations in the Milwaukee area to assist the Ford Motor Company with their Pass, Punt, and Kick Contest. Over 50 brothers donated their time and efforts to serve as officials of the contest which is sponsored annually by Ford to test the talents of boys aged eight to thirteen.

Our professional program for the year was successfully initiated with a very interesting tour of the Miller Brewery. Congratulations and thanks should be extended to Brother Tom Tamms for his excellent job as professional chairman.

Congratulations should also be extended to Brothers Dan Ticcioni and Tom Callinan. Dan is now serving as President of the Inter-Fraternity Council at Marquette and Tom was recently elected President of the College of Business Administration Student Council.—BILL GRANT



SEEN HERE IS A part of the charred third floor of the house occupied by Delta Lambda Chapter at Ithaca College. The predawn fire completely destroyed the building owned by Ithaca College, causing the death of two members and seriously injuring three other members of Delta Lambda Chapter.



## VIRGINIA

ALPHA XI CHAPTER at the University of Virginia gained two additional brothers this Fall: Brother Stimpson, a transfer from Arizona, and Brother Adams returning from four years in the Army. President Long opened the first meeting in which rush plans were proposed along with suggestions for tours and speakers. The publication of a School of Commerce directory was also a result of the meeting and was a great success in introducing the fraternity name for the coming rush program.

Our first smoker was preceded by a short visit from Field Secretary Kenneth Vadovsky. All the brothers were in attendance at the smoker plus 25 prospective pledges. Much spirit and enthusiasm was displayed thanks to Brother Hirsch for his preparations; they were unique and merit everyone's praise.

Our first professional meeting for this year featured a talk by Professor Kaven of the School of Commerce entitled "After Graduation". Much credit goes to Brother Fuchs for arranging the fine talk and to Professor Kaven for his interest in Alpha Xi Chapter. Several days after the professional meeting he held an open, informal discussion in the name of Delta Sigma Pi on how to improve job interviews. Favorable publicity appeared in the school newspaper.—HARRY STIMPSON

## LOUISIANA TECH

BETA PSI CHAPTER at Louisiana Tech held its rush party September 30, in the School of Business Administration. We had an excellent attendance of Deltasigs along with 38 rushees. Major James Webb of the Air Force ROTC was the speaker for the evening.

We are looking forward to the best pledge class in our history as a result of our rush program this semester. On the evening of October 7, we pledged 22 men. All of these men have displayed the fine qualities which are characteristic of Brothers of Delta Sigma Pi. Dr. Earl Williamson of the Department of Economics welcomed the pledges.

As in the past we have a full schedule of fine professional meetings lined up for this semester. Plans are in progress for our annual Christmas Party at the Louisiana State Children's Home. One of our really rewarding experiences has been to bring a little fun into these children's lives. The sparkle in the young eyes is enough to touch anyone's heart.

President Burr has appointed a committee, headed by Brother Rabb, to study the possibility of the establishment of a scholarship fund. This scholarship would be awarded each year to an outstanding student in the School of Business Administration.—STANLEY W. HAYS

## LOUISIANA STATE— Baton Rouge

BETA ZETA CHAPTER at Louisiana State University started its rush program with a professional program with Mr. Bill Morris of City National Bank speaking on Public Relations in banking. The following week we had the privilege of hearing our Regional Director, Max Barnett give the story of Delta Sigma Pi to the rushees. Besides these, we have had an insurance representative and a sales manager of a business forms company give talks with discussions of their field of business.

Beta Zeta Chapter pledged 14 men who will certainly turn out to be one of the finest pledge classes in our history. We have initiated a Big Brother program this year for the first time. The pledges and actives got together with their dates for a party to celebrate Founders' Day.

This past summer Beta Zeta Chapter held a party on False River at Brother Daniel's camp. A pre-game party was held at a local pizza parlor as a rush-active social function. The highlight of the Christmas season will be the Christmas dance to celebrate the holidays and the initiation of our neophytes.

Brother Capps, Tregre and Stephenson brought back many ideas for a good chapter from the Grand Chapter Congress this summer. They also brought back Hurricane Betsy with them.—ROGER C. JINES



THIS CHARRED WRECKAGE is all that remains of the Ithaca College house that served Delta Lambda Chapter as a Fraternity house.

## GEORGIA SOUTHERN

EPSILON CHI CHAPTER at Georgia Southern College has very enthusiastically begun the Fall quarter. Our rush program this quarter was quite successful resulting in the pledging of 10 outstanding young men. They are Dan Daly, Roger Murphy, Dave Christiansen, Robley Rigdon, Joe Norwicki, Thomas Morris, Jimmy McMasters, Robert Gard, Pete Popadam, and Gary Hinthorn.

Our chapter, tying for first place in the Chapter Efficiency Contest Standings last year, began the quarter by celebrating Founders' Day of Delta Sigma Pi and the founding of the Epsilon Chi Chapter with an informal dance on October 22 featuring James Brown and the Mighty Sensations.

Highlight of the dance was the crowning of this year's "Rose of Delta Sig", Miss Francis Seay. Other contestants were Mary Cassidy, Jackie Shaw, Joyce Sommers, Cathy Steel and Linda Young.

With Don Bagwell as our new president, Epsilon Chi Chapter is continuing its climb upward. Professionally, we have scheduled several professional dinners and a guest speaker from the Falstaff Brewing Company which should prove both interesting and informative.

Epsilon Chi Chapter is well on its way to a sound successive 100,000 points in the Chapter Efficiency Index and the fulfillment of its obligations and duties to the International Fraternity of Delta Sigma Pi. We are planning a big year and hope all of our brothers have the same.—LEONARD N. ROBINS

## FERRIS STATE

TWENTY-ONE NEW BROTHERS were initiated into Delta Rho Chapter after last Spring's pledge program. The new brothers are: Gary Babcock, Lynn Cook, Russ Davis, Curt Double, Mike Durkee, Dennis Johnson, Paul Johnson, John Lechenby, (who was voted Outstanding Pledge), Steve Levine, Jeff Osborne, Jim Owczarzak, Donald Pahl, Noel Perry, David Rydahl, Brent Smith, Keith Stacey, Tom Swincicki, Tom Talbott, Gary Van Ooteghem, Peter Wurzer, David Zimmerman.

The size of this pledge class is only indicative of our new found "group energy" which will insure our keeping up with the College's tremendous growth. To those alumni who have been away: Come back and see your alma mater. Ferris' enrollment is approaching 7,000 students, and its quality of instruction as well as the size of its physical plant is on the increase too. Well, pay a visit either at Homecoming (next year), the "Rose Ball" (January 17, 1966) or the spring formal. You'd be surprised at all of your old classmates who will be here.

Thus far into the year we have already had a tour at Chevrolet Engine plant in Flint, which was concluded with a stimulating question-answer period. Pledging is going well and plans are under way for our best "Rose Ball" this winter.—YORK DREXLER

## MINNESOTA

THE 1965-66 ACADEMIC YEAR looks very promising to the members of Alpha Epsilon Chapter. A number of successful professional and social functions have already taken place, under President Vogen's leadership.

This fall's rush was extremely successful. A coffee hour and party were held for prospective pledges. Fifteen of the 25 students who attended the coffee hour and party pledged. If all the current pledges are initiated into Delta Sigma Pi, Alpha Epsilon Chapter will have met this year's membership quota with two rushes still remaining.

Brothers Brooke and Wirz represented



MEMBERS OF GAMMA PSI CHAPTER at the University of Arizona are shown here during their recent visit to Hermosillo, Sonora, Mexico. One tour ended in the Conference Room of the Banco Ganadero y Agricola, S.A. The members then toured the waiting pens and meat processing plant in the City of Hermosillo. The Chapter members were guests of business students at the University of Sonora.

Alpha Epsilon Chapter at the latest Grand Chapter Congress. The report they gave was informative and well appreciated.

The chapter is once again well represented on the School of Business Administration's Business Board. Seven of the 11 board members are Deltasigs. Brother Strauss and Zylla were selected President and Vice President, respectively. The Business Board acts as an intermediary between the student body and the school's administration.

Professional dinners and tours are also being held. The chapter and pledges dined and listened to Mr. Kemper, an engineer from the Toni company, speak on, "Engineering as it Relates to Business." A professional tour to the Grain Belt Brewing Co. was also held.

The Alumni, along with the chapter and pledges, celebrated Homecoming and a Gopher victory October 23rd by dining and dancing at the Twin Motor Hotel.—JAMES J. STRAUSS

## U. OF THE AMERICAS

DELTA MU CHAPTER at the University of the Americas is at last beginning to take full advantage of its strategic location in international commerce. As of this quarter, we anticipate a minimum of four guest speakers per term and are actively looking into the prospects of numerous field trips to local businesses.

Our first speaker of the school year was Gifford R. Harrison, general manager of Otto Goedoche, S.A., who spoke about his company's leading role in Mexico's booming cotton industry. Our second speaker was Dr. Ray Tolfson, a professor of international relations, who is on a sabbatical leave from Simmons College in Boston. Dr. Tolfson's lecture concerned the international press, a fascinating and unfamiliar topic.

Founders' Day was celebrated by a party at the home of Brother Medallin. Some 30 brothers and alumni and their dates turned out for the occasion. District Director Bruce McDonald and Chapter Advisor Remedios Esquivel gave short talks on the history of Delta Sigma Pi.—HOWARD R. HOUCK



## SACRAMENTO STATE

THE END OF SUMMER vacation and the start of the new fall semester has brought together again all the brothers of Epsilon Phi Chapter at Sacramento State College. With their return came the zealous determination to improve our efficiency rating to prove that our chapter is one of the most influential college organizations in the Sacramento area.

Since our last newsletter we have had several professional speakers and the success of our pledge initiation and dance at the Candlerock Lounge is still being talked about. One of our most noted events, however, has been the adoption of a senior banquet which salutes the graduating brothers of our chapter. Because of its success, this innovation is going to be a regular gala affair planned near the end of each semester.

During this initial senior banquet at Sam's Rancho Villa many brothers were honored; they were all worthy brothers and all were significant in the success of our chapter. However, this article is dedicated to one brother in particular who has shown exceptional service to the fraternity—Brother Thomas Turcotte. This brother was one of the founding members of the Epsilon Phi chapter and was influential in its initial and continued success. He participated wholeheartedly in the affairs of the fraternity and held offices which included those of secretary, senior vice-president, and president. Tom Turcotte's long list of achievements include being a member of the Beta Gamma Sigma honorary fraternity and the Blue Key society. As can be seen, Tom was an honor student when he graduated. If all this wasn't enough, he also held a responsible part-time position with the government to help work his way through college. At the senior banquet, it was no wonder we saluted Thomas Turcotte as the "Deltasig of the Year" and also presented him with the hard earned Delta Sigma Pi Scholarship Key. Our honored brother is now doing graduate work at Michigan State University and we want to wish him good luck and thank him, again, for what he has done to help make the fraternity and our chapter the successes that they are.—RONALD GRIGSBY



## RUTGERS—Beta Omicron

BETA OMICRON CHAPTER is in the midst of another active and successful year. The Spring semester was concluded with the induction of seven new brothers: John Graham, Frank Griscti, George Haytko, Sam Malangone, Jim Owen, Frank Sclafani, and Joe Ziomek. Brother Haytko distinguished himself by winning both the Outstanding Pledge Award and the Beta Omicron Scholarship Award.

Beta Omicron Chapter is extremely proud of having attained the maximum 100,000 points in the 1965 Chapter Efficiency Contest, and is striving to repeat this accomplishment.

We are looking forward to an interesting professional program, highlighted by a Father-Son Dinner. The speaker will be Frank Tripucka, a former professional football star and Heisman Trophy winner. Another feature is our professional tour of the New York Stock Exchange and Dreyfus Mutual Fund.

A fine year in athletics is anticipated in our quest to win the Inter-Fraternity Council All-Sports Trophy with many of our best athletes returning this year.

Our chapter officers for the fall semester are: Robert A. Garbutt, president; Frank Van Grofski, senior vice-president; Charles Tuch, vice-president; Edward Dratch, treasurer; Harvey Gutman, secretary; Frank Griscti, historian; and Al Cameron, chancellor.

Beta Omicron Chapter proudly welcomes a new chapter advisor, Michael Tuosto, and a new faculty advisor, Professor Hal P. Eastman. We would like to express our sincere gratitude to our retiring chapter advisor, William J. Vichiconti, and our retiring faculty advisor, Professor Philip C. Shaak, for a job well done.—RICHARD M. GRUBEL

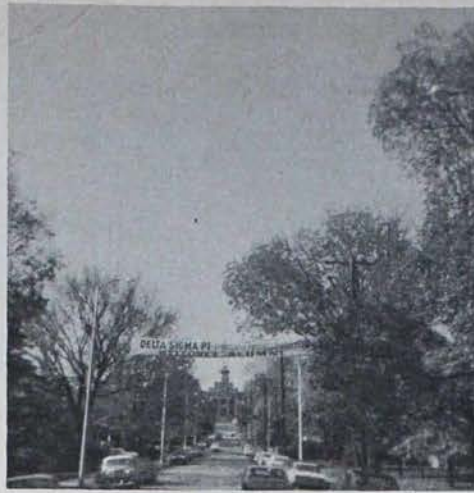
## ILLINOIS

UPSILON CHAPTER at the University of Illinois is looking forward to another successful semester. A new approach to our rushing program was developed by President Bill Locander with help from Brother Dan Milligan, who attended the Grand Chapter Congress. With our well prepared rushing program the chapter has pledged 17 neophytes.

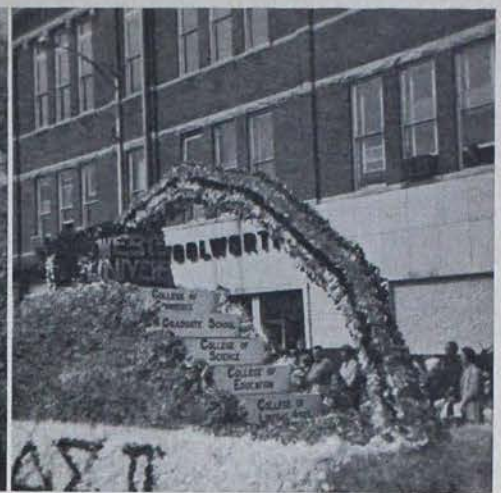
On October 21, the actives and pledges participated in a field trip to Robinson, Illinois, to visit the Health Candy Bar Company. After a complete tour of the plant and office facilities by the president, Mr. Vernon Heath, the major officers of the company gave a short speech on the data processing equipment, organizational structure, and marketing program employed. The field trip was very informative for all the Deltasigs attending.

Upsilon Chapter was fortunate to find an able replacement for our former chapter advisor, Richard Felton, in Emmerson Cammack, professor of finance.

Brother John McLaughlin, social chairman, has completed plans for our regular Deltasig dance and the crowning of our "Rose of Deltasig" on December 11, 1965.



A LARGE STREET banner erected by Zeta Theta Chapter welcomes the Alumni to the Western Kentucky State College Homecoming. Western University at the End of the Rainbow is the theme of Zeta Theta Chapter's float in the homecoming parade of Western Kentucky State College.



The chapter is looking forward to a large turnout at the annual Founders' Day Luncheon. The brothers are also anxiously awaiting our second field trip which is planned for later in the semester.—WILLIAM KEEFNER

## TEXAS WESTERN

THIRTEEN NEW BROTHERS were initiated last spring semester by Gamma Phi Chapter. These new Brothers are Chuck Armstrong, Maurice Webb, Mike Latham, Robert Valdez, Bill Buckner, Carlos Cabral, Max Howorth, Eddie Martinez, Frank Hoy, Richard Hernandez, Doyle Gaither, Fred Fraser, and Bud Bovard.

New officers for the fall semester were elected last semester. They are Brothers Charles Wakeem, president; Mike Rosales, senior vice-president; Jerry Keeton, vice-president; Mike Latham, secretary; John Scialdone, Treasurer; Robert Valdez, historian; Doug Conlan, professional chairman; Maurice Webb, social chairman; and Bob Rowe, chapter advisor. Brother Jerry Keeton was elected the chapter delegate to the Grand Chapter Congress.

Gamma Phi Chapter was active during the summer months. Once a month meetings were called in order to make the transition between semesters easier. The Gamma Phi Chapter house was given a general clean-up by the Brothers, who painted, sanded, varnished, and performed other duties both in the house and outside in the yard. The Scholarship Key was awarded to Richard Wormley. Brother Jim Brooks received a scholarship from the El Paso Alumni Club on which he attended summer sessions.

At the first regular meeting it was announced to the twenty active members that Gamma Phi Chapter had received over 100,000 points for the first time since 1955. The Chapter's pledge class contains nine members; seven undergraduates and two faculty members. Gamma Phi has had one professional speaker and one professional tour with more being planned. Gamma Phi Chapter has also held after-the-game parties

at the chapter house and a homecoming breakfast for alumni. Future plans call for more parties including a luncheon for visiting Regional Director Warren Armstrong. Gamma Phi Chapter has also entered intramural sports.

All in all the Gamma Phi Chapter has entered into a program of doing more socially and professionally so that Delta Sigma Pi at Texas Western College will hold a more prominent position on campus. Gamma Phi Chapter now has five senators, Brothers Frank Hoy, Jim Brooks, Oscar Mercado, Doyle Gaither, and Andy Kozero, in the student Senate. Brother Green Miller is the chief Justice of the Student Supreme Court.—ROBERT G. VALDEZ

## ST. PETER'S

AS THE NEW SCHOOL YEAR begins, Zeta Eta Chapter of Saint Peter's College is looking forward to another challenging and successful year. To start the year off Zeta Eta Chapter conducted a blood drive on the campus, under the auspices of the Red Cross. The campaign was most successful. Over 300 pints of blood were donated. This was the new high in the annual drive at Saint Peter's and was due in no small part to the work of the brotherhood.

I am also pleased to report that Zeta Eta Chapter has a fine pledge program in process. After an exhaustive screening process 11 potential brothers were accepted for the pledge program. We are very pleased with the pledges who were recruited and are sure that they will become a tremendous aid to the fraternity.

Perhaps the most gratifying news is the effect that Delta Sigma Pi has had upon Saint Peter's. In the recent student elections, Douglas N. Pearson who is president of Zeta Eta Chapter was also elected President of the Student Council. This is the first time in the history of Saint Peter's College that a student from the School of Business Administration has been elected to this post. This is due in a great extent to the influence of Delta Sigma Pi and is something of which we are very proud.—THOMAS F. CONWAY JR.

## ROCHESTER TECH

THE EPSILON LAMBDA CHAPTER at Rochester Institute of Technology is building a strong group of men and expect a good year ahead. The year started off with only 14 brothers returning to school after 20 graduated this past June. We have a promising pledge class and are planning a pledge banquet on December 5 with our sister sorority Pi Sigma Delta. On November 20 and 21 we are planning a rummage sale which in the past, as a fund raising event has been very successful, especially this past summer when it helped to send our three delegates to the Grand Chapter Congress.

We have several professional events on the schedule and we expect to reach 100,000 points again this year in the Chapter Efficiency Index. Our second annual "Rose" dance is planned for January 22, 1966. This event will highlight the Professional Interfraternity Weekend. Epsilon Lambda Chapter of Delta Sigma Pi was responsible for the conception of the Interfraternity Council at Rochester Institute of Technology and it was one of the many accomplishments we can credit to the strong leadership of our past president, Brother Jerry Hills. We have increased our faculty membership to five brothers and have installed a new chapter advisor.

A recent visit by our District Director Willfred Race has strengthened our fraternal union and has given us added encouragement to accomplish more than ever in the coming year.—RICHARD J. PULLEN

## LEWIS

ZETA XI CHAPTER at Lewis College wishes to express its sincere appreciation to the Grand Council for the installation of Zeta Xi Chapter on October 30, 1965. Special thanks are extended to the installation team headed by Grand President, M. John Marko, and Executive Director, Charles L. Farrar. The delegations from Beta, Zeta, Alpha Omega, Gamma Pi, and Alpha Delta Chapters who assisted in the installation also receive our sincere appreciation. Zeta Xi Chapter extends its gratitude for the over 100 letters of congratulations from Deltasigs throughout the nation. Our thankfulness would not be complete without the acknowledgement of Central Regional Director, Thomas M. Mocella, and our District Director, Charles B. Miller, for their aiding in petitioning and pledging of Zeta Xi Chapter.

A combination chapter birthday and Founders' Day celebration was the first event sponsored by Zeta Xi Chapter. Over 35 brothers and their dates, as well as special guests and brothers from Alpha Omega Chapter were present for the semi-formal dance at the Diplomat in Chicago.

The first professional event found all the brothers of Zeta Xi Chapter touring the Caterpillar Tractor Corporation plant in Joliet, Ill. This tour, the first of many professional activities scheduled for the year, was received with great enthusiasm by the brothers of Zeta Xi Chapter.—ROBERT J. KEMPIAK



SEEN HERE are the pledges of Kappa Chapter at Georgia State College in Atlanta.

## MANKATO STATE

EPSILON IOTA CHAPTER at Mankato State College moved into our new fraternity house at 211 Clark Street this year. This event has been planned for two years and finally the brothers are nestled down within a stronger bond of brotherhood.

Formal pledging was held in early October and we have 15 pledges well into their pledge period. Formal and informal initiations are slated for December 3 and 11.

November 9 found the chapter hard at work sponsoring Business and Career Day here on campus. This event is held annually and each year we get more participation. We had 51 firms represented on campus this year. Panel discussions were held with a member of the faculty moderating them and various firm representatives taking part. Other professional activities include speakers from the Chamber of Commerce, Peace Corps, and Pfizer Laboratories.

Along with these professional activities the brothers are kept socially fit by various activities. We have held two mixers with sororities and had Go Go parties with costumes. Homecoming activities were well in hand as we won first place in the lawn display contest for the fifth straight year. We have also developed a cheering section for sports events. Although our cheerleaders are not as striking as some, we have a good time and the spirit of the entire student body is behind us.

A special honor of our chapter this year is to have our "Rose Queen," Miss Jan Peterson, selected to represent our campus as a candidate for the Pecan Bowl Queen. This event is held in California.

Our community activities are moving along much better than usual. We are sponsoring the Distinguished Service Award Banquet for the city, have members in the Chamber of Commerce, and are taking an active part in the Leadership Conference.

This year we have a new chapter advisor, Brother Paul Lang, from Zeta Chapter. He is doing graduate work here and is contributing much to the progress of the chapter.

Coming campus events will find us celebrating Founders' Day on December 9, holding our "Rose" Dance in early January, taking part in Sno-week activities, and touring various firms in the surrounding area.—HENRY S. MCKEOWN

## MIAMI—Florida

BETA OMEGA CHAPTER at the University of Miami has just completed its fall rush activities. Despite a loss of over half our brotherhood to graduation in June, Beta Omega Chapter has managed to come back with a pledge class of 28 men, the largest we have ever had. Much of the success of our large pledge class is due to the work of Brother Berry, our Senior Vice-President. At our second rush affair we were fortunate to have as our guest speaker, Mr. Burghard Steiner, the father of one of our brothers. Mr. Steiner is the Manager of Bache and Company, Incorporated on Miami Beach. He spoke to us on "The Outlook For Common Stock." All in attendance gained much insight into the workings of the stock market. We are planning many professional activities this semester, among them are tours to Air Control Products, Miami, and Eastern Air Lines. We find the brothers and pledges will find much interest in our professional activities and will gain much insight into the workings of business enterprises.

To celebrate Halloween Beta Omega Chapter had a costume party at the home of alumnus Gary Robinson. Nearly all of the brothers and pledges were in attendance, all appropriately garbed in a large array of costumes and disguises. Prizes were given out to those with the best costumes.

We are now preparing for Homecoming which is one of the biggest events on campus first semester. Our dance is going to be held at the Deauville Hotel. This year our Homecoming football game will be played against our rival the University of Florida. We have extended an invitation to our brothers at the University of Florida to join with us in celebrating our Homecoming.—JACK A. CABOT

## CHRISTIAN BROTHERS

EPSILON PSI CHAPTER at Christian Brothers College has resumed a new year of professional activities after a very profitable summer for all the brothers. Eleven new brothers were initiated into Delta Sigma Pi on April 25th of the past academic year. The informal initiation was held in conjunction with Gamma Zeta Chapter at Memphis State.

At the final meeting of last year, a plaque was presented to Brother Curtin in recognition of his fine work as chapter president for the past year.

The first professional activity of the year was a forum on insurance held on October 13th. In addition to the brothers of the chapter, faculty, students, and especially graduating seniors were asked to attend. Three speakers talked on life, health, and automobile insurance. All who attended found the talks most interesting and informative.

Epsilon Psi Chapter would like to extend its congratulations to Gamma Zeta Chapter for winning first place in the display competition for the Homecoming Weekend at Memphis State University.—JOHN P. KENNEY



## TEXAS TECH

THE KEY WORDS for Beta Upsilon Chapter this fall have been "promotion" and "service." Students at Texas Tech are celebrating their fortieth anniversary. In October, Beta Upsilon Chapter received countless notes of appreciation for the aid and service it gave in making this celebration a true success. Some of our activities were: serving coffee at the reception, aiding the setting up of displays, and having a display of our own that showed some of the functions of Delta Sigma Pi.

Along the same lines of service for the community, Beta Upsilon Chapter has helped in the United Fund Drive. Members and pledges made their way through a section of town, knocking on doors and collecting money. This effort by the chapter helped the Lubbock United Fund exceed their goal. Chapter officers have decided to help this year in the Toys for Tots Drive. On this project we will again scour the town for used toys to help someone to have a Merry Christmas.

During Homecoming this year our Lodge was decorated with a massive football player in the front yard with signs revealing the theme of our anniversary celebration, "Forward From Forty." The materials to build this display were partially furnished by one of our good brothers, Roy Furr.

Beta Upsilon Chapter celebrated Founders' Day with a Luau Dinner-Dance at the Palm Room near Lubbock. As usual, the Beta Upsilon Chapter social activities have been many and enjoyable, which we think necessary for the closely-knit chapter that we have. Our social activities are not limited to Beta Upsilon Chapter members. This year, Deltasigs from the Baylor, Eastern New Mexico, North Texas State, and Southern Methodist chapters have attended our functions.

One of the more important functions of Beta Upsilon Chapter is the help it has

given the Texas Tech Placement Service. Realizing the importance of job interviews to students, we have helped conduct conferences with students who plan to interview companies that visit our campus. These conferences were conducted to help students know what to expect and how to conduct themselves in the presence of interviewer.

Under our new chapter policy, Beta Upsilon Chapter has decided to elect a "Rose Princess" each month until our Rose Dance. From these princesses will be elected the "Rose" of Beta Upsilon Chapter. We were very pleased to have Holly Hunt, the second runner-up in the "Rose of Deltasig" contest last year. Our Rose Princess for October is Karen Bufler.

The officers that are guiding Beta Upsilon Chapter through one of their most successful semesters are as follows: President, Tim Stephens; Senior Vice President, David Russell; Junior Vice President, David Davis; Secretary, Bob Taubert; and Treasurer, Jim St. Clair. These officers are doing a remarkable job of seeing that Beta Upsilon Chapter accomplishes the purpose of Delta Sigma Pi. —JIM McREYNOLDS

## OHIO

ALPHA OMICRON CHAPTER at Ohio University enjoyed a most successful fall rush. Fourteen men from the College of Business Administration were pledged.

Our first professional meeting of the new school year featured an excellent discussion on the new curriculum changes for the Bachelor of Business Administration degree here at Ohio. The discussion was led by the chapter's advisor Dr. Clayton Hall, who had served on the university's committee responsible for the change.

The chapter celebrated together the fraternity's and chapter's founding with a social function following a business meeting. —TERRANCE E. LEAMAN

## WAYNE STATE

GAMMA THETA CHAPTER at Wayne State University had the honor of hosting the Honorable Robert J. Huber, Republican, Michigan State Senator, at a joint Alumni Club-Chapter professional event. Senator Huber is the owner and president of Michigan Chrome and Chemical Company and is past president of the Young President's Organization. Before being elected State Senator from the 16th District, he had served six terms as Mayor of Troy, Michigan. His discussion of the "Political Obligations of the Businessman" contributed much insight to the Brothers and their guests.

Hard work for the fraternity really pays off as the Brothers of Gamma Theta Chapter learned. After two weeks of night and day preparation in co-operation with the Sisters of Alpha Gamma Delta, we were proud to accept the trophy for the best float in the 1965 Homecoming Parade. The final reward for our effort came from the J. L. Hudson Company which invited the Gamma Theta Chapter to a private showing of the beautiful floats that are in their Thanksgiving Day Parade.

The Brothers of Gamma Theta Chapter take this opportunity to thank Mr. John Rath for his efforts in the Chapter's behalf. Mr. Rath is stepping down as Faculty Advisor after becoming Acting Assistant Dean of the Wayne State University School of Business Administration. We welcome our new advisor, Mr. David Grossens, instructor in the management department and an alumnus of Wayne State.—RONALD JAMES BERRY

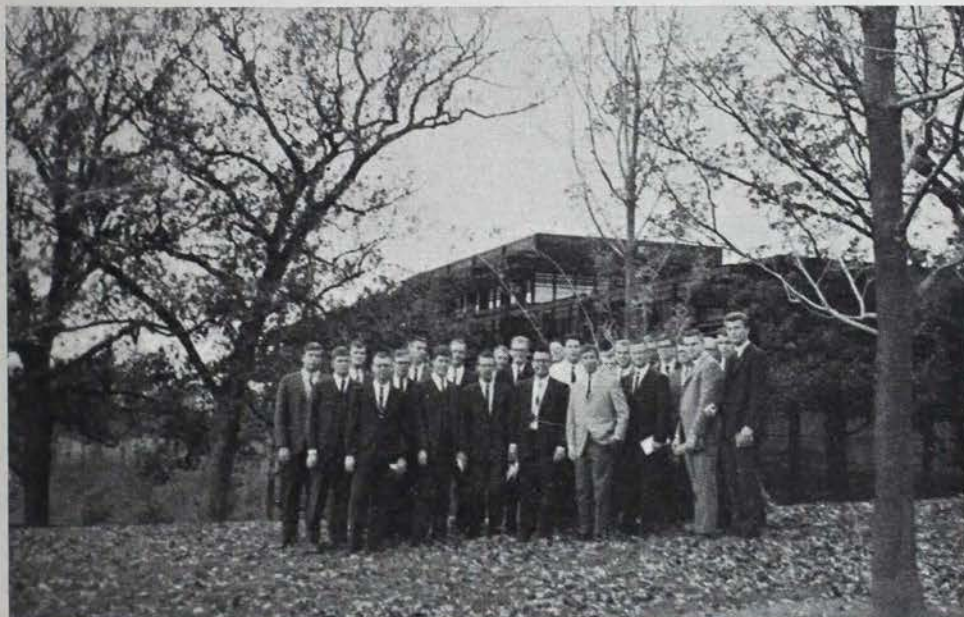
## ST. LOUIS

BETA SIGMA CHAPTER of Delta Sigma Pi started out this fall semester with a nucleus of thirty-two actives. The Executive Board has set up a budget and calendar year which should give this chapter one of its most glorious and active semesters. The active chapter has altered the by-laws so that now all officers will be elected at a meeting in December and will assume office around the first of the year. The change was made to create more of an interest in the running of the fraternity chapter than has been seen in previous years.

Seven neophytes were initiated for pledging by James Van Rhein, chapter president and Ron Johnson, pledgemaster. Thus far, their progress has been very good and in less than 90 days, the active chapter may be bolstered with seven new members.

Naturally, the chapter has been making a name for itself with their social and professional events, but to add to this the chapter athletic program has been stepped up. The chapter won the all-university softball championship last semester, and at this time is leading their league in football and volleyball.

All this is just a simple sample of the progress and future which this chapter of Delta Sigma Pi has. There is no doubt that Delta Sigma Pi will be well known on the campus of St. Louis University.—RON KREMER



THE BROTHERS OF Epsilon Chapter at the State University of Iowa are shown here during a recent field trip to the Deere and Company administrative center.

## SAN FRANCISCO

GAMMA OMICRON CHAPTER at the University of San Francisco began the school year by dispensing its blotter. Each year the brothers solicit advertisements which are printed on blotters, which are then given to the students, free of charge, at the beginning of every Fall semester. The blotter is one of Gamma Omicron Chapter's biggest money-making projects.

Our first professional function for the year was a luncheon on October 21. The guest speaker was Dr. Vincent P. Wright, dean of the College of Business Administration here at the University of San Francisco. His talk concerned the ever growing, intense competition for high-salaried careers in business.

On November 11, Mr. Suntag, a research specialist, talked to Gamma Omicron Chapter about the important and necessary steps to be taken prior to opening a business. The talk was very interesting and well attended.

Pledging started for Gamma Omicron Chapter on October 14. Our six neophytes will go through six weeks of actual pledging over a period of eight weeks. For Thanksgiving and mid-terms, they will be given a two week break. These six men will bring our active Deltasigs to 30. Next semester we hope to pledge at least 20 of the 40 Freshmen who have already shown considerable interest in the fraternity.

On November 6, Gamma Omicron Chapter's "Rose" Dance was held in downtown San Francisco. The social event of the year for the University of San Francisco had a capacity crowd. From a field of 32 contestants, Miss Cathy Rose was chosen "Rose" Queen. She will also be Gamma Omicron Chapter's candidate for Homecoming Queen.—WILLIAM JAMES PFISTER

## TEXAS

BETA KAPPA CHAPTER activity got off to a good start with two rush smokers. Bob Hamm, of the Marketing Department, spoke on the subject of success at the first smoker on October 11. Dr. W. T. Tucker spoke on whether or not one should affiliate with Delta Sigma Pi at the second smoker on October 18.

Thirty-six rushees, including Professor Thomas Earl Gossett Jr., received pledge pins at the Pledge Banquet that was held at the Knights of Columbus Hall on October 22. The speaker for the night, Dr. Ernest W. Walker, Chairman of the Finance Department, gave a very thought provoking talk on the topic of leadership.

Our pledge program is well under way with pledge master David Harrison devoting much time and effort for the benefit of the new pledges.

One of the major social events for the semester is a semi-formal dance to be held on November 8. Members and pledges will have the opportunity to get to know each other better at the informal traditional Stag Party November 19 at Camp Ben McCullough. The agenda includes a football game between the two factions.

Our professional program includes a projected tour of Humble Oil of Houston on

November 17 and 18, which is being coordinated by Chancellor Don Looney. A service area for the chapter is the contribution of over 35 hours of work each week in the Business Placement Office.

Athletic activities are receiving attention in the form of two football teams, two entrants in golf, and practice in preparation for the basketball season.

Officers for the semester are: David Taylor, president; Bill Moses, senior vice-president; Richard Wortham, Treasurer; Mike Dean, secretary; Don Looney, chancellor; Vic Fowler, historian; and Steve Schaeffer, social chairman.

Beta Kappa Chapter is looking forward to a successful fall semester in professional, social, scholastic, and athletic activities.—VIC FOWLER

## MICHIGAN STATE

THE BROTHERS of Gamma Kappa Chapter at Michigan State are off to a good start toward another first place in the Chapter Efficiency Index. We are now engaged in the preparation of our new Chapter house at 217 River Street, East Lansing, for our Homecoming weekend open house. Brothers of other chapters are cordially invited to visit our new home whenever they are in the area.

Professionally for fall term, we have three speakers, a film, and a field trip to Dow Chemical at Midland, Michigan planned.

Our social program this term includes a combination Homecoming-Housewarming party for our alumni brothers. Plans are underway for both the Founder's Day observance and our annual Orphan's Christmas Party.

Six excellent candidates for brotherhood in Delta Sigma Pi have been initiated into the pledge program for fall term.

Winter quarter activities will include the pleasurable task of selecting our "Rose" of Delta Sigma Pi and election of officers to assume the reins of leadership and continue our 100,000 point series.

The brothers of Gamma Kappa Chapter wish to extend their sincere appreciation to those who have aided us in the acquisition of our new chapter house and wish to invite all alumni of the chapter and other brothers to visit.—DONALD M. BUYNACK



THE GAMMA OMICRON Chapter "Rose" Queen, Kathy Rose, center, poses with the other contestants Pat Kennedy, Ann Arneil, Sharon Ellingson and Terry Polasky.

## CINCINNATI

ALPHA THETA CHAPTER at the University of Cincinnati has elected an Evening College student as president of the Chapter for the first time in several years. Andy Belew was chosen to lead our chapter for the school year of 1965-66. Brother Belew has shown his leadership abilities by serving as professional chairman for 1964-65 and as a member of several committees during the three years he has been a Deltasig. His unanimous election is indicative of Andy's ability to win the support and following of the entire Alpha Theta Chapter.

Our professional activities began with a tour of Ford Motor Company's Automatic Transmission Plant in Sharonville, Ohio. Most of the active chapter was present, plus 27 prospective pledges. Our most recent meeting was highlighted by a talk on charting as a means of predicting stock prices, given by Bruce Forrester of Hayden, Stone, Inc. We were especially pleased to have Mr. Forrester speak since he is a former member of Alpha Theta Chapter and an active member of the Cincinnati Alumni Club of Delta Sigma Pi.

The fall rush netted Alpha Theta Chapter 23 pledges, all excellent men desirous to aid in the growth of our chapter and of Delta Sigma Pi. Our officers are confident in the ability of the chapter to maintain its wonderful record of 100,000 points in the Chapter Efficiency Contest and their enthusiasm is encouraging all the members to action. The year 1965-66 should be one of great growth for the Alpha Theta Chapter.—JOHN E. BLANKENSHIP

## SAM HOUSTON STATE

ON SEPTEMBER 13, 1965, Sam Houston State College had increased its size by 12 per cent over the preceding year. With this growth increase, Epsilon Mu Chapter initiated an expansion and improvement program.

Robert Estill and Matt "Tex" Vinsen returned from the Grand Chapter Congress with many ideas for the growth of our chapter.

Now that the semester is in full swing we are making preparations for the Homecoming activities and football game that will pit Sam Houston State against the Texas A & I Javelinas. It is hoped that our new brothers from the Zeta Nu Chapter will join with us in the celebration of victory as the NAIA Co-Champ Bearkats win another decisive victory.

Barry Helweg is leading us this year in his position as President. Jerry Hatton, our very capable Senior Vice-President, came through with a wonderful rush program. John Weaver is very aptly handling the pledges with his job of Vice-President. Philip King is balancing the books, while Walt Hargraves is keeping the minutes. Cliff Balch is keeping up Public Relations through the office of Historian. Matt "Tex" Vinsen as Chancellor is trying to keep peace and order.

We extend a cordial "Y'all come to see us" and visit our Chapter anytime.—MATT VINSEN

## DAYTON

THE BROTHERS OF Epsilon Tau Chapter are now attending classes in the University's new business building. Miriam Hall can seat up to 2,000 students at one time, it also houses the administrative offices of some of the other colleges. The chapter has an office and a large show case in which displays of the fraternity and local businesses will be featured.

The annual homecoming flower sale proved to be quite successful. The profits exceeded last years by more than \$200.00 and has turned out to be our best money making project. Congratulations go to brother Bill Luken for the fine job he did in making this sale such a success.

During the summer there was some activity in the form of a wedding. Brother Jerry Russelo and Joyce Gaston were married on June 26 at St. Mary's Catholic Church, Middletown, Ohio. Brothers in attendance were: Tom Mott and Bob Fay who served as ushers, Fred Saah, Bill Buehrle, Dave Erdodi, John Haemmerle, and Jack Quatman. The brothers presented the bride with a combination food warmer and serving tray.

The Grand Chapter Congress was attended by our president Thomas Mott, Fred Saah and Ron Andrianni. This was the first convention for Fred and Ron; and the first trip to the Bahamas for all three.

As the result of a unanimous vote the brothers of Epsilon Tau Chapter are contributing their time to the Dakota Street Center. Some will tutor students in a variety of subjects, while others are about to begin work on the formation of a Boy Scout Troop. This Center shows signs of developing into the biggest civic project Epsilon Tau Chapter has undertaken so far.—

JACK QUATMAN

## GEORGIA

PI CHAPTER started the fall quarter under a new executive committee. The officers elected in the spring are as follows: Lee Olson, president; Mike Dekle, senior vice president; Ralph Dennard, vice president; Jim Fox, secretary; Bill Fitzgerald, treasurer; Jim Carlton, chancellor; Jim Payne, historian; and Bobby Bramblett, social chairman.

The first of the quarter saw much activity. The brothers once again helped the School of Business Administration with freshman registration. This is a project which has been done for many years.

The second weekend of the quarter a work party was held at the Chapter house with a number of sorority girls and brothers' dates helping. By late Sunday the group had painted the complete exterior and interior of the house. A beautiful red door trimmed in gold was ready to greet the fall rushees.

Rush activities began with a smoker on October 5. After a week of professional meetings and handshaking rush ended with the issuance of bids at the Pledge-Homecoming Dance held at Charlie Williams Lodge. With a 23-10 victory over Clemson and the gaining of 16 pledges excitement reigned supreme.



EAST CENTRAL REGIONAL Director Andrew T. Fogarty appears to have a few points to cover in the recent "Indiana State Day" of all chapters in the State of Indiana. Others in the picture are Morris Q. Watson, *Indiana State*; James D. Lee, *Ball State*; and Field Secretary Ben H. Wolfenberger.

On October 18, the brothers and pledges went to Atlanta where we toured the Federal Reserve Bank. After a fine luncheon in the executive dining room, we went to the Atlanta Journal-Constitution. Both tours were very beneficial. We are looking forward to the second tour scheduled for November 22, at which time we will visit the Atlanta Air Terminal and Carling Brewery.

Fall has brought much fraternal spirit and unity. We are anticipating the best year yet for Pi Chapter.—JAMES E. FOX

## SACRAMENTO STATE

EPSILON PHI CHAPTER at Sacramento State College announces its list of Fall semester officers: President, Ray Nielsen; Senior Vice-President, Jerry Inman; Vice President, John Lance; Chancellor, Dave Harvey; Secretary, Ed Ferguson; Treasurer, Bill Liggett; and Historian, Tom Egan.

The fine efforts of our Senior Vice President, Jerry Inman, made our pledge rush especially successful. Our chapter is growing and our pledge role of twenty-two attests to this. This semester's pledge class is the largest one Epsilon Phi has had to date. This also indicates the increasing importance that Delta Sigma Pi is showing on campus.

Epsilon Phi Chapter is now in the process of taking the initiative at Sacramento State to establish friendlier ties between students and the faculty members. Several brothers are promoting luncheons where students and faculty can get together and become better acquainted. Also, on Founders' Day the chapter is going to take the head of the Business Department to a special lunch. The chapter is of the opinion that closer ties be-

tween the professors and students mean better education through better communication.

The big event so far has been the construction and presentation of our first float entered in Sac State's Homecoming celebration. The theme of the float was "Hornets in Orbit" and it won a ribbon in its division. Thanks must go to the chairman of the temporary float committee, Bruce Pyle, for his hard work (and broken hand) in leading the chapter in this effort. Our representation on campus has been enhanced because of the active part we play in entering campus activities such as this one.—RONALD J. GRIGSBY

## EAST CAROLINA

DELTA ZETA CHAPTER at East Carolina College is off to a boom year, with the induction of 19 pledges, the largest in the history of Delta Zeta Chapter. Formal rush was preceded by a dance to which all prospects were invited.

Our first professional meeting of this year featured a talk on "How Should I Invest" by Dr. James Stewart of the School of Business at East Carolina College. All 17 active Deltasigs and 25 prospective pledges were in attendance. There was great interest by all during the question and answer period that followed Dr. Stewart's talk.

Since Founders' Day and Homecoming fall on the same weekend, Delta Zeta Chapter has planned a dual celebration. All Alumni of Delta Zeta Chapter have been invited to attend the pre-game luncheon and post game dance. On Sunday, Founders' Day, Delta Zeta chapter will attend church services as a group wearing red rose bou-tonnieres.—MICKEY E. KINDLE

## EASTERN ILLINOIS

EPSILON OMEGA CHAPTER is looking forward to a very exciting and experiencing Fall and winter quarters. Our professional chairman has already scheduled several guest speakers to come in and talk to our brothers. Our first guest speaker was Mr. Harry Scharlack of Watseka, Illinois, who spoke on the Role of Gold. The professional chairman is also planning to schedule several tours of different businesses in the area.

This Fall, the brothers of Epsilon Omega Chapter built a float for homecoming, which placed second.

The past summer, 16 brothers went to the Grand Chapter Congress which was held on Grand Bahama Island. We were accompanied by our advisor, Brother Tim Gover and his wife. We all enjoyed the convention.

To close out the Fall quarter, we will have the initiation of the new pledges and the initiation banquet in November.

In completing our first year as a chapter of Delta Sigma Pi, we were pleased in obtaining the fraternity maximum goal of 100,000 points in the Chapter Efficiency Contest. We are hoping to do this again this year.—JAMES W. HARPER

## ALABAMA

ALPHA SIGMA CHAPTER at the University of Alabama began the school year in September with 15 members returning to school. We held our organizational meeting and elected a new faculty advisor, Mr. Stuart Witty.

Our Fall rush party, which was attended by several Deltasig faculty members, was very successful. Mr. Ward Hayslip of Duckworth-Morris Insurance Agency in Tuscaloosa gave a very interesting talk on "Insurance as a Field of Business Opportunity." Afterwards, refreshments were served by our Deltasig Rose, Miss Dianne Haver. Alpha Sigma Chapter pledged 10 neophytes.

As Alpha Sigma Chapter's part in Alabama's Homecoming Parade we sponsored the Safety Patrol of the Northington Elementary School. One of our ROTC members marched with the proficient group of

youngsters as a safety commander. Our chapter plans to do more civic work such as this in the future.

Our new pledges were very impressed when they learned about Alpha Sigma Chapter's field trip to New Orleans last spring. The trip was attended by about 10 members, and it included visits to the Federal Reserve Bank, Reynolds Aluminum Company, Avondale Shipyards, and the Falstaff Brewing Company. We are planning and looking forward to another field trip next spring.—ALLEN DUDLEY

## BALL STATE

EPSILON XI CHAPTER is proud to have achieved 100,000 points along with 41 other chapters last year. Our chapter is planning for another progressing year in hopes to raise Delta Sigma Pi on our Ball State campus.

The elected officers for 1965-66 are: President, David Lee; Senior Vice President, Jim Fenn; Vice President, Jim Wilson; Secretary, Larry Aple; Treasurer, Dave Gross; Chancellor, Ed Bush; Historian, Steve Decker, and Advisor, Joe Jackson. However, the chapter will only achieve higher goals through every member's contribution.

The first pledge class has been started on its training course. There are 11 candidates in the fall class. It was our pleasure to have District Director Wayne McHargue and last year's Epsilon Xi Chapter President, Bruce Cross, speak at the fall smoker. The initiation for the fall class will be January 8, 1966.

The chapter is planning tours of local industries and an industry in Fort Wayne with speakers both from business and community leaders. Among the speakers will be Judge Tom Raisor, Safety Director of a Public Utility, Bill Johnson and YMCA Director Bob Fulmer.

Epsilon Xi Chapter extends congratulations to the new Grand President M. John Marko. We look forward to further growth and achievement under Brother Marko. Good luck to Grand President Marko and to all chapters this year.—DAVID LEE

## SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina returns for the 1965-66 academic year hoping to achieve a chapter record of five consecutive years attaining 100,000 points in the Chapter Efficiency Index.

Our hopes began to be realized when the rushing activities brought us a very outstanding pledge class of 19 members. The pledges are very interested in the fraternity and are striving to learn as much as they possibly can.

On October 23-31, five of our brothers participated in the Fourth Annual W. F. Fancourt Memorial Seminar on Textiles in Greensboro, North Carolina. Larry Brandt, Charles Boswell, Dean Hawkins, Professor Chuck Gittinger, and Professor Robert Foster represented the School of Business Administration here at the University.

Founders' Day was celebrated with a professional banquet the evening of November 8. An impressive commemoration ceremony dedicated the program in recognition and memory of the four founders of Delta Sigma Pi. Brother Frank Yates, former President of our chapter, gave a very interesting talk on the history of Delta Sigma Pi.

The professional activities of our chapter will include a tour of the General Motors plant in Atlanta, Georgia, and a variety of speakers. The first of these speakers was Mr. Norton Jacoby, a member of the faculty at the University who is working on his Ph.D. He spoke on "The Future of Data Processing in our Economy."

Favorites among our social events have been our drop-ins and parties following football games. The high point in our Fall social calendar will be our Annual Christmas Dance and Christmas Party for orphans which will take place on December 16.

As can be seen, Beta Gamma Chapter is well on its way to the record fifth consecutive 100,000 points in the Chapter Efficiency Index and the fulfillment of its obligations and duties to the International Fraternity of Delta Sigma Pi.—IBRAHIM S. ALKHALIL



GUESTS AT THE head table of the Founders' Day celebration held in Atlanta for Kappa Chapter, Pi Chapter and Zeta Lambda Chapter are Brother George Manners, dean of the School of Business at Georgia State, Grand President M. John Marko, Lenore Brewer and Past Grand President Homer T. Brewer. Enjoying themselves at the Banquet are these members of three Georgia chapters. Grand President M. John Marko is on hand in Atlanta to help the Georgia chapters celebrate Founders' Day.

## NORTHWESTERN—Zeta

ZETA CHAPTER honored their late advisor, Dr. Richard C. Gerfen, at a special banquet on Monday, November 1, 1965.

Mrs. Gerfen, her son, David, 15, and her two daughters, Susan, 23, and Barbara, 11, were present to receive the awards posthumously for the late Dr. Gerfen.

David Thompson, president, awarded Mrs. Gerfen with the official pearl badge on behalf of the chapter for Dr. Gerfen's many years of advice to the chapter. Regional Director Thomas Mocella, on behalf of the Grand Council of Delta Sigma Pi, awarded to Mrs. Gerfen a Certificate of Appreciation, passed unanimously by the Grand Council honoring Dr. Gerfen's many years of service to the International Fraternity of Delta Sigma Pi. Frank Geraci, board member and former President of Zeta House Corporation, presented a framed copy of the resolution passed unanimously by Zeta House Corporation on December 8, 1964, which read, in part:

"... The time and energy he devoted to our fraternity, and to Zeta Chapter in particular, as their advisor cannot be measured by any means. . . . It can be truly said of him, he was a man of commerce, a Delta Sigma Pi, the world is better because he dwelt upon it."

In attendance at the banquet were Thomas Mocella, Central Regional Director, Executive Director Charles Farrar and District Director, Charles Miller.

Zeta Chapter had a good rush week this fall and pledged fourteen new neophytes. Hoping to gain more pledges during deferred rush, Zeta Chapter has been working hard on a rush plan which has already gained them one additional pledge to date.

Homecoming was a great success and even though our thirty-foot high house decoration didn't win a prize (it broke down temporarily just as the judges came by) we did have a wonderful turnout of alums who stopped by to chat with the active chapter and we even talked a good number of them

into coming to our Homecoming Party on the night of the game where everyone had a blast.

The chapter elected a new advisor, Dr. Burdette Meyer, lecturer of cost accounting in the School of Business. Already he has proven himself invaluable to the chapter through his fine council.

We have had two professional meetings, the social program is in full swing, and our football team finished second in our intramural league. With the playoffs starting soon, we hope to go all the way in football. It looks like a great year for the Zeta Chapter of Delta Sigma Pi.—J. PETER MUNDT

## EASTERN NEW MEXICO

EPSILON ETA CHAPTER at Eastern New Mexico University had a good turn out for fall rush. Our first rush party was a hamburger fry at our fraternity house, with members of Alpha Delta Pi social sorority acting as hostesses and the active members as hosts. A second party was a casino party at which each prospective neophyte was given \$26,000 in play money with a prize going to the biggest winner.

We are happy to have a former brother back on campus. He is Brother Cliff Ladzinsky. Brother Ladzinsky came back to assume a position in the School of Business Administration. The Chapter advisors are: Brothers Paul Stangle, Charles Irwin, Larry Nissen and Cliff Ladzinsky, all members of the faculty in the school of Business Administration.

Our professional program is under the guidance of Brother Larry Branch. Brother Branch has planned a series of two day weekend tours to surrounding points of interest. Mining will be toured in southern New Mexico, atomic research in Los Alamos and Albuquerque, retailing in El Paso and general business in Juarez, Mexico.

Epsilon Eta Chapter is proud to have had our chapter and campus selected for the cover and feature of the March issue of *The DELTASIG*.—GEORGE EVERAGE

## OKLAHOMA CITY

DELTA THETA CHAPTER at Oklahoma City University is looking forward to another excellent year. We plan to be active in all phases of campus life and many activities are planned for the near future.

The slate of officers for this semester are: President, Jim Blake; Senior Vice President, Bob Higgins; Vice President, Craig Sanders; Secretary, Larry Montanye; Treasurer, Marshall Picow; and Historian, Walter Nelson.

At the present time we have formally pledged 13 students and one more formal pledging is scheduled for our next meeting with a possibility of eight more being pledged. We know that this pledge class will have a successful project as did last semester's class.

The activities of the fraternity this year and last include: conducting tours for the University, assisting with school enrollment, intramural sports (football, softball and basketball), four rush smokers for day and night students, annual interfaculty basketball game, and gathering the 100,000 points for the Chapter Efficiency Contest, which will make the seventh year in a row for our fraternity.

With the interest and energies our chapter possesses, these goals will be easily obtained. We are also determined to uphold the ideals and aims of Delta Sigma Pi.—WALTER D. NELSON

## DRAKE

ALPHA IOTA CHAPTER at Drake University opened the year's activities with a rush dinner on September 29th at Bishop's Cafeteria. Thirty-three rushees were in attendance, of which 20 were pledged. The guest speaker was Joe Flynn from the public relations department of *Look Magazine*. The program also featured LaVerne Cox, regional director, and Jim Dowis, district director, as well as several faculty members including Professor Paul Lay, the new chapter advisor. Professor Lay, of the accounting department, is an alumnus of Alpha Iota Chapter.

The chapter participated in Drake's Student Union Activity Week with an educational display at the Union. Many campus organizations provided exhibits telling the purposes and activities of their respective groups. Among individual scholastic achievements this year was the Administrative Management Society's scholarship awarded to Dale Banowetz.

A successful picnic highlighted this year's Skip Day which traditionally follows Drake's first home football victory. Founders' Day was celebrated with a hay ride held on November 5th with most of the actives, pledges, and their dates in attendance.

In sports activity, John Barr and Bill Plymat won the independent division of the Intramural Tennis Tournament. The chapter is planning an active athletic program again this year. Alpha Iota Chapter is looking forward to a very successful year with a full schedule of social and professional activities including the annual field trips.—WILLIAM N. PLYMAT



REGIONAL DIRECTOR Thomas M. Mocella displays the Testimonial of Appreciation awarded posthumously to the late Richard Gerfen, long time advisor to Zeta Chapter. Mrs. Gerfen is presented with a resolution from the Zeta House Corporation by Frank Geraci also acknowledging Brother Gerfen's contribution to the Zeta Chapter. Members of the Gerfen family, Barbara, Mrs. Gerfen, Susan and David are seen here with David Thompson, president of Zeta Chapter, Regional Director Thomas M. Mocella, Executive Director Charles Farrar, and Past Director Frank Geraci, following a special banquet in honor of the late Brother Gerfen.

## SOUTHERN MISSISSIPPI

GAMMA TAU CHAPTER enthusiastically began the new 1965-66 school year with the exciting reports of the seven Brothers who attended the Grand Chapter Congress in the Bahamas. Those Brothers attending included Robert Barham, Bill Bounds, Mike Cappaert, David Fischer, Jimmy Freeman, Tommy Leperi, and Clyde Rose. President Cappaert made a nominating speech for our newly elected Grand President John Marko.

Gamma Tau Chapter again topped 100,000 in the Chapter Efficiency Contest.

A well planned Fall rush party resulted in the pledging of eighteen outstanding men of commerce. They include: Phillip Bellew, James Coleman, Donald Combs, David Harris, Carl Harvey, Pete Hays, Gary Heard, Ken Litton, Robert McCoy, Jimmy McGuire, Kenneth Millis, Lynn Patterson, Thomas Peters, Edward Post, Myron Rosenthal, James Shivers, Dan Walters, and Robert Winland.

We were well represented in the Homecoming parade with a fine float. A fun-filled dance was held that night.

Mr. Weldon D. Kettler, of the Professional Recruitment Department of the Humble Oil and Refining Company, of Houston, Texas, gave an interesting talk on the oil industry and the potentials of college students in this field.

Brother Gerald Smith was selected for "Who's Who Among Students in American Colleges and Universities." Brother Vic Purvis, Southern Mississippi quarterback has made an admirable record here and in na-

tional polls.

On October 28 a large number of Brothers traveled to Mobile, Alabama to tour International Paper Company. Mobile has a new civic theatre and auditorium which we inspected, followed by a look at the U.S.S. *Alabama* battleship.

Initiation activities are set for November 14th with oral finals, our annual pledge-active football game, "Discussion on World Affairs," and the banquet.

This Fall Quarter has been filled and exciting. Exams end on November 22 and then Winter Quarter resumes on the 29th, with only three weeks to pack in Rush and our Christmas Party before the holidays. And then, on to another great year—1966.—  
DAVID G. FISCHER

## ARIZONA

GAMMA PSI CHAPTER at the University of Arizona had a very successful rush program this semester pledging 18 men at our pledge luncheon held at the Redwood Gay 90's. As in the past, these pledges will be definite assets to the Gamma Psi Chapter. We are confident that we can again reach our goal of 100,000 points in the Chapter Efficiency Index.

Founders' Day will be celebrated with a steak fry at Brother Ron Turner's home. A large turnout, including members, pledges, faculty members, and alumni is expected.

Because of the work of Brother Stanley Graham, our professional activities should be unique and interesting this semester. At our first professional meeting two representa-

tives from the Mountain States Telephone Company, Mr. Warren Reed of the public relations department and Mr. Jim Murphy of the marketing department, gave us an insight of the various business aspects involved in operating a telephone company. On October 28, James C. Hobart from the Department of Community Development here in Tucson, spoke to a joint active-alumni meeting on "The Future of Tucson." He elaborated on some of the problems inherent to the city's economy and possible solutions to these problems. Gamma Psi Chapter will have additional speakers throughout the year, and it is expected that in the near future we will be given a professional tour of Tucson's recently completed Sears store.

President Roger Brown and Brother Joseph Payne were very fortunate to attend the Grand Chapter Congress held at Grand Bahama Island. Two members of Gamma Psi Chapter, Brother Henry Ong and Brother Doug Doyle were elected as Senators at the University of Arizona representing the College of Business and Public Administration. Also, Brother David Cooper is Parliamentarian of the Senate.

The up-coming year looks very promising for Gamma Psi Chapter as I hope it will be with all chapters of Delta Sigma Pi.—  
VERNON L. BARR

## GEORGIA STATE

FOUNDERS' DAY WAS celebrated November 6, 1965 at the Parliament House in the Crown Ball Room. Grand President M. John Marko was the featured guest speaker.

Brother Marko was greeted at the Atlanta International Airport by the following delegation from Georgia State College: Dean of Students, Kenneth H. England; Kappa Chapter Advisor, Dr. Albert H. Clark; Kappa President, Jerald Phillips; Founders' Day Committee Chairman, Bill Rocker; and Past Grand President, Homer T. Brewer. The delegation entertained Brother Marko with a tour of Atlanta which included a luncheon at Stouffer's Restaurant located atop the Atlanta Merchandise Mart Building. He also visited Georgia State College, Kappa Chapter Fraternity Room, and the Deltasig Lodge.

Festivities of the banquet began at 7 P.M. with the social hour, followed by dinner at 8 P.M. Brother Marko then gave a stimulating address about the growth and progress of Delta Sigma Pi. Before and after the address, Brother Marko received standing ovations from approximately 152 Brothers and guests composed of The Atlanta Alumni Club, Kappa Chapter of Georgia State College, Zeta Lambda Chapter of Georgia Tech, and Pi Chapter of the University of Georgia. After Brother Marko's presentation the Erv Hinkle Orchestra entertained until 1 A.M.

Other distinguished guests present were Dean of the School of Business Administration at Georgia State College, George E. Manners; Past Grand President Homer T. Brewer and his wife Lenore, and also the District Director Jim Westlake and his wife Joyce.—  
BOB W. DANIEL



DISTRICT DIRECTOR Wayne McHargue is seen here presiding over the "Indiana State Day" recently sponsored by the Central Indiana Alumni Club in Indianapolis. Seated are John Fettig, president of Alpha Pi Chapter at Indiana University; Morris Q. Watson, president of Delta Tau Chapter at Indiana State University and James D. Lee, president of Epsilon Xi Chapter at Ball State University.



**HORNETS IN ORBIT** was the theme of Epsilon Phi Chapter's float in the Sacramento State Homecoming parade.

## IOWA

**DELTA SIGMA PI** at the University of Iowa got under way with its new Fall, 1965 officers: Paul Powers, president; Charles Noble, senior vice-president; De Vere Bendixen, vice president; Douglas Zmolek, secretary; Kemp Miller, treasurer; and Lee Lawson, chancellor-historian. With Paul Powers at the helm we have initiated our fall semester of business, professional and social events.

An active pledging program was started at a booth during Fall registration and followed up by correspondence and an informal smoker. On October 5, Ox Yoke Inn in the Amana Colonies was the site of our Pledge Banquet for twenty-five prospective pledges. Epsilon Chapter was honored to have LaVerne Cox, Midwestern regional director, from Alpha Delta Chapter in Lincoln, Nebraska as their guest. Byron Veneer, president of Alpha Delta Chapter of the University of Nebraska was also present. Actives and prospective pledges were well enlightened in the area of college interviewing by a film and panel discussion by three men from Maytag Co: Misters James Michaud, Edward Rawley and Dave Marshall.

Formal pledging ceremonies for twenty-six pledges were held on October 13. Our new pledges are felt to be select, interested, and above all, assets to Epsilon Chapter. Ben Wolfenberger, field secretary of Delta Sigma Pi visited our chapter on October 15th and spoke to us concerning the fraternity on the national level.

The officers of our pledge class that were selected on October 20 are: David Moore, president; Virgil Swanson, vice president; and Charles Koberg, secretary-treasurer.

An industrial tour of the John Deere and Company Administrative Center in Moline, Illinois was constructed by De Vere Bendixen, our vice-president who has worked summers for Deere, and Gerald Hatch, head of personnel. Mr. Hatch elaborated on career possibilities with Deere and their advancements and achievements in the agricultural products area. A guided tour by John Norton followed in which he revealed the heart of their magnificently structured new Administrative Center along with comments on the company policies in general. Without exception, the brothers and pledges were favorably impressed and the idea of returning is being discussed currently.

After summing up the activities so far, a look at the remainder of the semester is in order. On November 3, there will be a business meeting, and film preceded by a pledge meeting. November 5 is our Founders' Day Party, another pledge meeting and a professional meeting will be on November 10. December 1 is the final pledge meeting and is also the date of another business meeting and film, on December 3 the pledges will strive to find the "Rose of Deltasig" somewhere in the state, the Pledge Party will be held on December 4th with the pledges giving a skit as well as providing the entertainment and refreshments. The goal of all Deltasig pledges is attained on December 5 at initiation ceremonies in the Old Capitol. December is rounded out with a professional meeting on the 15th, and Fall semester's activities are wound up with the election of Spring 1965 officers for Epsilon Chapter on January 12.

Epsilon Chapter is looking forward to a continued fine program of professional and business events along with some social highlights. We are privileged to be the hosts for the Midwestern Regional Basketball Tournament in February with the Chairman for the tournament, Hank Kester, already planning events our Brothers in the region will remember favorably.

Any Alumni Brothers are cordially invited to attend any of our functions. Epsilon chapter is looking ahead to activities that will benefit Delta Sigma Pi here at Iowa and throughout the fraternity.—LEE C. LAWSON

## BABSON

**GAMMA UPSILON CHAPTER** at Babson Institute of Business Administration can well be pleased with the group of pledges this term. It is our basic feeling that pledging should not consist of nonsensical chores, but instead the efforts of these men should be channelled in the direction for maximum benefit to the fraternity, the school, and the community. Under the leadership of Jeff Mocarisky, pledgemaster, pledging is centered around building potentially active brothers and to maintain a high level of student, faculty, and community relations.

In athletics, it looks as though this year will be as successful as last. Our football team is going to hit the grid and make it nine straight years of undefeated interfraternity football competition. Our basketball and baseball teams look equally as strong. With a winning year, we will retire the Interfraternity Athletic Trophy and add it to the rest of our campus activity awards which will be displayed in our newly awarded fraternity lounge. The lounge was presented to us when we raised over \$8,000 in contributions toward the Student Commons Development Fund, making us the only campus organization to have such a lounge.

After looking at the professional schedule, it is noted that there are over eight dynamic leaders speaking before the brotherhood. Through field trips, chapter meetings, and all-school fraternity sponsored seminars, it appears that we will have no trouble in reaching our goal of winding up the year with 100,000 points in the Chapter Efficiency Index.—BRUCE FISHMAN

## BAYLOR

**THE MEMBERS OF Beta Iota Chapter** at Baylor University returned this Fall sporting new charcoal blazers. The first smoker for prospective pledges was held on September 21, at the University Student Union. It was followed on September 24, with a rush party at the Holiday Inn. Both were successful, thanks to Brother Phil Beaver, rush chairman, and Brother Bobby Curtis, president. We selected 10 outstanding young men for pledges, who are guided by Brother Claude Gotthardt.

Our first dinner meeting, with a professional speaker, was held on October 5, with others planned this semester. The social calendar however, has not been neglected. The pledges gave a dance for the members in October, and the Deltasig all campus dance was a big hit in early November. Brother Houston Daniel, social vice president, directed plans for the annual Deltasig Snow Ball dance held in December.

With the theme "Every Bear's Dream," our homecoming float featured "Rose" Joyce Leber. Float Chairman Brother Bill Bevell, through considerable planning and hard work, insured its success. We welcomed home a number of Deltasig alumni with a coffee for them before the Homecoming parade.

Our intramural program has been strengthened by athletic chairman, Brother Larry Beene. We have participated with at least two teams in every intramural activity, and we are currently in strong contention for Baylor's intramural trophy.

We are currently planning a Spring rush which should attract many fine future pledges who will further the advancement of Beta Iota Chapter and Delta Sigma Pi. With these plans and projects, we anticipate a promising year.—HANK DURHAM

## OMAHA

**GAMMA ETA CHAPTER** at the University of Omaha began the fall semester with much vigor, and continues to make its plans accordingly. Activities to date included two guest speakers and smokers at Brother Atwell's house. Brother Gerald Karlin of the Central Bank in Omaha spoke on the merits of being a Deltasig; Mr. Arthur Larson of the Omaha National Bank lectured on Wills and Trusts.

The Chapter has seven promising new pledges who show much interest in becoming Deltasigs. Pledge ceremonies were held Friday, October 29.

The immediate future plans are for a tour of the Omaha *World Herald* and a Founders' Day Dinner to be held at the Tomahawk Inn. The Omaha Alumni Club will help the Chapter celebrate this memorable day in the history of our Fraternity.

In December, we will have our Christmas dance. Candidates for the "Rose of Deltasig" will be invited. Other plans include an interview seminar. A committee is now busy working on these plans. It is hoped that this seminar will help students with their future job interviews.—JOHN D. ARESTA

## CREIGHTON

TO DATE THIS has been a very active first quarter for the Beta Theta Chapter here at Creighton University in Omaha.

We have just initiated an excellent pledge class of ten members. They are all sophomores and have exhibited an array of varying abilities. One member has the highest accumulative grade point in the College of Business Administration standing at a perfect 4.00. Others have excelled in intramural sports. The pledge class has acquired a world record—beer-keg rolling. The previous record was held by a group from Washington State but was bettered by our pledges with a distance of 9.3 miles in a time of 2 hours and 41 minutes. This new world record was televised, covered on radio, and made the front page of the *World Herald*.

Our chapter has a talented intramural football team. So talented, in fact, that every starter is capable of playing any and every position. It is because of this variation of adaptable ability that we have not been able to come up with a real effective combination. Our record stands at 2-4-1 incidentally. Several weeks ago we traveled to Lincoln to play the Alpha Delta Chapter. We won by two touchdowns and celebrated by taking in the Nebraska-Wisconsin game that afternoon.

We recently attended the Founders' Day Dinner. It was held at the Tomahawk Inn, one of Omaha's finest restaurants. Attending were our chapter and Gamma Eta Chapter from Omaha University.

Our chapter is currently planning one of our many business dinners. We hope to have it at the Sheraton-Fontenelle or the

Ross' Steak House. All of the members are treated to steak dinners and then are entertained by a guest speaker. Our speakers are business executives and generally inform us of their success, and the job opportunities in their respective fields.

Another event arising in the near future is Homecoming. We are presently building our float with a select sorority. Last year the Deltasigs placed second in the all-university competition. We hope to take first this year under the theme of Broadway Musicals. Our float is entitled "Paint Your Wagon." Homecoming festivities were held in the first week of December.—STEPHEN A. KELLENBURGER

## FLORIDA STATE

GAMMA LAMBDA CHAPTER at Florida State University pledged 28 new members on the night of September 26. These pledges have joined the brothers in a very active Fall trimester.

October 6 found 36 brothers in Atlanta, Ga. for the first field trip of the year. Among those places visited were Rich's Department Store, Southern Railway's Central Office, Atlantic Steel Company, Federal Reserve Bank and the Arthur Anderson Accounting Firm. These tours proved educational and gratifying. Even more gratifying though, were the nightly tours of the Playboy Club and Kitten's Korner. Howard P. Abel, our Faculty Advisor, coordinated the trip. The brothers are looking forward to our next field trip to New Orleans in January.

Homecoming was happiness for the Seminoles of Florida State. Saturday afternoon, November 6, they gave the Wake Forest

Deacon's a 35-0 scalping. Preceding the massacre was the Homecoming Parade and our chapter's contribution. "Deacon Dunkin'" was the theme of our float. Along with the hard working Sigma Sigma Sorority, our brothers and pledges turned out one of the top entries. Thanks are in store for Brother Steve Pettit for his hard work and leadership in producing an excellent float. A victory celebration took place at Silver Lake where Pledge Trainer Pettit put on a swimming exhibition for the pledges.

Led by the unbeatable pass combination of Jim Frawley to Ray Didier, the raging Deltasigs romped to an undefeated season in intramural football. On the 13th of November, the brothers will meet an inspired pledge class. Although the pledges are "fired-up", chances of defeating the talented brothers are slim. By the way, the Deltasigs trounced that other business fraternity, 34-0.

Congratulations are in order for Brother Tom Costner who received the Chapter's Deltasig of the Year Award last spring. Without his hard work and leadership, the '64-'65 school year could not have been as successful as it was. Brother Costner also initiated our alumni fund and received the Outstanding Pledge Award in 1963.

Delta Sigma Pi was the host this year for the annual Student-Faculty Reception. It was hailed as highly successful. Next on the agenda is the initiation banquet at the Flordan Hotel on December 4.—RAY DIDIER

## LOUISIANA STATE—

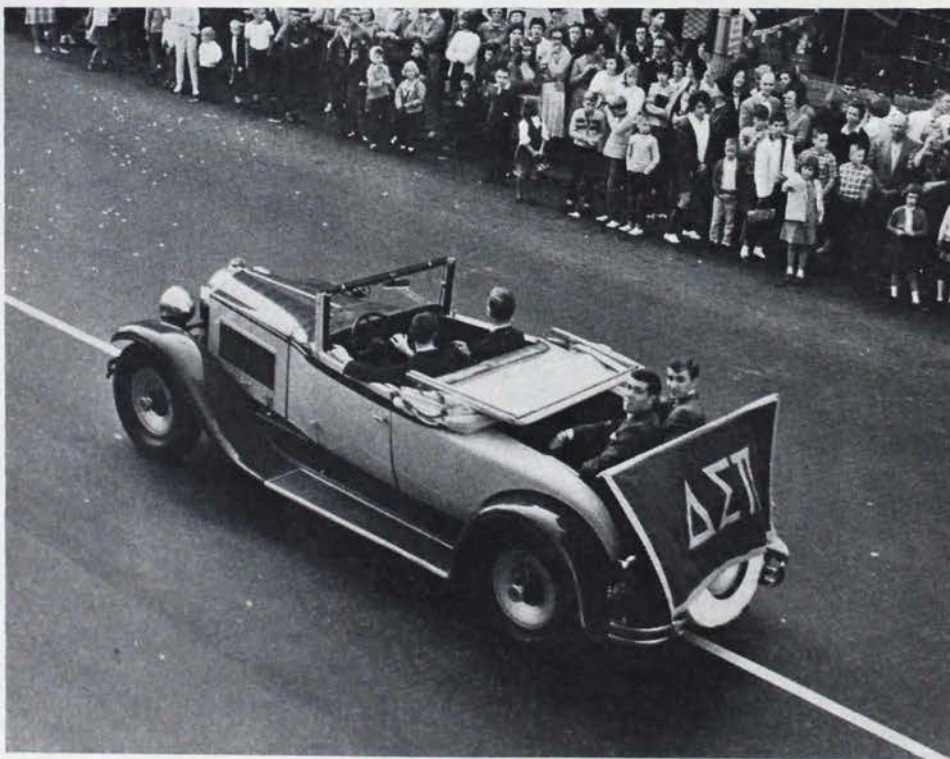
### New Orleans

EPSILON NU CHAPTER at LSUNO started its fall semester's activities this year by helping the Student Government Association of Louisiana State University in New Orleans to recruit workers during registration. In October, Mr. Shaun Vigierie of Vigierie, Hayne, Kemper, and Chaffe Incorporated, members of the New York Stock Exchange, spoke on the stock market and the job of a stockbroker at a gathering open to the student body sponsored by Epsilon Nu Chapter. A tour of Southern Bell Telephone Company facilities is slated for the near future.

The rush season was a successful one for Epsilon Nu Chapter. Twelve new pledges were inducted.

Last spring eight new brothers were initiated at Louisiana State University in New Orleans. They are: Quin Bates, Bill Dooley, John Durbin, Rick Miron, Ken Maier, Louis Porcello, Frank Provenzano, and Richard Siebelitz.

Epsilon Nu Chapter celebrated Founders' Day in conjunction with Delta Nu Chapter at a banquet. John E. Altazan Dean of the College of Business Administration at Louisiana State University in New Orleans and Dean H. J. Engler of Loyola University's College of Business Administration, and Regional Director Max Barnett, Jr., gave short talks. The main speaker of the evening was Mr. John Simmons, attorney, who spoke on the achievements of Delta Sigma Pi.—KENNETH J. MAIER



THE HOMECOMING entry of Delta Tau Chapter at Indiana State University was this 1930 Packard Roadster. Riding in the rumble seat are John Hatton, project chairman and Joe Modesitt, treasurer.



## LOYOLA—Chicago

PAUSING FOR A MUCH deserved rest the brothers of Gamma Pi Chapter of Loyola can look back over a very productive and satisfying semester. On October 23 we inducted six neophytes who have been working hard to prove themselves worthy of membership in Delta Sigma Pi. The brothers meanwhile have committed themselves to our principle belief, "He profits most who serves best." They have promoted a very successful drive to help the orphans in Viet Nam. The tireless dedication of the brotherhood under the chairmanship of Brother Walter Wojick, and the skillful use of all the news media of the Chicagoland area under the direction of yours truly, the publicity chairman resulted in the most successful drive of this nature Loyola University has known. A check for fifteen hundred dollars is presently on its way to Viet Nam as a graphic example of the feelings shared by the majority of the American public and especially the brothers of Delta Sigma Pi.

Next the brothers turned their attentions a little closer to home for an equally important task. The members of our chapter served in the immediate capacity of advisors to Brother Chuck Miller in establishing Zeta Xi Chapter of Delta Sigma Pi at Lewis College in Lockport Illinois. We would like to go on record in officially welcoming the latest addition to our brotherhood. Even in our social phase we have managed to help our fellow members. A case in point being the welcome party for the brothers of Alpha Delta Chapter of Lincoln Nebraska. On November 13 Gamma Pi Chapter will celebrate its fifteenth birthday of accomplishments with a well deserved gala ball.—VINCENT E. RANGEL III

## DE PAUL

GREETINGS FROM ALPHA OMEGA CHAPTER. Since the last report, we have initiated two more into the Brotherhood, George McClory and John Mays. We have also extended a true Deltasig welcome to five brothers from Epsilon Psi Chapter at Christian Brothers: Ralph Antognoli, Tom Carroll, Hank Smalarz, George Stevens, and Chuck Viane.

Alpha Omega Chapter held the annual Mother-Son breakfast at the Imperial Inn with eight brothers and their mothers in attendance. Many thanks should go to Brother Bill Morris for a fine job in setting up the breakfast. The Blue Key Carnival saw the brothers being presented a plaque for having the most improved scholastic average during the year, as we finished third among the twelve fraternities at De Paul. It was announced at the Carnival that Brother Hank Marks had been elected President of Blue Key National Honor Fraternity for the 1965-66 school year. Special mention should be given to Brother Bill Swords for his fine job in setting up our booth at the Carnival.

The annual Spring Formal was held on June 26 at the Palos Country Club. Fifteen brothers and their dates were in attendance and all had a very enjoyable time. At the formal, Brother Jerry Lenkaski was presented with the Leadership Award by



ABOUT TO CUT THE CAKE to celebrate Founders' Day are these officers of Nu Chapter at Ohio State University. They are from left to right: Vice President Larry Lyons, Senior Vice President Roger Reese, President Rem Beitel, Secretary Don Carrico and Treasurer Jim Rapp.

Brother John Goryl in recognition of the fine job he did as vice-president.

Rushing commenced on September 14, with the setting up of our booth to acquaint new students with the merits of Delta Sigma Pi. Our fall smoker was held October 17 at the Bismarck Hotel with Brother Robert Hoefler as guest speaker. At the smoker, there were 22 prospectives present. Movies of our chapter's activities were shown and our trophies and scrapbooks were displayed. Much credit for the fine presentation of Delta Sigma Pi should go to Brother Neil Brodzinski.

The annual Delta Sigma Pi football tourney was held on three consecutive Sundays in October. Alpha Delta Gamma won the championship by defeating Tau Theta Epsilon by a score of 28 to 0. Our own Deltasigs took third in the tourney by defeating Tau Sigma and Alpha Beta Gamma by identical scores of 6 to 0, before falling to the Alpha Delt's power by a score of 24 to 6. Special mention should go to George McClory for his fine passing; Chuck Horvath for his fine play at defensive halfback; and Roy Wulatin for his fine all-around play on offense and defense.

The Jarabe was held on October 23 at the Belmont Hotel. The dance was highlighted by the crowning of our "Rose" for 1965-66, Miss Mary Callaghan of Phi Gamma Nu sorority and the awarding of the trophies from our football tourney. Many thanks should be given to Hank Marks, Executive Chairman; John Cynkar, Tickets; Meredith Sipek, Publicity; and Jeff Phillips, Rose Chairman for the fine job they did on the Jarabe.

On Wednesday October 27, 20 men were installed as pledges of Alpha Omega Chapter. These men will be initiated into Delta Sigma Pi during the weekend of January 29.

Congratulations are in order for Brothers John Cynkar, Hank Marks, Meredith Sipek, and Bill Swords who were recently pinned, and Brothers Jerry Cetnar, Jeff Phillips, and Lenny Prange who were recently engaged.—MARTY CALLAGHAN

## LOYOLA—New Orleans

DELTA NU CHAPTER launches its program for the new scholastic year after being named "Outstanding Organization on Campus" for 1964-65. A complete program of professional, social, and athletic activities is well under way. The brothers are determined that this year will be even bigger and better than the last. We maintained an active fraternal spirit during the summer with numerous parties and picnics, and this spirit helped us to get off to an enthusiastic start in the fall.

The enthusiasm is continually encouraged by our new officers: Robert Perez, president; Terry Leach, senior vice-president; Barry Escher, vice-president; Joseph Vizzini, secretary; Clif Morvant, treasurer; Ronald Ryan, chancellor; and Robert Gall, historian. Three of these new officers were among the five-man delegation that went to the Grand Chapter Congress.

Our fourth annual "Fallout Dance" was held on October 2 in the University Center. It was an overwhelming social and financial success with more than 800 persons in attendance. Five days later, we opened the professional program. The membership was addressed by Mr. M. Paul LeBlanc, managing accountant for a local accounting firm and chairman of the Industrial Committee of the Chamber of Commerce. His subject was, "Business Opportunities in New Orleans."

Founders' Day was celebrated with our annual banquet, held this year at the Smoke House Restaurant. A large crowd enjoyed a good time and a fine meal. All of the brothers are anticipating the spring semester and pledge season which is always the high point of activity for Delta Nu Chapter.—JEFFREY H. FIELDS

## KANSAS

IOTA CHAPTER of Delta Sigma Pi is well underway into its planned activities for the fall semester. An attractive new pledge class of 19 has recently joined ranks here at the University of Kansas which promises to be the best yet. We are hoping to initiate the entire class. Special thanks is due Brother Logsdon, one of the University's fine instructors, for speaking at one of our rush meetings.

Our professional program has thus far included a recent tour of the B.O.P. Plant, (Buick, Oldsmobile, Pontiac), in Kansas City. Among the 30 Deltasigs able to attend this tour was our new Field Secretary, Brother Kenneth Vadovsky. In addition to a well guided tour of the plant slides were shown explaining to us a more specific outline of the operations in the plant and the company in general. Everyone enjoyed himself immensely and all are looking forward to future tours now being planned.

With election of new officers, initiation of our new Deltasig pledges, planned tours, guest speaker, and various social events in view, Iota Chapter seems to be in for a very busy and educational year once again. Best wishes are extended to all Deltasig chapters everywhere for a successful and prosperous year.—HARRY G. WILES

## WESTERN KENTUCKY STATE

ZETA THETA CHAPTER at Western Kentucky State College started the school year off with very dedicated leadership. Officers elected for the fall semester were: President—Larry T. Garrett, Vice President—Bob Melton, Senior Vice President—Marvin Rotenberg, Secretary—Jerry Givan, Treasurer—Jim Smith, Historian—Ronald McFarland, and Chancellor—Kelly King. We also are proud of three new outstanding faculty members: Dr. Douwaji and Mr. Jacobson of the Economics Department and Mr. Holland, CPA, member of the Accounting Department. We have a total of twenty-five actives and nine faculty members starting the semester.

One of the chapter's first projects of the year was registration. During registration week members of Zeta Theta Chapter worked side by side with faculty and staff members of Western to orientate, test, and counsel 3,500 freshmen. Over half of the members arrived on campus two weeks early to help prepare for this task and to set up a general information booth at the registration center to assist and advise any bewildered students.

The chapter has had two smokers this semester with Dr. William M. Jenkins Jr., Dean of the College of Commerce and Mr. Glen Lang, head of the Accounting Department, as speakers. On October 20, 1965 we pinned nine prospective members, in a ceremony at the Garrett Student Center.

Western's 36th annual Homecoming was another memorable event in the history of Zeta Theta Chapter. We started the day with a breakfast at the Town Towers Restaurant for all alumni, active, and prospective members. This was followed by the Homecoming parade in which was entered our chapter's float and later on the day was topped when Western scored an upset victory over Drake University.

Our professional program is well underway with several tours and meetings planned. The chapter has already been invited to tour the new Cutler-Hammer Plant here in Bowling Green. In a dual purpose visit to this city, Kentucky's Governor, Edward T. Breathitt and Miss America 1966, Debora Irene Bryant officially opened the new Cutler-Hammer plant and bestowed the first "Distinguished Citizen of Kentucky" Award on Western's president, Dr. Kelly Thompson.

It is our hope that Zeta Theta Chapter and all chapters in Delta Sigma Pi will find this year to be the best ever.—WILLIAM L. McELHENY

## NORTH DAKOTA

ALPHA MU CHAPTER at the University of North Dakota began its year with the pledging of 16 new rushees. Thomas J. Clifford, dean of the College of Business, was our guest speaker at this first rush meeting.

Our chapter's professional activities for this year are many and varied. Speakers from IBM Corporation, Arthur Andersen & Company, and our District of the Federal Reserve System have been scheduled. Along with these speakers we have had two films on the business fields of industry and marketing; and are taking a trip to Melroe Manufacturing company on November 19.

Along with the professional and business aspect, we have organized various committees on publicity, fund raising, and social functions to help orient our new members in the activities of Delta Sigma Pi.

Besides these activities we have had our social functions accented with a barn dance at Brother Mike Herrick's farm. With these and other activities in process, we are anticipating another year of profit and enjoyment.—LLOYD E. HANSON

## SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota was happy to learn that for the 11th straight year we had earned 100,000 points in the Chapter Efficiency Contest.

Our rush program was started with a series of two rush smokers. After the second smoker, we sent out bids to 13 men and on October 13, we held pledging ceremonies for all 13 men in the School of Business at the University of South Dakota.

Dakota Day homecoming activities took place on October 23, with the University of South Dakota losing to the University of North Dakota by a score of 33 to 7. Our activities for Dakota Day included a car wash project, at which the pledge class was given a good hard workout. Our entries in the Dakota Day parade included the presentation of our "Rose" of Delta Sigma Pi, Miss Krisanne Riley. Our float depicted a group of hillbillies outside their shack, busy brewing up a victory. Despite the loss of the game, the Dakota Day week-end was enjoyed by all the Deltasig members and pledges.

On October 7, we received a visit from our field secretary, Brother Ben Wolfenberger. Everyone was interested in Brother Wolfenberger's statements on the activities of The Central Office and the recent Grand Chapter Congress. We are presently instituting the changes Brother Wolfenberger suggested in order to improve the efficiency of the work of Alpha Eta Chapter.—MARTIN M. BOHAC

## TEMPLE

OMEGA CHAPTER has embarked on another academic year with an abundance of enthusiasm. During the summer many of the brothers began working on our new fraternity house which the alumni of Omega Chapter purchased. At the beginning of the semester the chapter house was moved to 2108 N. Broad St. With the supervision of brother Frank Frehmel and the encouragement of our new President Ray McGettigan all of the brothers pitched in to refurbish the new house. Many afternoons and evenings are being spent in order to have what will be one of the finest chapter houses.

This semester Omega Chapter has the largest pledge class it has had in the past four years. The new pledges are very eager to acquire the knowledge about Delta Sigma Pi and are putting forth a concerted effort to follow the example the brothers have set in their enthusiasm for the new house. Harry Supple, our new pledgemaster, is diligently working with the pledges to instill the true spirit of Delta Sigma Pi.

All of the brothers and pledges are looking forward to the upcoming alumni banquet which will be held at Kugler's in conjunction with homecoming. The affair will provide an excellent opportunity for brothers and alumni to discuss the success of the past and the present.

Omega Chapter welcomes all Deltasigs to stop in and see our new house whenever they are in Philadelphia.—RON CHESNOS



MEMBERS OF BETA OMEGA CHAPTER at the University of Miami watch as Founder Harold V. Jacobs cuts the first slice of cake to be served at the initiation banquet.

## GEORGIA TECH

ZETA LAMBDA CHAPTER held its first rush function of the year on Sunday October 31, 1965 in the Wilby Room of the Library. The prospects look very good for a successful quarter in this chapter, shown by the enthusiasm from the Brothers, Pledges, and rushees alike. The fact that such a tremendous opportunity awaits a Deltasig could not be over emphasized. Plans were also announced for the two dinner meetings, during the quarter along with several Business meetings, regular meetings, socials, and the Founders' Day Banquet, the latter to be held November 6, 1965 at the Parliament House in Atlanta, Ga.

A word of sincere thanks and appreciation, is most warmly given to those Deltasigs and Alumni who were instrumental in the support of the founding of Zeta Lambda Chapter. Our hats are off to those of you who were generous in time and efforts in seeing a chapter, once again, at Georgia Tech. Brother Thomas R. Brandes is now in the Masters program at the University of North Carolina. Our other alumnus, Richard A. Reinhold, is in Athens, Ga. with I.B.M. and their computer program. Bro. Reinhold was the recipient of the Delta Sigma Pi Scholarship Key, given to the graduating senior with the highest overall point average. Congratulations Dick!

The Grand Chapter Congress held at West End, Grand Bahama Island will long be remembered as the International event of the year! Brothers of this chapter have used this event as a unique distinction in comparison with the other organizations on campus, and as most interested people have said, "What a difference!"—JAMES L. JACKSON

## MIDWESTERN

EPSILON ZETA CHAPTER at Midwestern University in Wichita Falls, Texas, sent six members to the Grand Chapter Congress held this summer in the Bahamas. Former President Larry Gant, President Gary Odom, his wife Sandy, Treasurer Donald "Duck" Robinson, Chancellor Frank Schwarzer, and graduate John Thompson attended. All became initiated into the "Yellow Dogs" except Sandy. She was initiated as a "Pink Poodle."

Our rush is over, as our pledges will tell you, and we've inducted nine pledges who have the potential to boost Delta Sigma Pi at Midwestern to a new high. The Delta Sigma Pi Scholarship Key was awarded to Roy Wiederanders on October 18. Roy is deserving of this honor, and as Roy is known to all the chapter members, we were happy to see him receive it.

Epsilon Zeta Chapter is bringing Mr. Charles Wise, representative from the Upjohn Company to our campus on November 8. Mr. Wise will speak and show a film on the new developments in the pharmaceutical industry. In the first week of December, we will sponsor a "College Town Hail Meeting." It will be a panel discussion between the students and business leaders in

local firms. The Texas Manufacturers Association will send a representative to assist in answering and directing questions. Classes will not meet in order that those especially wanting to attend may do so.

Thus far this semester, we have had three dances, two at John Hawley's cabin on Lake Wichita. Brother John is a life member from our Southern Methodist University chapter. We have a Halloween Party scheduled for October 30. We have had a mixer with the Gamma Phi Beta sorority and are planning to have another with the lovely ladies of another national sorority.

Intramural athletics is important to the men of Epsilon Zeta Chapter, and we seem to do well every year. We are presently headed for our third straight championship in football. We predict a favorable outcome in basketball, tennis, ping pong, and volleyball. If our prediction proves correct, we will win the All-Sports Trophy two years in a row.

Looking to the future, we will doubtless have a fine year, scholastically, professionally, socially, as well as in the field of athletics.—BARRY WEAVER

## GEORGIA STATE

KAPPA CHAPTER at Georgia State College was honored by winning the Chapter Efficiency Contest for the 29th consecutive year during the 1964-65 school year. This honor was given during the 25th Grand Chapter Congress at the Jack Tar Grand Bahama Hotel in West End, Grand Bahama Island which was attended by ten Kappa brothers.

Past Grand President Homer T. Brewer, who was accredited at Grand Bahama Island for his outstanding work as a Deltasig, spoke at our first Professional Dinner. His topic was what Delta Sigma Pi meant to him. The chapter gave him a cordial welcome with an attendance of approximately 35 brothers and the 14 pledges acquired during fall rush.

Founders' Day activities of Kappa Chapter were held November 6, 1965, at the Parliament House. Our distinguished speaker was Grand President M. John Marko. Brothers and guests from Zeta Lambda Chapter at Georgia Tech, Pi Chapter at the University of Georgia, Epsilon Chi Chapter at Georgia Southern and Beta Lambda Chapter at Auburn University were present at this important function.

Other activities for the fall quarter included a Halloween party, a tour of Southern Spring Bed Company, and several football games. Also a money making project netted a beautiful cabinet model stereo for our fraternity room.

Kappa Brothers are active in various extracurricular activities on campus. Some include the following: Brother Julian Harwell, president of the senior class evening school; Brothers John Webster and Jerald Phillips, senior senators of evening school; and all officers of the Society for the Advancement of Management are Deltasigs. They are as follows: President, Brother Bob Patterson; Vice-President, Brother Jerry Dobb; Secretary, Brother Lloyd Dosier; and Treasurer, Brother Floyd Garner.—BOB W. DANIEL

## TEXAS A & I

ZETA NU CHAPTER at Texas College of Arts and Industries started its first full year of operation in Delta Sigma Pi by pledging 14 men in its Alpha pledge class.

At our Rush Smoker, The Delta Sigma Pi Story was shown. A short talk was given by several of the chapter officers telling the purpose and function of Delta Sigma Pi and giving the history of Zeta Nu Chapter.

The chapter's overall grade point average for the spring 1965 semester was 2.76. One half of the members made a 3.00 or better on a 4.00 system.

Our leadership team for this year is Forbes Baker, president; Pete Malek, senior vice-president; Jackie Kilpatrick, vice-president; Jack Miller, secretary; Ralph Turner, treasurer; Frank Bain, chancellor; and Richard Melms, historian. Our sponsors include the Dean of the Business Administration Division, Dr. Dennis B. Ford; Mr. Donald Fleming, Mr. Leslie Melbern, and Mr. Kenneth Gibson.

At our first professional meeting Lieutenant Colonel Donald Jeffers, USAF, Retired, showed several Air Force movies emphasizing the role of organization and management involved in a program like that of Titan III. Three future professional meetings for the fall are planned. Former State Representative Ben A. Glusing will speak at one.

Zeta Nu Chapter's Alpha pledge class will be initiated on November 20, 1965. Following the initiation banquet the members will attend the last football game of the 1965 season.

President Baker, Senior Vice-President Malek and their wives attended the Grand Chapter Congress at West End, Grand Bahama Island as representatives of Zeta Nu Chapter—HOWARD E. WHEELER

## WESTERN STATE

ZETA KAPPA CHAPTER at Western State College initiated seven new members soon after Fall quarter began. They had to have a project to donate to the school, so our new members presented a baseball scoreboard to the athletic department. The word is that it was needed for ten years. We would like to welcome two Deltasigs new to our faculty, Brother Richard Houser, our new advisor, and Brother Kenneth Deming. Brother Cady Daniels reported on his trip to the Grand Bahama Island for the Grand Chapter Congress, and we feel that Zeta Kappa Chapter was well represented at its first Grand Chapter Congress.

Delta Sigma Pi has been heartedly welcomed to this campus and community. After only being on this campus since March, 1965, we find many business majors approaching us for pledging, and we feel we won't have any trouble filling our pledge quota with good members. Since we have just initiated our first group of pledges, it will be a few weeks before we begin rushing for new members, although we do have a smoker planned in a few weeks. We are looking forward to being the most recognized Fraternity at Western State College.—CHARLES V. TOOKEY

## ITHACA

DELTA LAMBDA CHAPTER is in the midst of preparations for our second party of the Fall rush. Our first was well attended and invitations for the second are being sent out.

During the summer, Brother Jerry Mickelson contacted a local business with a plan that mutually benefited his business and Delta Sigma Pi. The businessman agreed to split the cost of bookmarks with the Fraternity name and key school dates on one side, and his advertising on the other. These bookmarks were distributed at the College Bookstore and at the information desk in the College Union.

We also held a Victory Dance after the first home football game. It was a great success, due to the excellent cooperation of the brothers and the fine job of Norm Haac, our social chairman.

Ring sales, under the able chairmanship of Doug Trexler, are progressing well ahead of last year. Again, superb cooperation by the brothers is a contributing factor.

Former Senior Vice President Robert Wilcox was elected President of the Student Body. He is serving excellently in this position while remaining active in fraternal affairs. Also, our President, Lance McKee, was elected president of the Interfraternity Council.

During Freshman Orientation five members of Delta Lambda Chapter served as Frosh counsellors, assisting Head Counsellor Robert Wilcox.

We are participating in Fall Weekend with a lodge, a band, and a chicken barbecue on Sunday. Our chapter is also assisting in the plans for Parents' Weekend.

We have a new advisor, Dr. William Wadbrook, a member of Mu Chapter at Georgetown University. We regret the departure of our former advisor, Mr. William Kaven, but the brothers know Dr. Wadbrook can carry on his fine work.—LAURENCE L. HANNEY

## BOSTON COLLEGE

DELTA KAPPA CHAPTER at Boston College started the year off with an extremely determined group of officers led by president Steve Scibelli, a perfectionist who has learned the secret of how to mold the brothers into an efficient unit.

On September 28, we held our first professional meeting of the year, at which time we laid down the plans for rush and pledge period. On October 1 we held our first social function, a party at which all the brothers were present, along with many alumni brothers.

Delta Kappa Chapter has many professional functions scheduled for the first semester, among which are a meeting at which the Honorable Brother John A. Volpe, governor of Massachusetts, will be the guest speaker. On October 20 we have planned a Career Conference, at which time top executives from the Boston area will meet with students from the College of Business Administration. These gentlemen will represent every major field of business

and commerce and will undoubtedly give those present a new insight into particular aspects of the business world.

On October 7 Delta Kappa Chapter held Rush night at which time 175 rushees met with the brothers. Senior Vice-President David F. Patenaude did an outstanding job of organizing Rush night and the subsequent interviews.

Delta Kappa Chapter of Delta Sigma Pi is proud to announce the initiation of an honorary brother into our outstanding organization, Reverend John St. John, retired colonel and command chaplain of the Air Force Logistics Command. Father St. John has recently been appointed spiritual counselor of the College of Business Administration and has assumed the position as Director of Religious Activities for the University. President Steve Scibelli voiced the opinion of all the brothers when he said, "We feel that Father St. John will be a definite asset to our fraternity and we shall try to be a credit to him."—ROBERT L. SLATTERY

## WESTERN MICHIGAN

SINCE OUR LAST news report the brothers of Epsilon Omicron Chapter have been vigorously engaged in many business, social, and civic affairs. We are currently carrying on a complete business program for the Fall semester, including regular meetings, professional meetings, pledging, and special events.

We began the semester with the normal chapter business, a report from our representative and discussion of the 25th Grand Chapter Congress, and pledging. The pledge class consists of nine good men all potential brothers of Delta Sigma Pi.

Our business affairs are presently being hampered by the change in our school system to Trimesters; bringing many new problems. Despite this fact the newly elected officers are to be commended on their fine job, enthusiasm, and success in carrying out the goals of our fraternity.

We have had two professional meetings thus far this semester. Dean Synder from the School of Business and Basil Morris from the Accounting Department of the Upjohn Company were our guest speakers.

The group social events have been confined to Homecoming with the brothers in charge of the Pep Rally Bon Fire which proved a great success. After the Homecoming game, the active brothers and alumni met for coffee. We are impatiently awaiting our traditional Fall dance to be held November 6 at the Southgate Inn.

The brothers have become very conscious of their civic duties and are currently looking into many areas of civic work. Most of our interest has been in the establishment of a Big Brother program with the underprivileged children in the Kalamazoo State Hospital. These children are not mentally inadequate but lack the necessary child guidance and care that the brothers of Epsilon Omicron Chapter hope to give. This program would include social and scholastic training, and a motion to join was unanimously carried. The brothers are awaiting their assignments.—JAMES W. MARTIN

## NEBRASKA

ALPHA DELTA CHAPTER at the University of Nebraska started the Fall semester with 42 returning members. A slate of officers headed by Fall semester President Byron Vanier, came back this semester ready to accept their responsibility for chapter leadership. Other new officers are Senior Vice-President Delwyn Anderson, Vice-President Gary Rosenbach, Secretary Bill Glover, Treasurer Mike Zmarzly, Chancellor Roger Larson, Historian Don Moes, and Junior Guide Allen Hergenrader.

Due to an effective summer rush program headed by Rod Stark our Fall semester pledge class has a total membership of 28 members. Formal pledging for these gentlemen took place on October 6th.

This semester started off with a busy calendar. Included in this calendar was a fund raising project September 25, a professional pledge dinner October 4th with guest speaker Mr. Holgren, The Director of the Placement Bureau for the University of Nebraska, a house party October 9th, a football game October 9th with the Beta Theta Chapter, an alumni reunion October 23 with approximately 40 alumni attending and an upcoming professional tour to Chicago on October 28-31.

I believe a special note of congratulations from all chapters is due the Beta Theta Chapter on their winning of the world's championship keg rolling title. Congratulations brothers from all the members of the Alpha Delta Chapter.—BRUCE A. HERMAN

## MEMPHIS STATE

GAMMA ZETA CHAPTER has started the new school year with renewed enthusiasm. Our first accomplishment of the year was winning first place in the Homecoming display. It took a lot of hard work by all the brothers but the 30 inch trophy has now been retired to the fraternity house.

Fall semester rush always takes a lot of preparation but the rewards are promising. This semester's pledge class has great enthusiasm and shows a sincere interest in Delta Sigma Pi.

Gamma Zeta Chapter has always had outstanding professional programs and this semester is no exception. Our first professional program was the "Lazer Maze" sponsored by Southern Bell Telephone and Telegraph. Over 150 students and faculty members of the school of Business attended this demonstration. Other interesting professional programs have been scheduled for this semester. The next program is a tour of the headquarters of Holiday Inn in Memphis, Tennessee.

The social life of the brothers has had a direct relationship with the Memphis State football team. It started off slow but came on strong after upsetting Mississippi State 33-13.

One improvement in Gamma Zeta Chapter has been the relationship between the brothers and the faculty. This semester we have received excellent advice and new ideas from the Deltasigs on the faculty.

Gamma Zeta Chapter is looking forward to its best year yet!—F. GILLIS MELLENDY

## DETROIT—Theta

THETA CHAPTER at the University of Detroit is not only looking forward to a wonderful fall semester, but is also looking back on a most enjoyable summer. Several picnics were held, and were well attended. Our canoe trip proved to be the exciting "disaster" it always is.

This semester's rush activities are being run by Brother Pete Bender. Several parties have been held so far. Our professional rush was held in the Student Union, with Dr. Leonard Plachta as our guest speaker. Dr. Plachta, last year's moderator, is serving this year in an advisory capacity for one of Detroit's leading accounting firms, Arthur Anderson. The rush was well attended by members and prospectives. We were able to make many contacts with the new freshmen through an active participation in the University's orientation program.

Our professional program, arranged by Brother Wally Burns, will begin with a talk on Labor Relations, by Mr. Harold Vanden Bossche of The Chrysler Corporation. Speakers from Plant Moran and Arthur Anderson are scheduled to talk on accounting topics. Tours scheduled for this semester will include Hiram Walker, The National Bank of Detroit, including a visit to their money museum, and the Strohs Brewery. Other tours are still under consideration.

Theta chapter was proud of their representation at the Grand Chapter Congress. Bill Harvey and Dave Glavin returned to Detroit with hurricane Betsy close behind.

With the help of our new officers, Mike Brenner, president; Bob Miller, senior vice president; Jeff Jorissen, vice president; Javier Gisbert, secretary; Larry Bodoh, treasurer; and Kevin Heintz, chancellor; we look forward to a successful year.

## CHICO STATE

EPSILON THETA CHAPTER at Chico State College has elected its officers for the school year 1965-66, and they are the following: Larry Maroni, president; Jon Norris, senior vice president; Walt Grimes, vice president; Doug Speegle, secretary; Wayne Jensen, treasurer; Mike Delaplain, chancellor; and John Leslie, historian. The Professional Committee headed by Brother Tacy has a tour planned for November 5 to the Burgermeister Brewery and the Federal Reserve Mint in San Francisco. Blood is being donated to Bill Cress a leukemia victim from Chico. Plans have been made to celebrate Founders' Day November 3.

Dave Eichner our delegate to the Grand Chapter Congress brought home our fourth consecutive certificate for achieving 100,000 points in the Chapter Efficiency Contest, while Brother Davis brought home a broken leg. A request on behalf of Brother Davis has been made to curb the activities at the next Grand Chapter Congress. Slave driver Grimes expects to initiate 15 to 20 pledges November 2. Our "Rose" Tea is being planned for early December. Our "Rose" from last year, Pam Cambell who finished third in the national competition, is one of Chico's finest song leaders.

The Social Committee has been quite active this semester. Brother Eichner has conducted a Faculty Tea where the members and faculty were able to get acquainted. Delta Omicron Chapter at San Francisco State and our alumni have been invited for a gathering during Homecoming and plans are also being made for a get together with Epsilon Phi Chapter of Sacramento State and the Delta Pi Chapter of the University of Nevada at Reno.

Brother Delaplain, one of our finest athletes, was recently elected Business Representative to the Board of Control. Cigars were handed out by President Maroni as his wife presented him with a baby boy October 1; congratulations! The Chapter Efficiency Index is going great, and we are well on our way to achieving 100,000 points for the fifth straight year.—DAMON C. HERBERT

## WISCONSIN

"DO IT" has become the motto of Psi Chapter. We have our eyes trained on rebuilding into one of the strongest fraternities anywhere. Over a dozen marriages and the graduation of the better part of the active chapter last year temporarily slowed us down.

Having dropped to a low membership due to the cancellation of last spring's initiation week, we were most happy to see our able survivors join us in the brotherhood. Already they are proving themselves to be responsible Deltasigs by being elected to some of the chapter offices, and handling other positions responsibly.

The turnover to younger fellows over the past year has brought on profound changes in our structure. Each office committee has been evaluated and redefined, leaving a streamlined and efficient organization.

Our professional programs have been good, providing us with much more knowledge than the classrooms are able to. Bob Robertson, from Dow Chemical, gave us an informal but informative picture of the purposes of training programs.

Our social program has hardly been curtailed because of our structural shakeups. With the chapter house located directly across from the football stadium, open houses after every game have been great successes. Parties on football weekends have been informal, but wild fun for those who managed to live through the open houses. Of special note was the Iowa game: a band on the front porch shocked the music lovers and enthralled the students during the open house, and a different band that night made for great dancing and a bad Sunday.

Homecoming saw Psi Chapter's float take second place in our division, a real triumph—we beat our arch-rival, Triangle (Professional Engineering Fraternity) and the girls we worked with won an important round from a boys' dorm which has been their chief foe and, who, up to this year, dominated the competition in their division. This helped to brighten the weekend marred by the Ohio State football squad which refused to cooperate with the general desires of the student body here. It was good to see a great number of the Alums back, still interested in the

place, still thinking of the house as "Their chapter" too.

We here make another plea to other chapters who publish a newsletter to put us on their mailing list. We missed our publication last spring, but will resume this fall. Those of you who wish copies of the "Psi News" let us know and we'll be more than happy to send you one. This has proven a very good and informative exchange, and does much to foster national spirit.

With our revamped system and a staff of capable officers, we look toward one of the best years the Chapter has ever seen. Psi Chapter at Wisconsin has changed its tune from "Help" to "Catch Us if You Can."—HANS A. BIEBERSTEIN



PICTURED HERE during a recent professional meeting of Epsilon Chapter at the University of Iowa are from left to right: Mr. James Michand of the Maytag Company in Newton, Iowa, Chapter President Paul W. Powers and Midwestern Regional Director LaVerne A. Cox.

## ARIZONA STATE

GAMMA OMEGA CHAPTER at Arizona State University had four brothers attend the Grand Chapter Congress at Grand Bahama Island. They were Bob Short, president; Bruce Hofmann, senior vice-president; Dan Marusa, and Bill Bryant.

The chapter has had three professional meetings this fall which featured Bruce Wallace of Wallace Imports who spoke on welfare, Dr. Lewis Myer, Administrative Assistant to Governor Sam Goddard, who spoke on government bonding, and another speaker on the assessment of land. Our chapter was host to 14 business students and one instructor from the University of Sonora in Hermosillo, Mexico, from September 30 to October 3. Their visit featured tours of businesses in Phoenix and surrounding areas. They invited our chapter for a visit to their campus in February 1966.

On October 24, Gamma Omega Chapter pledged 18 undergraduate students and two graduate students following a very successful and profitable rush period. Brother Warren Armstrong, Regional Director for the Inter-mountain Region was a guest at our pledging ceremonies. Founders' Day will be observed by our chapter with a breakfast on November 13 in connection with Homecoming at Arizona State University.—BILL BRYANT

## KENT STATE

THE BETA PI CHAPTER has initiated twelve brothers since the last publication of The DELTASIG. They are: Andrew Bdenaz, Robert Buck, Arnold Hughes, James Jakopic, Richard Kane, Joseph Kutina, Raymond McAfoose, Harry Pender, James Plant, Greg Price, Steve Snyder, and William Starkey.

Dr. Feldman, our new advisor, has replaced Professor Gravereau who had to relinquish his position because of increased professional duties. Our new officers are: President, Donald Fraenkel; Senior Vice-President, William Bartel; Vice-President, Richard Weaver; Treasurer, Donald Shaffer; Secretary, Bob Pete; Historian, Martin Marek; and Chancellor, James Jakopic.

Among our social activities for the past Spring Quarter was our annual Spring Formal. We also participated in the Rowboat Regatta, in which we took second place for university independent men. Our men are proud to say that we took first place in the university sponsored Penny Carnival. For this issue I can not boast of any intramural athletic trophies.

Our professional activities include a fireside with the professors from the School of Business, a field trip to a Pittsburgh Plate Glass Chemical Division Plant, professional speakers and a Founders' Day Banquet.—RAYMOND MCAFOOSE



ROBERT PEREZ, president of Delta Nu Chapter at Loyola University of the South, receives the scholarship key award from Dave Schroeder, past president of Delta Nu Chapter.

## WEST LIBERTY STATE

THE FIRST SMOKER for prospective pledges for the Delta Omega Chapter was held on October 13, followed by a rush party on November 3 at the Ohio Valley Yacht Club, Wheeling, W. Va. The pledges will be formally initiated on January 8, 1966.

The Brothers of Delta Omega Chapter are working hard to build up our treasury. Sweatshirt sales are ahead of last year, and the introduction of the WLS nightshirt has gone over very big.

Founders' Day was celebrated on November 20 at the Sokol Club in Benwood. Music was furnished by the Centuries from Pittsburgh. The event was considered very successful.

Our professional program is coming along very well. Plans are to visit RCA, Jes-

sop Steel, Olin Mathieson, Pittsburgh Plate Glass and the Marx Toy Factory. Plans are also being made for a mid-semester tour to Cincinnati. The success of last year's tour to Cleveland has helped greatly in promoting the name of the fraternity on campus, and everyone is enthusiastic about this one.

The visit of Brother Ken Vadovsky, field secretary, to our chapter on October 4 was very interesting and an honor since our's was the first chapter that he visited officially.

The Brothers of Delta Omega Chapter are looking forward to a very successful year, and with the interest the brothers are showing, our tasks will be easily met.—ANTONY KAVALIEROS

## GEORGETOWN

MU CHAPTER is looking forward to one of its most successful years. I say this because of the several indications that have been evident since the very beginning of the year.

First, under the guidance of Kevin Dolan, our fall pledge line started out with twenty pledges; and now due to the inspiring efforts of a genius at work, our Pledgemaster Peter Carter has whittled down the line to 17.

The second indication is the very promising Professional schedule set up by Tore DeBella. These are some of the highlights: November 17 Mr. Wilfred White, president of the Small Business Bureau in Washington, D.C. gave a talk on the problems of taking over a small business; on December 7 the brothers took a tour of The Washington Post; and probably the most promising of all is a conference planned for January, co-sponsored with Mu Chapter and S.A.M.

Sports at Georgetown have become very important in the past two years. With the return of football to the campus for the first time in 15 years, the spirit that is being re-developed is something to make one's heart beat a little faster. Mu Chapter has jumped full speed into this great revival. The interfraternity football is getting more and more spirited each year. But even more to the credit of the chapter is the fact that we are taking an active part in the support and revival of many sports at Georgetown. We have published a sports magazine that is to help to raise money for all the unbudgeted sports on campus. We are also in the process of building a float for our second homecoming game in 15 years; we hope to win first prize with a little luck.

Another thing that hints toward a successful year is the loyalty of our alumni brothers Peter Bounpane and John Welch who both are keeping in close touch with the chapter and have offered their aid in any problems that may arise in the chapter.

A well rounded chapter is very important and a well rounded social and business program is necessary for a smoothly run chapter. The biggest social event of the year is the "Rose Ball" which was held on December 10, but various other activities have been planned. A fraternity table is a must at all school functions and after game parties are a common event at Brothers Bounpane, Branger, Donohoe, Feick and O'Neill's house.

In this final paragraph I will list the newly elected Chapter officers: President Bob Idzi; Senior Vice President Kevin Dolan; Vice President Peter Carter; Secretary Jim Davin; Treasurer Chris Loeffler; Historian Bob Bouchard; Chancellor Jack Curran; and Chapter Advisor Wilbur Davison. I have been asked to give a word of good luck for the coming year to all the chapters from the officers of Mu Chapter. Have a good year!—BOB BOUCHARD



ON HAND TO HELP the members of Nu Chapter at Ohio State celebrate the 58th anniversary of the founding of Delta Sigma Pi were Regional Director Andrew T. Fogarty, Past Grand President Robert C. Busse and Executive Director Charles L. Farrar, shown here about to cut the birthday cake. Field Secretary Ben Wolfenberger was also on hand.

## SAN FRANCISCO STATE

DELTA OMICRON CHAPTER at San Francisco State College started out its Fall semester by handling the registration of students in the School of Business.

We of Delta Omicron Chapter have instituted a new type of rush which we feel will do more toward showing the prospective members what Delta Sigma Pi can offer them. Our first rush was a general introduction of our chapter and its relation to the national fraternity as a whole. Our regional director, Brother R. N. Mitchell, spoke to the rushees. Our second rush was a professional meeting; our speaker was Mr. Robert Naskick, vice president in charge of Advertising and Sales Promotion for a local television station KPIX. Our third function was a social gathering featuring "fine vintage beverages and spaghetti."

Other events this year include a number of guest speakers and some very interesting tours of industries in San Francisco, including a brewery!

Recently our chapter was visited by Bill Morris, a brother from Alpha Omega Chapter. Our visiting brother helped with the formal initiation at Rho Chapter of the University of California at Berkeley.

Our chapter was treated to a first hand view of the Grand Chapter Congress with report and slides by Brothers Tom Or Ernie Dankas, and Bob Israel.—DAUENHAUER

## LASALLE

THE BROTHERS of Epsilon Sigma Chapter are looking forward to another vigorous year. Under the able leadership of our President, Harry Pearce, meetings were held during the summer months to give our chapter a good head start when the school year opened. The purpose of these meetings was to co-ordinate all committees into an efficient body.

The first result of our summer meetings was the largest pledge class ever experienced by our chapter. The pledges have had a very entertaining pledge program. The pledge project was a shield which will combine with the sword that was made by last semester's pledge class. The sword and shield will be displayed at all of our rushing activities. The highlight of pledge period was the pledge show held at Beta Nu Chapter's house on the University of Pennsylvania campus.

Only three weeks after classes began our first Professional meeting was held. Mr. Covello, General Agent for the National Life Insurance Company, gave a talk on the merits of Life Insurance as property. A few weeks later, Mr. Henderson of The Better Business Bureau was presented to the brothers. Mr. Henderson spoke on "Business Responsibility." The honor of hearing competent men speak on various phases of business will prove invaluable to the brothers in years to come.

The "Deltasigs," our intramural football entry, finished with a respectable 500 percentage; which record left the team one game short of the playoffs. The brothers, of course, won the annual Brother-Pledge game 27 to 12.

The Grand Chapter Congress proved that Deltasigs have a very active social life. Epsilon Sigma Chapter is carrying on the tradition with its most active social schedule to date. A week end without a social function

is a rare item with Philadelphia Chapters. If our chapter has a bare week end, Beta Nu Chapter will have a full one. The highlight of this semester's social season will be a welcome party for new brothers. Also, our "Rose of Deltasig" will be crowned at this affair.

Epsilon Sigma Chapter has been in existence for three years, and we have yet to finish any year with 100,000 points in the Chapter Efficiency Index. Since all other chapters will probably have 100,000 points at the end of the year, Epsilon Sigma Chapter would not want to spoil the picture. We too will reach the top in Chapter Efficiency.

—WILL COCHRANE

## OKLAHOMA STATE

GAMMA EPSILON CHAPTER would like to congratulate our new Grand President, M. John Marko, and we wish him the greatest success in his new office. In addition, our chapter President, Monty Waldron expresses his appreciation for the opportunity to attend the 25th Grand Chapter Congress and the pleasure of giving the seconding speech for our new Grand President.

Recently, our new dean of the School of Business at Oklahoma State, Dean Richard Poole was initiated by Gamma Epsilon Chapter and we are proud to have him in our fraternity. Thomas M. Kelly, instructor of economics was initiated and we are pleased to have him in our fraternity also. Our speaker for the evening was executive vice-president of the Stillwater National Bank, George M. Berry.

Gamma Epsilon Chapter and a delegation from Delta Theta Chapter had a most fruitful professional meeting this last October 6, 1965. The delegation from Delta Theta was composed of: James Blake, president; Craig Sanders, vice-president; Walter Nelson, historian; and R. C. Jones, chapter advisor. At this meeting, Brother Blake of Delta Theta

Chapter opened discussion with a proposal that all chapters and alumni clubs in Oklahoma hold a state wide convention and celebrate Founders' Day, with the chapters sharing costs. It was further suggested that it be held at Oklahoma City University and that Governor Henry Belmon or Senator Mike Monroney be asked to speak. Also, the two chapters discussed social functions and problems of their individual chapters, such as the Greek-Independent Opposition, individual work within the chapter, obtaining married members, organization competition, informal pledging, and company tours. We believe both fraternities gained valuable information by these discussions.

We are planning a tour for the near future to Continental Oil Refinery in Ponca City, Oklahoma. We will be shown their new computer complex. We also have several interesting speakers scheduled for the next few months.

The pledge class conducted a mum sale this past month for the parents' day football game here and they achieved wonderful results. All the pledges took part in this project and this group includes: George Charle-son, Phil Lane, Howard Kanelakes, Jim Gearhart, Paul Adams, David Ritchie, David Selby, Paul Gundermann, and Dwight Pearson.

Our chapter was saddened after hearing of the tragedy that occurred to our brothers of Delta Lambda Chapter in Ithaca, New York. We would like to extend our deepest sympathy to them and their families.—PAUL J. ADAMS

## MISSOURI

ALPHA BETA CHAPTER of Delta Sigma Pi is off to a fine start for the Fall semester of 1965. Dr. M. G. Parsons, a professor of marketing, was our speaker at the annual rush smoker September 29, 1965. His well presented speech on Effective Communications was well received by the large group of prospective pledges attending.

On October 3, the pledge banquet was held in the Garden Room of the Daniel Boone Hotel. A fine meal was enjoyed by all ending with a fine complimentary speech by our senior advisor, Dr. Bauer. After dinner 21 men were formally pledged. They are: Ron Bloom, Donald Brockman, Gary Caler, Richard Deem, Wayne Fesler, Dave Gove, Dan Hall, Terry Hill, Larry Huffman, Jim Houghton, Ron Jones, Ron Kent, Ira Landau, Jon Lehr, Jim Rothier, Spencer Rutledge, Eugene Short, Dennis Stewart, Mike Tellman, James Turner, Ronnie Yamnitz.

Mr. Bauchman of Edward Jones stock brokers of St. Louis was our first professional speaker of the year. The topic of the evening was how he became, and how anyone else could become, a successful stock broker.

Planned activities in the future include the "Rose of Deltasig" Dance on Founders' Day November 7, 1965, and the annual two day industrial tour at Kansas City of the following companies: Ford Motor Co. Electrical Co-op of Kansas City, TWA Training Center, and the Federal Reserve Bank.—ROMAN WANSING



BROTHER HAROLD V. JACOBS, the only living Founder of Delta Sigma Pi, is shown here addressing the members of Beta Omega Chapter at the University of Miami in Coral Gables.

## DETROIT—Gamma Rho

GAMMA RHO CHAPTER at the University of Detroit began the fall term at the Grand Bahama Islands by walking away with the attendance trophy. The Grand Chapter Congress was attended by 28 brothers along with 14 of the wives. The party sponsored by the chapter before leaving will be long remembered by the brothers who attended and hopefully by the guests.

Brother Tom Hall, our senior vice president, planned and executed the successful Rush Party held at the Pick Fort Shelby Hotel on October 2, which resulted in seven new pledges in Gamma Rho Chapter.

Our Founders' Day was celebrated with a very enjoyable dinner dance including excellent food, drinks, and brotherhood at the Starlite Room of the Belmont Lounge. Over 50 brothers and their wives were in attendance at this affair. All of its success was due to the work of Brother John DuBose who heads the chapter social committee.

Our initiation was held on December 4 at the Red Mill and was climaxed with the successful installation of seven new brothers, everyone of whom is a potential asset to Delta Sigma Pi.—RALPH K. ERZ

## Gamma Omega Chapter Sponsors Exchange With Mexican Students

Gamma Omega Chapter at Arizona State University recently sponsored an exchange with a group of business students from the University of Sonora in Hermosillo, Sonora, Mexico.

Fourteen Mexican students accompanied by their faculty sponsor, Licenciado Ricardo Hill, arrived in Tempe on Thursday, September 30, to begin a two and a half day visit. A scheduled tour of the Arizona State University campus on Thursday afternoon was postponed because of car trouble on the way to Tempe. That evening, however, after an enchilada dinner (they had already had enough of American hamburgers), the Mexican students did get an informal tour of the campus highlights.

At breakfast the next morning, the students were officially welcomed to the University by Vice President Joseph Schabacker. Two of the Spanish professors generously served as interpreters. Several bi-lingual and exchange students were also invited to make the Mexicans feel more at home.

The rest of the day was filled with tours through various enterprises in the greater Phoenix area. As only two or three of the Spanish students proficiently understood English, we arranged to have two tours at each establishment, one guided by a Spanish-speaking employee, and the other for us. The results were quite effective. Although it separated the Mexican students from our own, it actually provided many topics of communication as we went from one enterprise to the next.

The morning activities consisted of a tour through the computer center of Arizona's largest bank and a tour and luncheon at the internationally-known American Institute for Foreign Trade. At the Institute, the

Mexican students got to see the many facilities used in language study, as well as an opportunity to visit with many of the students specializing in the Spanish area study.

That afternoon the two groups toured the Woolco Department Store, a mass distribution affiliate of the F. W. Woolworth Company, where they were guided through the advertising, merchandising, and various service departments. The next stop was the Republic and Gazette newspaper facilities, which publishes both the morning and evening newspaper for metropolitan Phoenix. The last tour of the afternoon was the Phoenix store of Sears, Roebuck and Company, one of their largest branch stores in the country.

The evening activity proved to be most enjoyable. Arrangements were made with the Pan American Club on campus to provide bi-lingual "companions" for our Mexican friends. The evening began at Legend City, Phoenix' answer to Disneyland, and continued long into the night at a local Mexican restaurant. After a minimal amount of sleep, another day of touring began.

Saturday morning tours included an underwear manufacturer, an electronics firm and one of the larger supermarkets in the area. The groups then returned to the University for a luncheon given by the Dean of the College of Business Administration, Brother Glenn Overman.

As a change of pace, the formal activities of the exchange were concluded with a tour to Frank Lloyd Wright's architectural institute, Taliesin West.

The day was not done, however, with our Mexican friends, we celebrated the success of our venture over two-pound steaks at one of Arizona's best known eating spots.

Gamma Omega Chapter was fully rewarded for every effort we might have made in this exchange. Not only were many lasting friendships made, but also we discovered more fully what the professional fraternity of Delta Sigma Pi really can be. We feel certain that our associations will become even more meaningful when we go to Hermosillo next February.

As a final note, we would like to express our appreciation to our sister chapter, Gamma Psi Chapter at the University of Arizona, for making the potential of this opportunity known to us.—BILL BRYANT



CHANGING OF THE GUARD in honor of Wayne State's new president is the theme of Gamma Theta Chapter's entry in the Homecoming parade. The float sponsored by Gamma Theta Chapter and Alpha Gamma Delta Sorority won first place.



WAYNE McCHARGUE, president of the Central Indiana Alumni Club presents Field Secretary Ben H. Wolfenberger with the Club's annual charter fee. Looking on is Past Grand President Robert G. Busse.

## PENNSYLVANIA STATE

ALPHA GAMMA CHAPTER at the Pennsylvania State University conducted its first business meeting on October 5 at one of the local fraternities on campus. At this meeting the brothers discussed our plans for the year. We were then addressed by Field Secretary Kenneth L. Vadovsky. Brother Vadovsky gave us several important points on how to build interest in the fraternity. He also suggested ways of filtering out new pledges. All the brothers enjoyed and benefited from Brother Vadovsky's talk.

Our next meeting was held on October 19 where we were presented with a film from the Bethlehem Steel Company. The film entitled "Future in Steel" was presented by two representatives of the company. The film was a 30 minute colored one and was very interesting. To those present, the film was quite educational and rounded out the evening. Much planning went into preparing for the evening and was considered very successful.

On Monday, November 15, Alpha Gamma Chapter had a rushing smoker at another local fraternity. This smoker gave those eligible the opportunity to become acquainted with Delta Sigma Pi. Also this term we are planning a coffee hour with the faculty in order to establish a closer relationship. Rushing will be concluded in the winter term.—JAMES C. SCHNELL





(Continued from page 47)

ward the establishment of a climate which will foster economic growth.

Thus, by Political Sensitivity we are referring to those qualities which will be required to represent the corporation's position in direct dealings at all levels of federal, state and local government and to do this in a manner which will foster mutual respect and understanding.

In addition to just producing a needed product or service efficiently, however, managers must also continue to:

—Speak out effectively in support of the competitive enterprise system

—Convince the public of the worthwhileness of profits and of the greater achievement potential in a vital, profit-oriented system which I have been describing.

Summing up, I have attempted to paint a picture of some current trends in business and of the personal attributes which will be required to handle well the demands which will be made of managers in the years ahead.

What it all boils down to is this. As leaders of business, your greatest challenges will be to manage change with fore-thought, energy and care and to harmonize spectacular developments in science and technology with human values.

What is needed to be successful? I think this question was answered well in a talk given by Mr. Frederick R. Kappel, Chairman of the American Telephone and Telegraph Company at Westminster College in Fulton, Missouri, in April of 1962. He said,

"The future must be seen in terms of what a man can do to contribute something, to make something better, to make it go where he believes with all his being that it ought to go. Opportunity is not so much in the situation, as in the enthusiasm, the intelligence, the judgment and courage that men bring to the situation. Where do interest, vitality, the sense of challenge, and ethical awareness come from? Are these things that work gives to man? No, they are not. These are things that men bring to work. And when education, business, and government all reinforce each other's efforts to help men grow as bringers, then and only then, I believe, we shall have excellence."



TYPICAL OF THE festive mood are these newly initiated members of Zeta Xi Chapter at Lewis College during the installation banquet in Joliet, Illinois.

## INDIANA STATE

DELTA TAU CHAPTER has hopes that the current year will be as successful as the past year. The chapter has already started rush and prospects are good for another excellent pledge class.

For the first time in its history Delta Tau Chapter participated in the homecoming parade. In accord with the "Roaring 20's" theme, we entered a 1930 Packard Roadster and a 1928 Model-A Roadster.

In addition to the year 1964-65 being a highly successful year for the chapter, it was also highly successful for many of its members. Brothers Roger Schorr and Garlan Cooper were awarded graduate assistantships by Indiana State University and are currently working towards the M.B.A. degree. Also Brothers Gary Schomer and Tony Fleenor were awarded \$500 scholarships by Weston Wabash Foundation.

This fall we undertook a unique type of work project. The marketing research de-

partment of Indiana State requested the assistance of our Deltasigs in carrying out their fall research program. This project has promise of becoming an annual project. In the spring the chapter has plans for another "Slave Day." Because of the anticipated success of these projects, we are also anticipating a financially successful year.—STEPHEN TODOR

## RUTGERS—Beta Rho

BETA RHO CHAPTER at Rutgers-The State University, held its second business and professional meeting on October 13th. Mr. Andrew Devuff of the accounting firm Price Waterhouse, was guest speaker. Mr. Devuff spoke on the modern accounting firm and its services to the complex business world of today. The period of questions and answers that followed his lecture was of particular interest to the brothers who are active businessmen.

The year 1965-66 finds Beta Rho Chapter with a very high percentage of its membership in the list of seniors that will leave the active rank in June; consequently, an intensive campaign is underway to recruit the prospective brothers that will off-set this great loss and continue the work of the chapter.

The Senior Class of 1966 held its organizational meeting on Wednesday, October 6th and three of our brothers were elected to office. Brother Louis LaSalle took the presidency, Brother Stephen Manca was elected vice-president, and Brother John McGuire was elected to the executive committee. This trust placed upon our brothers by their fellow classmates is symbolic of the leadership exercised at Rutgers by the members of Beta Rho Chapter.—JOSEPH E. MARTINEZ

## DID YOU KNOW THAT . . .

- ... There are now more than 3600 Life Members of Delta Sigma Pi
- ... All monies received from Life Membership fees are not placed in general funds but allocated to the National Endowment Fund
- ... The National Endowment Fund is now in excess of \$165,000
- ... The National Endowment Fund provides student loans and chapter house loans. Interest income helps defray Central Office expenses
- ... The Life Membership fee for Alumni is *still* only \$50
- ... The Life Membership fee for undergraduate brothers is \$40
- ... Fees may be paid in *regular* installments as low as \$5 each
- ... You get the following benefits:
  - National dues paid for life
  - The DELTASIG Magazine for life
  - A handsome membership certificate and card
- ... Delta Sigma Pi needs your active support if it is to continue to grow and prosper
- ... If you are not a Life Member, you are cordially invited to join up today
- ... You shouldn't put it off another minute. Send your check to The Central Office now

WILLIAM W. MYERS, *Chairman*  
ROCCO A. DOMINO  
JAMES F. DOWIS  
DANIEL L. WIGLEY  
WILLIAM E. WILSON

## MIAMI—OHIO

ALPHA UPSILON CHAPTER at Miami University initiated 15 pledges during our fall initiation ceremony held on December 4, 1965. Following the initiation, a banquet was held in the University Center. The feast included bacon wrapped filet mignon with sauteed mushrooms, and apple streusel. Our advisor, Dr. D. R. Cawthorne, and Executive Director Charles Farrar gave interesting short talks. Most of the preparations for this memorable event were made by Senior Vice-President Tim Palmer and Brother Tom Harlan.

Alpha Upsilon Chapter is fortunate to have Dr. D. R. Cawthorne, dean of the School of Business Administration, and Robert Hamilton, our past president, as advisors this year. Our officers include Clyde Engle, president; Timothy Palmer, senior vice-president; Ronald Hoodin, vice-president; Richard Shenk, secretary; and Barney Goldman, treasurer.

Our representative to the Grand Chapter Congress, Brother Dick Shenk, reported that it was indeed a memorable event, and much was accomplished that will benefit the fraternity in the future. We were particularly glad to hear that economics majors in the College of Arts and Science can now be pledged.

Alpha Upsilon Chapter is planning several profitable professional meetings this year, and we expect to do quite well in the Chapter Efficiency Index.—CLYDE W. ENGLE

## MISSISSIPPI STATE

FOLLOWING a successful rush, Gamma Delta Chapter of Delta Sigma Pi pledged 19 men to be initiated before the end of the semester. Tied in with the pledge program the pledges will sell travel first aid kits at intersection roadblocks for their pledge project.

For the school year 1965-66 the chapter has established the second and fourth Thursday of each month for regular meeting night with the executive committee meeting to be held on the previous Tuesday. Our program strives for good variety and interest. In addition to many well known speakers, we have plant tours set up for Bryan Brothers Packing Company in West Point and the Masonite plant in Laurel. At present, Gamma Delta Chapter is trying to work up an interfraternity intramural program of sports to include softball and basketball.—FRED GADDIS, JR.

## DIVIDENDS

To Brother and Mrs. Bennie Reed, *Southern Mississippi*, on September 10, 1965, a son, James Craig.

To Brother and Mrs. Robert Horne, *Boston*, on July 16, 1965, a son, Robert Mason, Jr.



WINNER OF THE traditional diamond badge drawing held at all Grand Chapter Congresses of Delta Sigma Pi is Brother Leroy Wolff, a charter member of Alpha Epsilon Chapter at the University of Minnesota. Those looking on are Directors Laverne A. Cox and Frank L. Strong and Grand President Joe M. Hefner.

To Brother and Mrs. Horst Balke, *Oklahoma City*, on September 19, 1965 a daughter, Erika Jean.

To Brother and Mrs. Daniel A. Singer, *Babson*, a daughter, Kimberly Ann.

To Brother and Mrs. Kenyan E. Bixby, *South Dakota*, on August 25, 1965, a son, Gregory Ross.

To Brother and Mrs. Calvin C. Heck, *West Liberty State*, on March 13, 1965, a son, Kevin Lee.

To Brother and Mrs. Brice Luedtke, *Nebraska*, on September 8, 1965, a son, Bryan Harris.

To Brother and Mrs. Ray Smolka, *Buffalo*, on June 20, 1965, a daughter, Kelly Merle.

To Brother and Mrs. John Pellegrino, *Buffalo*, on October 4, 1965, a daughter, Leslie Ann.

To Brother and Mrs. Lawrence Maroni, *Chico State*, on October 1, 1965, a boy, Christopher Lawrence.

To Brother and Mrs. Robert A. Flammang, *Louisiana State-Baton Rouge*, on October 20, 1965, a boy, Robert Walter.

To Brother and Mrs. Larry G. Dagesse, *Washburn*, on January 3, 1965, a daughter, Michelle Marie.

To Brother and Mrs. John Best, *Washburn*, on May 25, 1965, a daughter, Pamela Marie.

To Brother and Mrs. Ken Johnson, *Washburn*, on September 15, 1965, a son, Steven Scott.

To Brother and Mrs. George D. Peck, *Florida Southern*, on August 28, 1965, a daughter, Paige Leslie.

To Brother and Mrs. William R. Rich, *Louisiana Tech*, on August 7, 1965, a son, Jeffrey Scott.

To Brother and Mrs. James M. Lane, *Drake*, on September 3, 1965, a daughter, Sharon Renee.

To Brother and Mrs. Ralph Reason, *Southern Methodist*, on January 11, 1965, a son, Scott Eugene.

To Brother and Mrs. John R. Kingery, *San Francisco*, on September 27, 1965, a daughter, Barbara Ann.

To Brother and Mrs. Richard G. Horn, *Kent State*, on September 21, 1965, a son, Gary Alan.

To Brother and Mrs. Robert L. Zanussi, *California*, on May 15, 1965, a daughter, Emalee Ann.

To Brother and Mrs. James E. Adams, *Texas Western*, on April 21, 1965, a son, James Bryan.

To Brother and Mrs. Jack D. Sanders, *Oklahoma City*, on May 12, 1965, a daughter, Elaine Rene.



CENTER OF spiritual development on the campus of Lewis College is the Saint Albert Chapel.

# A Charter for Business-Government Relations

Nathan A. Baily, Dean  
School of Business Administration  
American University

CAN THERE BE ANY DOUBT that today, whether one likes it or not, business and government in the United States are linked with a multitude of complex and increasingly unbreakable ties? Is it not equally clear that the pressures of domestic and international problems and the political, economic, social, and emotional goals that stir men's minds and motivate their actions will mean an increased tightening, rather than weakening, of those bonds? Is it not almost axiomatic and certainly obvious that cooperation between government and business, two of the most important segments of our society, is absolutely necessary for the welfare and security of our country?

In a political democracy built on the economic foundation of private enterprise, business and industry must be partners of government. "Government in a free democracy is certainly not a master. Neither is it in the narrow sense a servant. There must be full realization that if the democratic process is to work, there must be cooperation between individual and grouped citizens on the one hand and government on the other. If there were such cooperation, such industrial statesmanship and such labor statesmanship, the strains and excrescences of free enterprise would be minimized to the benefit of all" (letter from Robert Cutler to Nathan A. Baily).

Government certainly has become the single most important factor determining the amount of that all-important last line in the profit and loss statement. Government, today the most powerful and pervasive institution in our society, increasingly affects the cost of doing business and not merely through taxes. Who has had the courage or the knowledge to compute the cost of the accounting and reporting required by government, of the legal and public relations staffs, the Washington representatives, the time of executives spent in preparing for and attending hearings? What is the cost to business and to the consumer of the rigidities, the uncertainties, the postpone-

ments, the checks and double-checks, and the variety of political and legal factors that now must be weighed heavily in making economic decisions? What is the cost to our economy of the weakening of the will and ability to innovate because of fear of government action and confusion as to the ground rules of legality? How will the standard of living of the American people fare as the lawyer and the court take command over the marketer in determining the pattern of competitive behavior of American Business?

If we are to maintain the economic freedom without which a free society cannot exist, then private business firms must be recognized by government as the agents through which the goals of economic policy are to be achieved. A healthy economy in our society must mean a healthy business system. Reducing unemployment means that business must find it profitable to expand and create more jobs. Lower tax rates and, at the same time, increased tax revenues require increased business profits. Business firms are instrumentalities for achieving the public interest and the success of business management is a major factor in determining the country's success in meeting national goals. Private enterprise is still the most efficient economic system we know and if we are to achieve our goals, we must accept, welcome, and build further upon this foundation-stone of our economic activities.

If what happens in Washington may cost business on a recurring basis far more than what it receives in increased prices or saves in cost reductions and if a healthy private enterprise system is the necessary foundation for achieving the economic, political, and social goals of our national and international policies, then business and government share the role of stewardship of our economy. If they do, then we must learn how the relationships of business and government can be made more harmonious and more fruitful. We must learn how to achieve the state of cooperation so effectively

symbolized by that concept of "stewardship." How can business executives and government officials learn to know each other better, agree on an equitable division of duties and responsibilities, better understand each other's problems, and cooperate more effectively for the common good?

Despite recent improvements, we are still very far from such understanding, agreement, and cooperation. Depression and war brought wide and fundamental changes in the functions and operations of all governments, at all levels. Without question, the greatest of these has been in the direction, philosophy, concept, and policies of the Federal Government.

No part of our society has felt the impact of these changes more than the business community. Unfortunately, however, the majority of business people do not understand the nature and obligations of government—its climate, its benchmarks, its operations, its limitations, or its strong points. They feel that politicians and civil servants are only loafers and parasites, not competent to hold jobs in business and anxious only to harass business.

The situation is no better with most government personnel. They do not understand business, the dynamic nature of business institutions, the creativity of our private enterprise system, or the needs which must be met if business is to maintain and increase its contribution to the American way of life. They do not appreciate the operating problems, the conditions under which business men must function. They depend upon economic theorists who themselves are often unfamiliar with business operations and problems. In fact, only too often career government people are suspicious of and, at times, almost hostile to the business men and business institutions whose very existence frequently depend on what actions government agencies take. They look upon the business man as rich, selfish, overpowerful, anti-social, and lacking in public responsibility.

Except for polemics, until recently, there has been little done to improve the situation. The denunciation of "government bureaucrats" by business men and the attacks on "economic royalists" and "selfish profiteers" by government officials have whetted the antagonism, sharpened the misunderstandings, and reduced the cooperation that is so vitally needed.

The experiences and reactions of business men in government and government officials building careers in business show conclusively how deep are the misunderstandings, how inadequate the knowledge of one area about the other, and how essential the need for mutual education of business and government. These are well illustrated by the following statement by Donald F. Carpenter of the Du Pont Company, former head of the U. S. Munitions Board:

"Three events revealed to me very clearly the gulf that exists between people in government and people in industry; an antagonism which seems to be growing all the time and which can only harm the country.

"The first experience started with the arrival of a leading industrialist, the president of a well-known firm. He had come to Washington because the defense effort needed twice the productive capacity his entire industry possessed. But he was told that his firm would not be allowed to expand. The government would not permit him to buy any surplus plants and would not even let him build a plant of his own. The reason? His firm, according to some government people, was too big. His parting words to me were: 'Yours is the only office in Washington where I feel comfortable. As for the others, I just can't get through to these government people.

"The next experience occurred when members of the executive committee of an industry association arrived to make recommendations for government action in relation to their industry. Joined by a longservice government man, I heard the requests. After the visitors left, I asked my associate what he thought. He sneered: 'They're just like all the others. They're out only to grind their own ax.' I asked him if their proposals had any merit as far as national security was concerned. He shrugged and said, 'Perhaps they do. I didn't think about their ideas in

that way.'

"The third experience was a phone call. For months I had been trying to find competent men to enter government service with very little success. Business men, it seemed, were reluctant to come to Washington. Finally I persuaded an exceptionally well-qualified man to come; he felt it his duty and was willing to undertake the job. Now he was on the phone. He told me he couldn't come because the president of his firm had just told him that if he took the government post he would have to resign from the company. This company president was preventing his willing and qualified employee from doing what was so vitally needed by both government and industry."

How can this necessary mutual education of business and government be accomplished? How can these suspicions and antagonisms be reduced? How can greater cooperation be fostered?

We feel a small, but very important, part of the answer is our Annual Washington Conference on Business-Government Relations in Marketing. Here we have a unique forum for bringing business and government executives together to discuss and analyze the nature and contribution of private marketing and how government regulation can best meet the public interest. Here we have a catalytic agent to provide the academic climate, the overall view, the non-partisan atmosphere without which success will be impossible.

From a long-range view, University sponsorship—with its impartiality, search for truth, academic tradition, and continuity—offers, we think, the ideal answer. A University located in Washington, D. C., with strong business administration and strong public administration programs, has a magnificent opportunity both to educate present and future leaders from business, from government, from labor, from professional associations and from other countries as well as to develop continuing programs for education for public responsibility.

The American University believes it can, given the proper resources, make a major contribution to these ends. Having already established the first School of Business Administration in the nation's capital, it is in a unique position to build a non-political meeting ground for business and government. Its faculty and stu-

dent body represent experience and interest in both business and government. The faculty and administration believe wholeheartedly in the importance of this program as the "mission" of the School of Business Administration. Equally important, the School is dedicated to the importance of private enterprise and the need for its survival and growth.

The task ahead, even with adequate financing, will be long and difficult. I will have to involve many people, much research, careful analysis and many "Dialogues" between many groups. It will have to build on certain basic foundations and resolve certain basic questions.

In approaching this task, I would like to suggest some basic "axioms" that must be accepted if we are to build this bridge and attain this sharing of stewardship:

1. Government—and the general public—must understand and accept that the basic, the over-riding, the social, the public responsibility of the business man is to conduct his business on an honest and profitable basis. Without profits, jobs will not exist. Without profits, equipment will not be modernized and new products introduced. Without profits, the American economy cannot support the present political, social and economic superstructure which is being carried today primarily by American business.

The Soviet Union is increasingly recognizing the necessity of the profit motive and its contribution to an efficient and healthy economy. The American government cannot afford to fall behind; legislators and government administrators must accept and respect the profit motive rather than suspect, fear and shackle it. If they do not do so, then we cannot achieve our goals.

2. Consumer sovereignty, competition and acceptance of the "modern marketing concept" mean that business in its own self-interest is learning that the best way to profits is by service, that the best way to develop profitable customers is to give extra value and extra service. Business needs and wants customers who come back, not goods that do.

Government must recognize the nature of modern economic life and the essential contributions of salesmanship and advertising to the marketing process. "Nothing happens until a sale is made," yet government tends to look upon salesmanship and advertising as almost perversions of economic activity.

Business must equally recognize the

need for high standards of ethics in the practice of marketing as not "theoretical" or "ideal," but as selfish and the key to long term profitability.

3. Government must recognize that its actions are not always automatically in the "public interest" and that business' actions are not always against the "public interest." The "public interest" is a complex, multi-dimensional concept whose components are often in conflict with each other (look at the conflict between government agencies in defining and acting in the "public interest" and pity the poor business executive caught in this conflict). Government must better coordinate the laws and the administrative practices and policies of its agencies or confusion, waste, and double jeopardy will continue to characterize business-government relations.

Business, as an institution, must play a greater role in the defining of the public interest and in getting government to look at the issue from a total view as well as from the feasibility and practicality of the proposed solution. This will not be easily achieved even from the viewpoint of business which is divided within itself as much or more than government. Neil McElroy, Chairman of the Board of Procter and Gamble, effectively defined an important part of the problem: "The business community consists of fiercely competitive units under strong individual leadership. It is not always that we can present to the government or to the public a unified position on public questions. We are apt to speak with many voices, when we speak at all; and because of this, we sometimes suffer the penalty for leaving more confusion than clarity.

"When we have a problem involving government and we need to put forth a well-reasoned point of view, business should make a greater effort to arrive jointly at a position broadly representative of the views and interests of the industry. This is not easily done in a competitive business society; yet there is more co-ordination possible than is usually found, and this needs desperately to be worked on.

"Often this coordination can be supplied by trade associations, but many occasions arise when ad hoc groups can serve this purpose more effectively. Whatever the mechanism, the task for business is to provide guidance to government which is lucid, consistent, timely and forceful."

4. Regulation should not mean the substitution of the judgment of a regulatory agency for the judgment of management as to profitability, share of the market, nature of services offered, etc. It should not be the basis for eliminating or reducing competition by providing one part of an industry with legal advantages over other parts of that industry or over competitive industries. There should be full, fair, consistent enforcement of the laws. The ground rules should be the same for all participants and, to the maximum extent possible, the judgment of the market place should prevail. Our economy is a profit and loss economy and both business and government should recognize this in their actions. The goal of regulation should be a healthy and competitive private enterprise system.

5. Self-regulation should be given much greater consideration as a tool for achieving the "public interest." The case study of the securities industry and the National Association of Securities Dealers needs further analysis and evaluation.

6. The entire question of "equal protection under law," of the absence of "civil liberties" for business, and the "heads I win, tails you lose" situation of business (so effectively portrayed by Commissioner Lowell Mason) badly needs correction. We need to reexamine the anti-trust situation and clarify the inconsistencies and conflicts. We need a better—and more consistent definition of "market" and of "fair competition." Is size ipso facto bad for competition, bad for the consumer, bad for the economy? Are identical prices collusion or the most intense competition? Is the present merger (or anti-merger) policy maintaining competition and serving the "public interest"? Has competition been preserved, increased, or decreased since the passage of the Sherman Act? Do we even now have an adequate definition of "competition"? Do we even have a vague idea of how to measure the cost and effectiveness of government actions?

7. Business owes government an honest and more complete picture of the nature of business and the problems it faces. It owes government—and itself—the obligation of not quickly dropping its philosophy and principles when it is in business difficulties. It owes itself consistency and integrity in solving business problems by business methods. It owes government communication in advance and on a positive and constructive basis.

"... it is sad to see business almost

always fighting a rear-guard action. One reason we are in this position is that too often we have left the initiative to others, especially in matters affecting the general welfare. As a result, the fight is almost always on someone else's terms and business is almost always at a disadvantage.

"I would like to see business for things, rather than everlastingly against. I would like to see business take more initiative in sponsoring measures for dealing constructively with problems of general concern. I would like to see business more closely identified in the public mind as interested in and working for the common good. We feel, of course, that in opposing many measures we are acting for the common good. But too often we allow others to establish their own definition of the common good and then find ourselves in the position of opposing that good as so defined and so accepted in the popular mind." (Houser, *Big Business and Human Values*).

8. We need a better demarcation of the proper role of government. Is it appropriate for the National Commission on Food Marketing to "scrutinize such store extras as babysitting for shopping mothers, snack bars, piped-in music and check cashing, hoping to learn whether the benefits to consumers justify the costs" (*Wall Street Journal*)? Or are such decisions business decisions? We need a better basis for appeal and reconsideration of government decisions so that disagreement with them will not be the exclusive privilege of large and wealthy firms (or of some of them).

9. Should not those in government dealing with business be required to have stronger credentials of either business experience and/or education in business administration as part of their job qualifications? Do not business and government have the obligation to develop a practical approach to the use of business executives in government? Can we not put the talent of business knowledge and business experience to better and more effective service in government?

Business consists of people and government consists of people. Surely, regardless of who pays the salary check, most people want to be good citizens. What we need is agreement as to how to be good citizens and how to determine the public interest.

Is not the "Federal Philosophy" that government action by itself automatically solves all problems obsolete and untenable? Government is not always right and

good and business always wrong and bad. As Senator Javits told his American University class, the way of the future lies in welding together the strongest elements of business and government to provide solutions to problems threatening the public interest. He hailed this "mixed approach" as an American hallmark of the future.

President Johnson has already done much to improve understanding between business and government. He has stressed the "unleashing" of private enterprise as the prime factor in economic growth and the use of market competition as a flexible and quickly adaptable tool for allocating resources. If his attitude penetrates to the day-to-day operations of government and if business acts with leadership and managerial skill, then we will be much closer to achieving the aims and objectives of the "Great Society."

"Ask not what your country can do for you, but what you can do for your country." . . . "Come let us reason together."

### LIFE MEMBERS

- 3404 Donald L. Cary, *Delta Upsilon*, Texas Christian
- 3405 Walter S. Letzsch, *Beta*, Northwestern
- 3406 James A. Caffrey, *Gamma Rho*, Detroit
- 3407 Dwight H. Lindholm, *Alpha Epsilon*, Minnesota
- 3408 Robert A. Schultz, *Beta Epsilon*, Oklahoma
- 3409 Jack E. Smith, *Beta Chi*, Tulsa
- 3410 Clarence W. Cole, *Beta Kappa*, Texas
- 3411 Robert L. Lobrano, *Gamma Mu*, Tulane
- 3412 Arthur H. Cromb, *Iota*, Kansas
- 3413 Howard P. Neu, *Beta Omicron*, Rutgers
- 3414 Anthony M. Radice, *Beta Rho*, Rutgers
- 3415 Clifford J. Huber, *Alpha Theta*, Cincinnati
- 3416 Curtis A. Magnerson, *Alpha Mu*, North Dakota
- 3417 Thomas L. Hanson, *Gamma Pi*, Loyola-Chicago
- 3418 Robert C. Hinman, *Epsilon Theta*, Chico State
- 3419 David S. Campbell, *Epsilon Lambda*, Rochester Tech
- 3420 Craig McQuilton, *Delta Lambda*, Ithaca
- 3421 John J. Spadaro, Jr., *Gamma Upsilon*, Babson
- 3422 Joseph W. MacDonell, *Gamma Lambda*, Florida State
- 3423 William L. English, Jr., *Gamma Kappa*, Michigan State

- 3424 William J. Trusty, *Gamma Zeta*, Memphis State
- 3425 William F. Phinney, *Alpha Phi*, Mississippi
- 3426 Karl D. Hawkins, Jr., *Delta Iota*, Florida Southern
- 3427 Dennis A. MacDonneil, *Epsilon Theta*, Chico State
- 3428 Kenneth M. Briggs, *Gamma Epsilon*, Oklahoma State
- 3429 Robert J. Fleming, *Gamma Kappa*, Michigan State
- 3430 Harland L. Long, *Alpha Beta*, Missouri
- 3431 Ralph C. Hook, Jr., *Gamma Omega*, Arizona State
- 3432 William H. Bertram, *Beta*, Northwestern
- 3433 George A. Wallace, *Gamma Zeta*, Memphis State
- 3434 Gary S. Fawkes, *Alpha Beta*, Missouri
- 3435 Donald W. Weiland, *Alpha Iota*, Drake
- 3436 William V. White, *Beta Xi*, Rider
- 3437 John P. O'Carroll, *Delta Zeta*, East Carolina
- 3438 Harley L. Harris, Jr., *Epsilon Phi*, Sacramento State
- 3439 Michael L. Harris, *Gamma Mu*, Tulane
- 3440 Edgar J. Doyle, *Beta Omega*, Miami-Florida
- 3441 Thomas B. Pomeroy, *Gamma Kappa*, Michigan State
- 3442 Andrew E. Schell, *Psi*, Wisconsin
- 3443 Harry S. Ferchaud, *Beta*, Northwestern
- 3444 Daniel J. Luna, *Beta Omicron*, Rutgers
- 3445 Joseph E. Saunders, *Alpha Delta*, Nebraska
- 3446 Ray Reifschneider, *Alpha Beta*, Missouri
- 3447 Oscar S. Jacquez, *Gamma Phi*, Texas Western
- 3448 William V. DeLind II, *Gamma Kappa*, Michigan State
- 3449 William K. Barrow, *Beta Epsilon*, Oklahoma
- 3450 Stephen C. Jones, *Delta Omicron*, San Francisco State
- 3451 Lonnie L. Smith, *Alpha Iota*, Drake
- 3452 Terry L. Lahn, *Alpha Nu*, Denver
- 3453 Larry G. Cray, *Alpha Omicron*, Ohio
- 3454 Alvin C. Miester, Jr., *Epsilon Nu*, Louisiana State
- 3455 Frank G. Garzolini, *Delta Tau*, Indiana State
- 3456 Herman Whitten, *Delta Eta*, Lamar Tech
- 3457 George J. Zoehariah, *Beta Zeta*, Louisiana State
- 3458 John H. Thomas, Jr., *Mu*, Georgetown
- 3459 Arthur L. Olson, *Beta*, Northwestern
- 3460 Jake W. Cantwell, *Gamma Tau*, Southern Mississippi
- 3461 N. Nicholas Windeshausen, *Alpha Delta*, Nebraska
- 3462 Robert L. Howe, *Epsilon Phi*, Sacramento State
- 3463 Dan C. Howe, *Alpha Lambda*, North Carolina
- 3464 Joseph A. Davidson, *Beta Tau*, Western Reserve
- 3465 William H. Findley, *Gamma Kappa*, Michigan State
- 3466 Harold M. Toole, Jr., *Delta Nu*, Loyola-New Orleans
- 3467 Marion K. Betts, Jr., *Beta Iota*, Baylor
- 3468 Richard J. Hladysch, *Epsilon Tau*, Dayton
- 3469 James R. Dillon, *Epsilon Xi*, Ball State
- 3470 Herbert A. Higham, *Epsilon Kappa*, Shepherd
- 3471 Jack R. Williams, *Gamma Phi*, Texas Western
- 3472 Richard A. Dolin, *Beta Tau*, Western Reserve
- 3473 James M. Hunt, *Epsilon Iota*, Mankato State
- 3474 Winston E. A. Matthews, *Alpha Mu*, North Dakota
- 3475 Norwin T. Coahran, *Alpha Pi*, Indiana



OFFICERS OF ZETA XI Chapter at Lewis College are from left to right: Vice President Dennis Malone, President Howard Collins, and Senior Vice President Terrence Milani. Standing from left to right: Historian Gerald Marcangelo, Treasurer Richard Kawa, Secretary Raymond Grzesiak and Chancellor Michael Koziol.



WITH THE

# ALUMNI

THE WORLD OVER

## Deltasigs are Named President at St. Peter's College and Fordham University

TWO DELTASIGS have recently been named president at St. Peter's College, Jersey City, New Jersey, and Fordham University, New York, New York. Rev. Leo P. McLaughlin, S. J., *St. Peter's*, president of St. Peter's College since May 1965, and formerly dean of the College for six years, was named the 28th president at Fordham since its founding in 1841. Father McLaughlin succeeds Rev. Vincent O'Keefe, who has been elected one of four assistants to the Superior General in Rome.

Father McLaughlin is a native of New York. He studied at Woodstock College in Woodstock, Maryland, and Georgetown and Catholic Universities in Washington, D.C. A former director of Fordham's radio station, WFUV-FM, he was named chairman of the department of communication arts there in 1952. He was appointed dean of the college in 1953 and remained in that post until 1959 when he was named dean of the college at St. Peter's College.

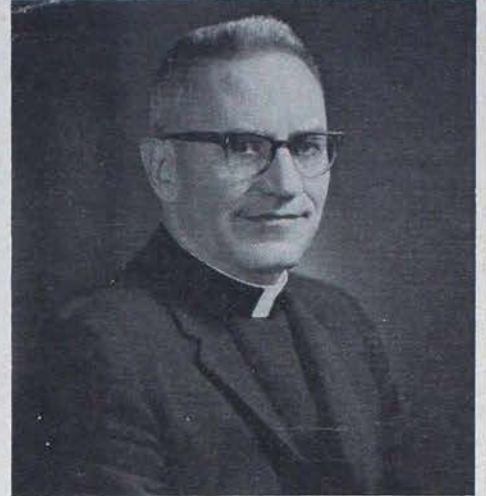
During his tenure at St. Peter's he was

twice called upon to assume the duties of Acting President, prior to being named President of Fordham University. He assumed the duties of President on October 18, 1965.

Rev. Victor R. Yanitelli, S. J. *St. Peter's*, has been named President of St. Peter's College to succeed Rev. Leo P. McLaughlin, S. J., named President of Fordham University. Father Yanitelli joined St. Peter's College in 1963 as Director of Student Personnel Services. Prior to that he served in the same capacity at Fordham University for 13 years.

Father Yanitelli was also born in New York City. He attended Georgetown University in Washington, D. C., where he received his bachelor of arts degree. He holds the Master of Arts and Ph. D. degrees from Fordham University. He is currently serving as President of the National Association of Student Personnel Administrators.

Father Yanitelli becomes the 18th president at St. Peter's since its founding in 1872.



THE NEW PRESIDENT of Fordham University is Rev. Leo P. McLaughlin, S.J., a member of Zeta Eta Chapter at St. Peter's College.

## CINCINNATI

THE CINCINNATI ALUMNI CLUB has shifted into second gear under the capable hands of our President Jim Morris. Our second bi-monthly dinner meeting was held on November 19 featuring Mr. Donald Miller of Burke Marketing Research who spoke about Marketing Research in Action. Another highlight during November was the combined meeting with the active chapter at the University of Cincinnati Student Union Building. Increased Active-Alumni activities is one of the major goals for the year.

Periodically, the Alumni Club prepares a directory of all Deltasig Alumni in the Cincinnati area. This year the Directory Committee is feverishly working to prepare a more complete, up-to-date booklet featuring the current employment and marital status as well as the undergraduate activities of each alumnus.

Our wives' organization, composed of wives of undergraduate and alumni members, is well on its way to a successful year. The first bi-monthly meeting was held at the Ann Holiday Center of the Cincinnati Gas and Electric Company including demonstrations of news in modern home-making and a tour of the facilities of the Company. As is our custom, the women planned and carried out a highly successful Scarecrow Scamper to celebrate Founders' Day. This is always one of the highlights of the year.

The club is back in full swing and is striving to make this year the most successful ever by presenting a complete program including new and civic minded projects.—JAMES L. HARPRING

## PITTSBURGH

THE PITTSBURGH ALUMNI CLUB held its annual stag week-end at the summer cottage of Brother Chuck Hartmann at Pymatuning Lake early in September. Once again, all who attended enjoyed themselves tremendously.

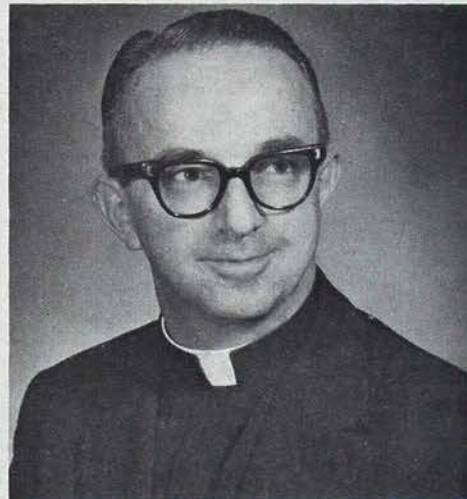
We were pleased to be present at Lambda Chapter's rushing smoker with over 25 rushes present. The presentation of all facets of Delta Sigma Pi was handled very well by Lambda Chapter with slides and a talk showing the activities at Pitt nationally. The affair was held at Cantor's Restaurant on the Pittsburgh campus.

The Brothers and their ladies were out in full force to enjoy the Founders' Day banquet at the Lamplighter in Delmont, Pennsylvania. On November 19, Brother McCartney and his committee did an outstanding job of setting up the program. New alumni club members were welcomed into the Club with the use of the Alumni Club ritual.

Brother Robert Rees was appointed Director of Personnel for the H. J. Heinz Company's Pittsburgh plant effective November 1. Brother Walter Schratz has assumed the duties as Administrator, Training and Development Programs for Westinghouse Electric Corporation in Pittsburgh. Brother Edward Langer has also taken a

new position as Director of Purchases with Columbia Steel Company and Brother Victor Scrivo was elected Secretary-Treasurer of Specialized Management Services, Inc. Our congratulations and best wishes for continued success to all these alumni.—

BERNARD J. MICHALEK



REV. VICTOR R. YANITELLI, S.J., *St. Peter's*, is the new president of St. Peter's College in Jersey City, N.J.

## BALTIMORE

Christmas has come and gone once again and, like all of its predecessors, has left in its wake the usual assortment of department store bills. While sitting at my desk a few evenings ago, vainly trying to decipher the cryptic purchases which some of these bills represent, I happened to glance up at my fraternity paddle which hangs on the wall nearby. For the first time in years, I took a good look at the signatures which were placed on the paddle by those present on that memorable night 13 years ago when I was initiated into Delta Sigma Pi. Looking over the names, I couldn't help but wonder what has happened to so many of the brothers who were present on that night. A few, I know, are now living in distant cities and, hopefully, are participating in the activities of some other Deltasis Alumni Club. Others, quite a number of them, are still very active participants in our own Baltimore Club. A third group, however, can only be classified as "dropouts." As far as I know, most of these brothers are still living in Baltimore and should, logically, be attending meetings of the Baltimore Alumni Club. What has happened to them? Why haven't they been attending fraternity functions? Where are they? Is there a reason for their absence? What can be done to bring them back into active participation? What can we do? The answers to these questions are quite simple—we can do nothing! On the other hand, you can do quite a bit. You can get your fraternity paddle out of the closet, look it over, and place a telephone call to several of the "dropouts" whose names appear on it. Baltimore has placed its bid for the 1969 Grand Chapter Congress, so let's start now to build an active membership which will enable us to assign not five, but ten brothers, to each of the Congress committees which will be coming into being. Our success is up to YOU . . . so do your part . . . get out that paddle right now. —MIKE GERAGHTY

## CHICAGO

The 1965-1966 season for the brothers of the Chicago Alumni Club was inaugurated a bit early this year at the 25th Grand Chapter Congress at Grand Bahama Island. While we maintained our show of force at the convention, the Detroit group stole the attendance trophy from under our collective noses. We understand it graces the mantle of Red and Stephanie Frank's new apartment.

The first meeting of the alumni club was held in September at the Beta Chapter House. For this traditional 'Round-Up Night' the committee came through with flying colors. Inasmuch as it was pouring, a tent was set up in the backyard and those charcoal broiled steaks, salad and beer, along with the fellowship of the evening, insured the success of this record turnout.

In October the club held the first mixed party of the season—a barn dance. Spiked cider and donuts were the potables served.

Founders' Day was celebrated in Novem-

ber at the Illinois Athletic Club—prime rib, no less. Professor Albert J. Escher of North Park College, a brother, and also a professional lecturer to business as a consultant spoke on "Communications in Business." An additional innovation was Brother Lew Whitehead's introducing to the martini pack the use of scallions as swizzle sticks.

In December we again met at the Beta Chapter House for the stag Christmas Cheer party. Featured was Santa's white elephant grab bag. Does anybody want a hand-carved Mexican cigarette canister with matching ash tray?

The post-holiday meeting was our annual stag wine tasting party and in February we will all turn out for a bowling party. Future events call for dinners honoring in March the undergraduates in the Chicago area and in April those rogues, the Past Presidents of the club. For May the committee has scheduled another mixed party and in June we will meet at the Midwest Country Club for the annual golf outing, banquet and election of officers.

The Chicago Alumni Club welcomes all Deltasis in the Chicago Metropolitan area to join the club and attend our various monthly affairs. Inquiries may be addressed to 42 East Cedar Street, Chicago, Illinois 60611.—DON F. HOLEM

## CENTRAL INDIANA

THE CENTRAL INDIANA Alumni Club has gotten off to an excellent start since its very recent establishment. Meetings are being conducted every other month September through May on the third Thursday, and, in addition, several new projects are afoot.

Perhaps the most noteworthy of activities was a State Day Sunday, November 14, in which the local club hosted the undergraduate chapters at Ball State University, Indiana State University, and Indiana University. The morning was devoted to group discussions designed to strengthen the chapters' internal operations, and the afternoon consisted of a career opportunities forum conducted by members of the Alumni Club. Following a steak dinner, the day was concluded with the keynote address of Robert G. Busse, which he delivered at the Grand Chapter Congress in the Bahamas.

Members are elected to serve on this year's Executive Committee are as follows: Robert G. Busse, past president; Wayne O. McHargue, president; Louis A. Meneilly, vice president; Daniel R. Merrell, secretary; Otto M. Berlin, treasurer; Thomas F. Bareford, director for a two-year term; and Ivan V. Snyder, director for a one-year term.



GRAND PRESIDENT M. John Marko presents the Epsilon Xi Chapter Charter to Chapter President Howard Collins as Regional Director Thomas Mocella looks on.





THE PAST AND PRESENT are shown here following the installation of Zeta Xi Chapter at Lewis College. On the left is the past president of the Commerce Club whose members petitioned Delta Sigma Pi for a chapter charter. The Chapter advisor Roger Ashamy is the advisor to both the Commerce Club and Epsilon Xi Chapter. Howard Collins is the new chapter president.

## GREATER DETROIT

NOW IN ITS SECOND YEAR as a consolidated Alumni Club, the former members of the Gamma Rho, Xi, and Delta Rho Chapters are continuing their efforts to develop into a unified and active alumni group.

The enthusiasm is reflected in the fine attendance that we've had at our Dinner meetings. Our guest speakers have been Mr. Harold Atkins, of Minneapolis Honeywell Corporation, who discussed the merits of computer systems and Mr. Jack Myers, of the Michigan Bell Telephone Company, who gave a lecture-demonstration of the fantastic Lazer Ray. Brother Phil Dano will continue to provide a variety of interesting speakers.

Our successful Millionaires Party was well attended, and it provided everyone an opportunity to become a "big spender". Congratulations to Bob Trepanier and his committee for their fine organization of the party.

Special plaudits go to Bob Elder and Clarence Frank for their appointments as District Directors and the "welcome-back" sign is extended to Dick Bennett who returned with his family to Detroit after a two year stay in Milwaukee, Wisconsin.—RAYMOND DOMBROWSKI

## Indianapolis Alumni Sponsor Indiana "State Day"

With all the vitality and energy which fostered the new Indianapolis Alumni Club, President Wayne McHargue opened Indiana's Delta Sigma Pi "State Day." Held on Sunday, November 14th, at Fort Benjamin Harrison near Indianapolis, the program had two main objectives. One was to strengthen internal operations of the three Indiana chapters through a complete analysis and discussion of the Chapter Efficiency Index (CEI). Secondly, a panel of prominent businessmen from the area, all fraternity alumni, outlined career opportunities for the college business administration student.

After a 10:00 A.M. registration and coffee and donuts, all delegates began the morning program. Heading a panel consisting of Pete

Fettig, president of Alpha Pi Chapter at Indiana University, Morris Watson, president of Delta Tau Chapter at Indiana State University, and David Lee, president of Epsilon Xi Chapter at Ball State University, Brother McHargue proceeded with analysis of the first division of the Chapter Efficiency Index, Professional Activities.

After a detailed discussion of Professional Activities, each chapter presented a series of local problems to the body. Advice was given, and some successful activities were suggested as possible solutions. Examining each part of Professional Activities by itself, the delegate body not only gained insight into the purpose of the Chapter Efficiency Index, but also discovered many new methods of improving and expanding their present programs.

At this time, Brother Andrew Fogarty was introduced. Brother Fogarty, director of the East Central Region and chairman of the Chapter Efficiency Index Revision Committee, was discussion leader for the next two divisions, Membership and Scholarship.

Beginning with a review of the activity outline, Brother Fogarty digressed on several points of interest. One of monumental interest was the elimination of non-participating brothers in each local chapter. Discussion and amplification of previously tried methods followed. However, Brother Fogarty stated that strong active chapters begin with selective rush and selective pledging. Only then can the problem be solved before it begins.

Leading discussion on the last two sections of Finance and Chapter Initiative and Administration was Brother Ben Wolfenberger, newly appointed Field Secretary for The Central Office. Emphasis in his presentation was placed on efficient payment and collection of dues, accounts payable, and accounts receivable. Chapter Initiative and Administration was described as the determining factor of success or failure of the chapter's operation, and that the chapter's efficiency of its own management was measured through this section of the Chapter Efficiency Index. Some attention was paid to the review of the national constitution and by-laws, and the possible revision of local constitution and by-laws. Since Delta Sigma

Pi is a business fraternity run by future businessmen, methods of keeping efficiency and coherence in the chapter proceedings were covered. Two problems which seemed to be prevalent among the delegates were parliamentary procedure arguments and the transitional stage between officers. Brother Wolfenberger suggested job descriptions, written by the officers themselves, and a formal transitional period in the spring when both present and future officers were present.

In the afternoon, a panel of businessmen headed by Brother Robert Busse, past grand president, presented the career opportunities in their prospective fields.

Leading off was Evan Stiers, Vice President of Operations for the Indiana National Bank of Indianapolis. Brother Stiers spoke on three topics, the basic qualifications, the study requirements, and the major work areas of banking and finance.

Digressing on basic requirements, he emphasized three; interest in figures, interest in people, and a sales and service mindedness, as initial and foundation traits of the future banker. Some of the study requirements for the future banking and finance man included accounting, finance and banking, marketing, foreign work, and real estate. A broad background was emphasized, with enough preparation in each area to specialize.

Closing out his presentation, Brother Stiers pointed out some of the major work areas. These included loans and investments, which are the two functions of finance, operations, especially in branch situations, and trust operations, a rapidly growing field.

Representing the private accounting field was George Odon, a graduate of the University of Oklahoma and presently Chief of General Accounting with Eli Lilly. Before proceeding, Brother Odon made it a point that his company preferred graduates with a Master's degree over graduates with a Bachelor's degree, and actually recommended this. Carrying on from there, he reported on the training programs, and their basic con-



PICTURED HERE is the head table at the installation banquet of Zeta Xi Chapter at Lewis College. Shown from right to left are: Brother and Mrs. Francis T. Weiland, District Director Charles B. Miller, Brother and Mrs. Roger G. Ashamy, Brother J. Philip, F.S.C., vice president of Lewis College, Grand President M. John Marko, Regional Director and Mrs. Thomas M. Mocella, and Rev. Jogues Epple, O.F.M., chaplain of Lewis College.

tent. Special emphasis was placed on the fact that many graduates are ill-prepared for analyzation of facts as expressed through written reports.

High specialization can occur in private accounting, as Brother Odon emphasized. To illustrate his point further, he discussed at length such areas as invoicing, production, cost centers, internal auditing, departmental budgeting, and electric data processing, EDP.

Brother Odon closed by discussing two ways of entrance to industrial accounting. One was to join a large firm directly after schooling; the alternate route consisted of a start in public accounting, and thereby studying several smaller firms.

Public accounting received its airing through Bob Murray, public accountant for Peat, Marwick, and Mitchell. Brother Murray listed the basic qualifications for a good public accountant, means of entrance, duties of the accountant, salaries, and progress with any public accounting firm.

Basic accounting knowledge, ability to get along with people, and broad general knowledge, especially in English and writing were the basic qualifications cited by Brother Murray. He urged prospective accountants to go with national firms first, and to take both industrial and public accounting internships, if possible. Brother Murray then outlined the progress once in a firm. Starting as a junior or assistant accountant, progressing to a senior accountant and supervisor, and finally arriving as a part of a partnership or manager of an office were all steps to which good accounting men should look forward. In summary and closing, Brother Murray mentioned the variety of work of a public accountant, and the fact that he is exposed to all different business situations and systems.

A. H. "Lex" Phillips, general agent for State Mutual Life Assurance Company of America, presented material pertaining to sales. Brother Phillips first outlined the qualities of a potential salesman. Among these were creative intelligence and imagination, enthusiasm with a sound and logical basis, confidence, and stability, or the ability to manage oneself. New experiences, as explained by Brother Phillips, that one meets as a salesman are a new routine, night calls, and being your own boss.

Training such as extra-curricular activities, development of communicative skills and public speaking skills are all important, and must be developed. As Brother Phillips so humorously analyzed, "There was a time I couldn't lead a silent prayer."

Defining a market segment to serve is another barrier facing the new salesman. From past experience, Brother Phillips noted that groups drawn together by common bond, such as youth, co-workers, and clubs or lodges, furnish a starting point. Integrating this point with service, Brother Phillips explained that knowledge of the product, the needs it can fill, honesty and integrity, and a sincere interest in client's welfare all work to build a reputation from the very first sale. A person who does not believe in benefiting the customer and providing honest, sincere advice and service is a poor salesman prospect.

The duties of the salesman are specific and at the same time varied in their approach. First, of course, the salesman must find a user or prospect. Second, the salesman must approach the prospect and present the product he knows the prospect really needs and can use with his income. Asking for the order is the third, but not the concluding, step. For only after an order is secured does the salesman start to grow, through follow-up and renewal. He should then keep his client informed of all relevant and affecting changes that occur in the community, state, and even the nation.

In summary, Brother Phillips outlined the advantages of the sales business. A proper balance between employment activities and community and family involvement should be sought and maintained. Over involvement can breed unwelcome results, as Brother Phillips emphasized when he quoted Benjamin Franklin, who stated, "Don't pay too much for the whistle."

A fine steak dinner was followed by the main speaker of the day, Robert Busse, past grand president. Brother Busse delivered the speech so greatly acknowledged at the Grand Chapter Congress entitled "The Pledge We Took." After the main proceedings of the day were over, Brother McHargue presented the last ten dollars toward formal registration as an official alumni club to Ben Wolfenberger.

As the first Indiana "State Day" drew to a close, Brother McHargue extended thanks to all those of the alumni club who made this event a success. Special credit, however, should go to the newly-elected officers. Brother McHargue heads the list as president, followed by Vice President Lou Meneilly, Treasurer Otto Berlin, Secretary Dan Merrill, Directors Ivan Snyder and Tom Bareford, and Co-chairmen of "State Day" Bill Warren and Robert Busse.—DAVID P. BRACKEMYRE

## MERGERS

James R. Voss, *Marquette*, to Linda M. Redel, in East Troy, Wisconsin.

Jack Gwilt, III, *Kansas*, on August 21, 1965 to Sue Ellen Seitz, in St. Louis, Missouri

Edward Bader, *Kentucky*, on June 15, 1965 to Katherine Soukup, in Wagwer, South Dakota.

Donald Hollenshead, *Texas Tech.*, on August 7, 1965, to Sherry Lynn Myers, in Garland, Texas.

Manuel N. Rodriguez, *Michigan State*, on September 15, 1965, to Sandra Jo Ellison, in Garden City, Michigan.

John J. Last, *Miami-Florida*, on June 12, 1965, to Sara Mari Trask, in Fort Lauderdale, Florida.

Barry Barnard, *Eastern Illinois*, on August 14, 1965, to Fran Cray, in Clinton, Illinois.

Lowell G. Brockway, Jr., *Eastern Illinois*, on August 21, 1965, to Mary Jo Cramer, in Rantoul, Illinois.

John A. Prestbo, *Northwestern-Zeta* on August 14, 1965, to Darlene Parrish, in Fort Wayne, Indiana.

William B. Schrand, *St. Louis*, on July 17, 1965, to Ann Marie Anders.

William R. Burger, *Northwestern*, on July 31, 1965, to Marci Joyce Beigel, in Arlington Heights, Illinois.

James P. O'Grady, Jr., *St. Louis*, on June 12, 1965, to Patricia A. Legendre, in Thibodaux, Louisiana.

William L. Barker, *Oklahoma City*, on August 13, 1965, to Susan Helen Rogers, in Bristow, Oklahoma.

Richard L. Levy, *Miami*, on June 20, 1965, to Marlene I. Rabinovitz, in Sheboygan, Wisconsin.

Arthur L. Turner, *Kent State*, to Joyce A. Massey, in East Liverpool, Ohio.

Thomas S. Hartzog, *Memphis State*, on April 10, 1965, to Joye Ann Bradford, in Memphis, Tennessee.

John T. Ahern, Jr., *DePaul*, on July 10, 1965, to Mary Meehan, in Chicago, Illinois.

Alvan E. Sievers, *Rider*, on April 10, 1965, to Jane K. Wustenberg, in Amsterdam, New York.

Ancil Baird, *East Tennessee State*, on August 28, 1965, to Nancy Tice, in Martin, Tennessee.

Frank R. Benton, *San Francisco State*, on August 28, 1965, to Bonnie Lou Capper, in Ventura, California.

Burton D. Durkee, *Oklahoma State*, on January 23, 1965, to Cecilia Romero, in Santa Fe, New Mexico.

Roger Peak, *Sacramento State*, on June 13, 1965, to Lydia Linares.

Larry Crother, *Sacramento State*, on June 20, 1965, to Cheryl Androus.

Bill Liggett, *Sacramento State*, on August 7, 1965, to Pat Enright.

Lee Herman, *Sacramento State*, on June 26, 1965, to Mary Ann Crabill.

Quinton Kay, *Sacramento State*, on September 17, 1965, to Carol Ann Koford.

Robert J. Ingram, *Michigan State*, on August 21, 1965, to Susan Mann.

Lawrence M. Barzyk, *DePaul*, on September 25, 1965, to Carolyn Dominick, in Chicago, Illinois.

Donald Ledwig, *Texas Tech.*, on January 30, 1965, to Gail Wilcox, in Boston, Massachusetts.

David E. Gross, *Ball State*, on May 29, 1965, to Kay Ann West, in Goshen, Indiana.

Larry D. Apple, *Ball State*, on February 20, 1965, to Nancy E. Smith, in Indianapolis, Indiana.

Russell Fischer, *DePaul*, on January 30, 1965, to Mary Ellen Snead, at Maywood, Illinois.

Norman G. Clark, *East Tennessee State*, on September 4, 1965, to Lona Jean Smith, in Fort Lauderdale, Florida.

Ronald Stonehouse, *Michigan State*, on June 26, 1965, to Pamela Gillette at Grand Rapids, Michigan.

Richard Sander, *Buffalo*, on June 26, 1965, to Gale Klocke, at Grand Island, New York.

Robert Maudsley, *Buffalo*, on July 24, 1965, to Carol Anne Heimgartner, at Buffalo, New York.

Frank Martino, *Buffalo*, on August 28, 1965, to Liliane Dufresne, at Buffalo, New York.



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