

The DELTASIG

Volume Fourteen

JULY, 1922

Number Four



The Official Publication
of the International Fraternity of
DELTA SIGMA PI

THE DELTASIG

JULY 1922

CONTENTS

THE OPENING PARAGRAPH OF A SALES LETTER	75
FREDERIC H. BRADSHAW	
A MESSAGE FROM THE PRESIDENT	81
THE KEY AWARDS	82
PROMINENT AT ZETA	82
INSTALLATION OF NEW CHAPTERS	83
Sigma, University of Utah	
Tau, McGill University	
Upsilon, University of Illinois	
Phi, University of Southern California	
CHAPTER LETTERS	89
Alpha, New York University	
Beta, Northwestern University	
Gamma, Boston University	
Delta, Marquette University	
Epsilon, University of Iowa	
Zeta, Northwestern University (Evanston)	
Eta, University of Kentucky	
Iota, University of Kansas	
Kappa, Georgia School of Technology	
Mu, Georgetown University	
Nu, Ohio State University	
Xi, University of Michigan	
Omicron, Vanderbilt University	
Pi, University of Georgia	

OFFICERS 104

CHAPTER ROLL 105

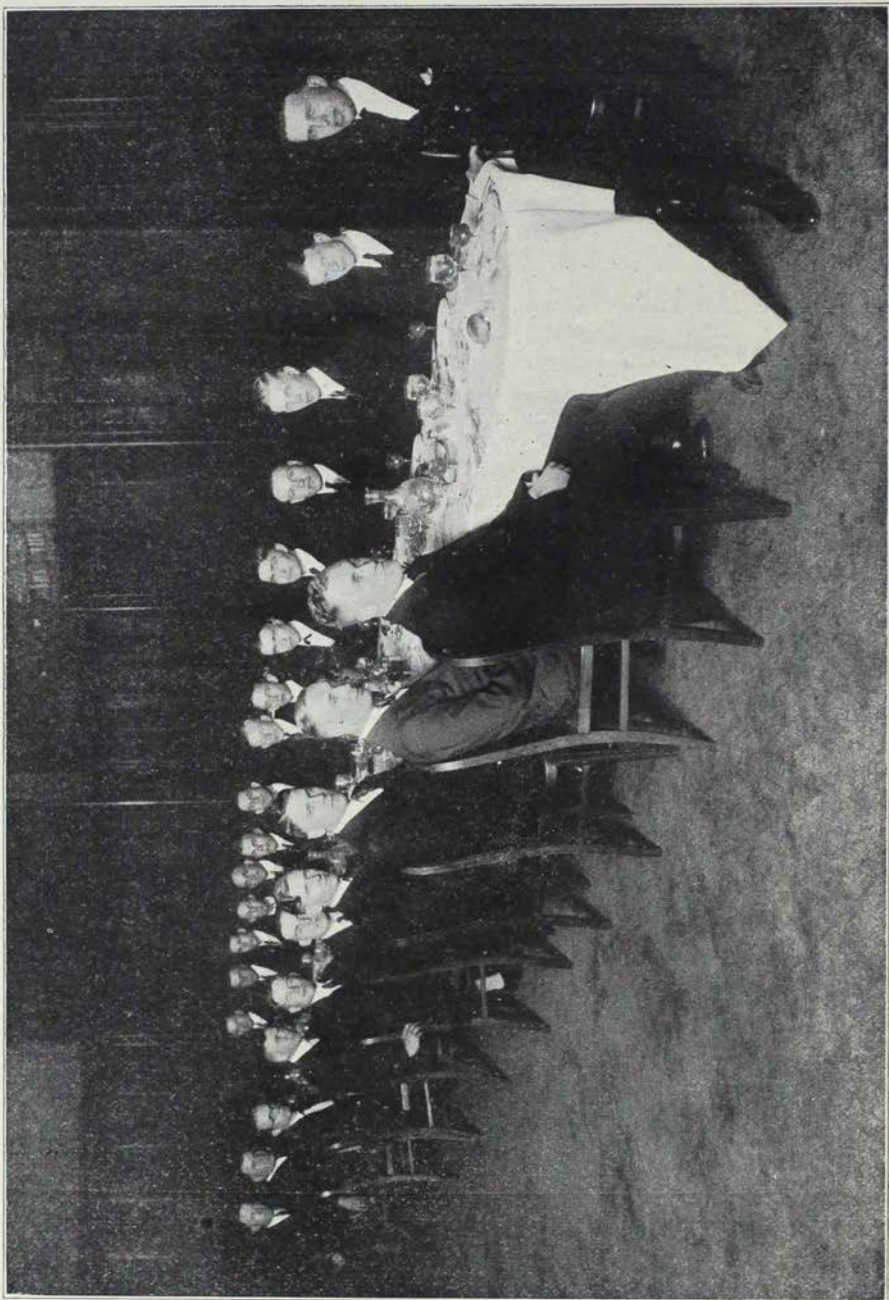
Entered as second-class matter May 15, 1922, at the post office at LaGrange, Illinois, under the Act of August 24, 1912.

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

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

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

PAUL K. LOVEGREN, LaGrange, Ill.



INSTALLATION OF SIGMA CHAPTER, University of Utah

THE DELTASIG

Volume XIV

JULY, 1922

Number Four

THE OPENING PARAGRAPH OF A SALES LETTER

FREDERIC H. BRADSHAW, Beta

MY subject is "The Opening Paragraph of a Sales Letter." I shall refer to other parts of the letter only when it seems necessary, and I shall have in mind just one particular type of sales letter, i. e., one sent on the initiative of the writer without previous interest having been displayed by the reader.

Let me further preface my remarks with the statement that I am not attempting to tell *the* way to write an opening paragraph, but simply *a* way - - a way which has proved successful for me and for others.

* * *

From a study of the works and teachings of the master writers, dramatists and orators of the ages - - from Aristotle, Quintilian and Cicero, to those of the present day - - we learn that there are certain principles, the application of which, in the expression of thought, leads to clearness, economy of attention, effectiveness of style, and to interest, conviction, desire and action.

Some of these expressed in terms applicable to the opening paragraph of a sales letter might read:

1. Every letter should have (a) a beginning, (b) a middle, and (c) an end.
2. The beginning, or opening paragraph, should state or imply everything your letter is about.
3. It should start immediately to create conviction and desire.
4. It should state or imply the most important piece of news you have to convey.
5. It should (a) state or imply facts and (b) imply conclusions derived from these facts, which, being admitted by the reader, naturally would lead him to take the action demanded or suggested in the close of the letter.
6. The facts, and the conclusions derived therefrom preferably should refer to advantages to be gained rather than to disadvantages to be avoided.
7. Testimony is one of the most important instruments in securing belief.
8. Every statement made or implied should be plausible.
9. Every statement made or implied should be one that the reader cannot deny.
10. Every statement made or implied should be one that you can prove.

Let us now discuss these statements. For convenience I shall call them "rules." Kindly refer back to them as they are mentioned.

1. The three parts of a letter are just as distinct as are the foundation, the structure, and the roof of a building. Practically every *effective* composition, whether a drama, sermon, novel, oration, advertisement, short story or sales letter, is divided into three sections, and the material that goes into each of the three sections is clearly defined.

2. In the drama, the first act (corresponding to the opening paragraph of a sales letter) introduces the characters, the plot, the atmosphere and local color, and tells you what the play is all about; the middle acts (corresponding to the middle section of a sales letter) relate the story, develop the plot, and prepare you for the climax; the last act (corresponding to the end section of a sales letter) draws the strands together, ascends to the climax, and points the moral, which in a sales letter might be "Do it now", "Send your order today", or "Use the postal card". positions are similarly divided.

3. A mercantile building such as Marshall Field's has a foundation (corresponding to the beginning section of a letter), and it has also various floors that are used for sundry purposes (corresponding to the middle section of a letter). However, the land is valuable, the cost of construction is high, and therefore the floors are not all *on top* of the foundation - - they extend clear down *into* the foundation. In a sales letter space is valuable, time is limited, and you must save both space and time by making every word carry all the freight that can be crowded into it.

4. A man buys a stove - - not because it is iron, not because fifty men worked on it in a daylight factory - - but because of *the service* he believes it will render him. So the thing to sell is *the service*, not the stove. Therefore the most important piece of news you have to convey is the one particular service above all other services which your particular stove will render. Put it in the opening paragraph - - the first sentence if you can - - thus assuring, so far as possible, both attention and immediate interest.

5. The application of this rule will be illustrated shortly.

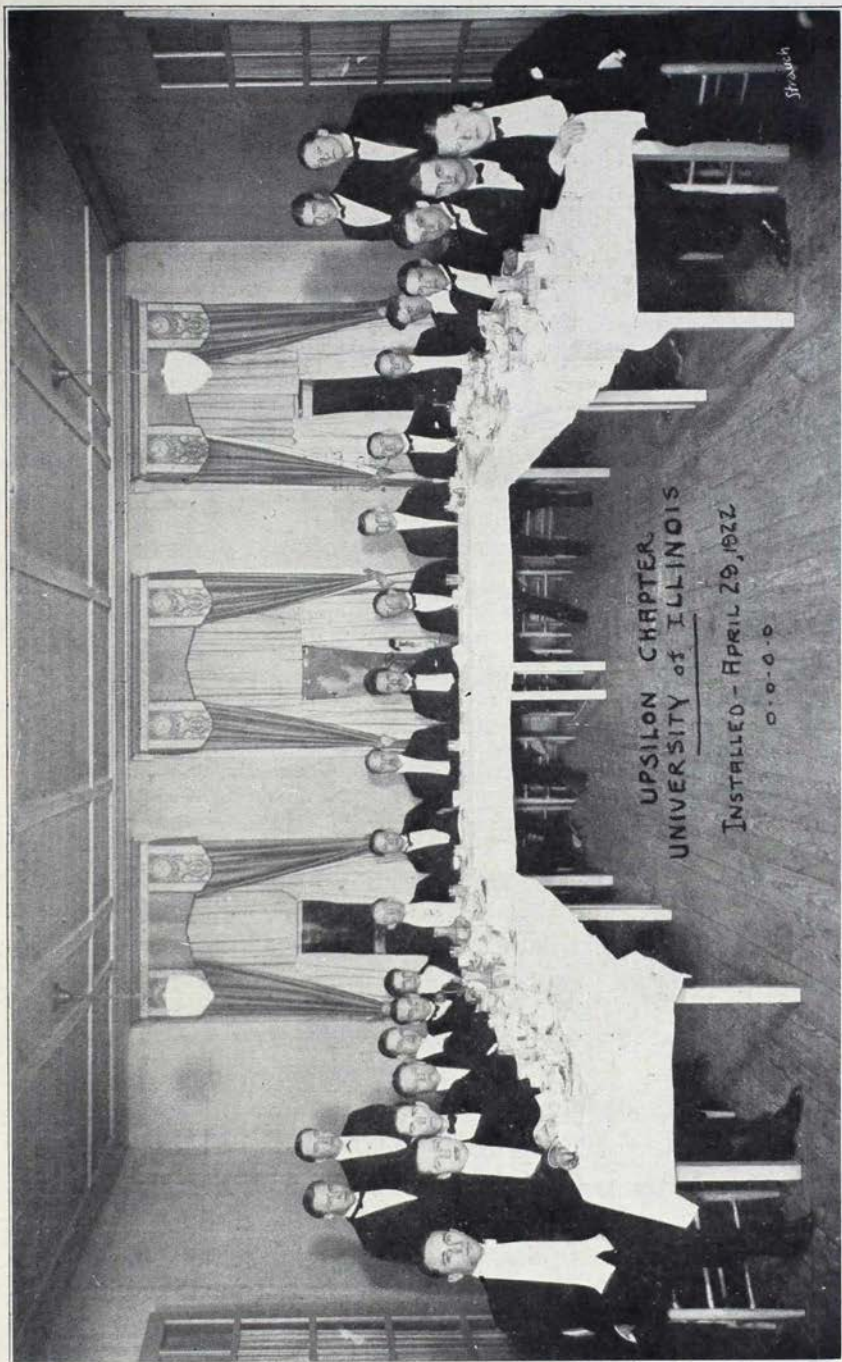
6. The advantages of positive versus negative statements have been so thoroughly dealt with in recent advertising literature that I shall not discuss the subject here.

7. See "Effective Speaking" by *A. E. Phillips* (The Newton Co.)

8. Even the truth is not always plausible. Modify it or omit it unless it is plausible. If the reader says to himself, "You insult my intelligence by expecting me to believe such rot", your case is lost.

9. There are many types of "statements which can be denied." One type is, "Of course I know you are a very busy man", which may lead your reader to say, "You don't know any such thing - - and what's more, I'm not."

10. One of the best salesmen it has been my good fortune to know used to say, "Make a claim, *and then prove it.*" I do not believe it is *always*



UPSILON CHAPTER
UNIVERSITY of ILLINOIS

INSTALLED - APRIL 28, 1922

0.0-0.0

Spang

necessary to prove *every* claim made in a sales letter - - but at least prove them to yourself before you send them out. If you will limit yourself to things which are plausible, and capable of being proved, you will avoid putting into your letter things which act only as obstacles in the path of getting the desired action from the reader. "This is the best stove made." Is it? The statement is not plausible. If made, it must be proved. Can you prove it in the time and space allotted?

* * *

"But", you may say, "with all that in the *opening*, won't it make the letter long and uninteresting?" Just the contrary - - it will make the letter *short* and *interesting*. We have space for just one example.

The object of our letter is to get a laundry owner to send for a sample of Belvue Starch. In the opening paragraph we want to convey all the following:

"We are writing to you about Belvue Starch and would like to have you order a sample keg on trial. We are going to tell you about all the advantages that you can derive through using it, including the advantage that it turns out nice work, which of course will please your customers and bring you more business and more profits. Other laundry owners are using this starch with good results and are securing these advantages - - advantages which please them very highly. For instance, we recently shipped a keg on trial to a laundry owner in Minneapolis, and when we asked him the other day how he liked it, he wrote us telling of his great satisfaction and of the many advantages that he is enjoying through the use of this starch, closing the letter with these words: "- - but the thing that pleases me most is the splendid work that it turns out - - work that pleases the trade and brings in the business." If you will use this starch you can enjoy the same advantages that he is enjoying. So send for a keg today."

That *is* dry and uninteresting, isn't it? Suppose we start the letter this way instead:

"- - but the thing that pleases me most", writes the owner of a Minneapolis laundry, "is the splendid work it turns out - - work that pleases the trade and brings in business."

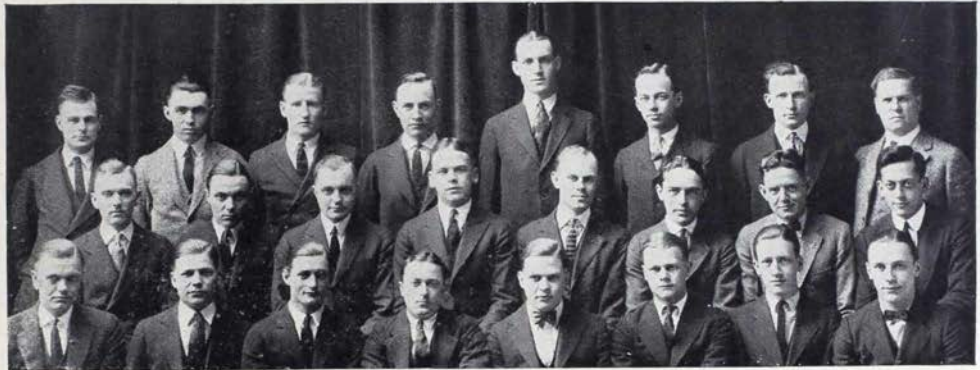
We had asked him how he liked the sample keg of Belvue Starch, and this is what he wrote:—

In a paragraph of forty-nine words we have said everything we said before and have done everything required by the ten rules. Kindly refer to the rules again as they are mentioned:

1. The letter has a beginning section.
2. The first fourteen words inform the reader that I shall tell him about something that pleases a man in the same business as himself. Then he quickly learns the reason for the pleasure - - that this "something" turns out nice work that brings more business. Then he learns that I am talking about starch, and that I send sample kegs on trial. From the statement that there is *one* thing

which pleases *most*, he knows that there are other advantages about which I shall tell him.

3. Like the athlete making a standing broad jump, we leap from a stand-still directly for our objective - - which in this case is to bring conviction that the starch is good and a desire to send for a keg on trial.
4. My opening *sentence* states or implies a very important piece of news - - that *here is something that will bring more business and more profits.*

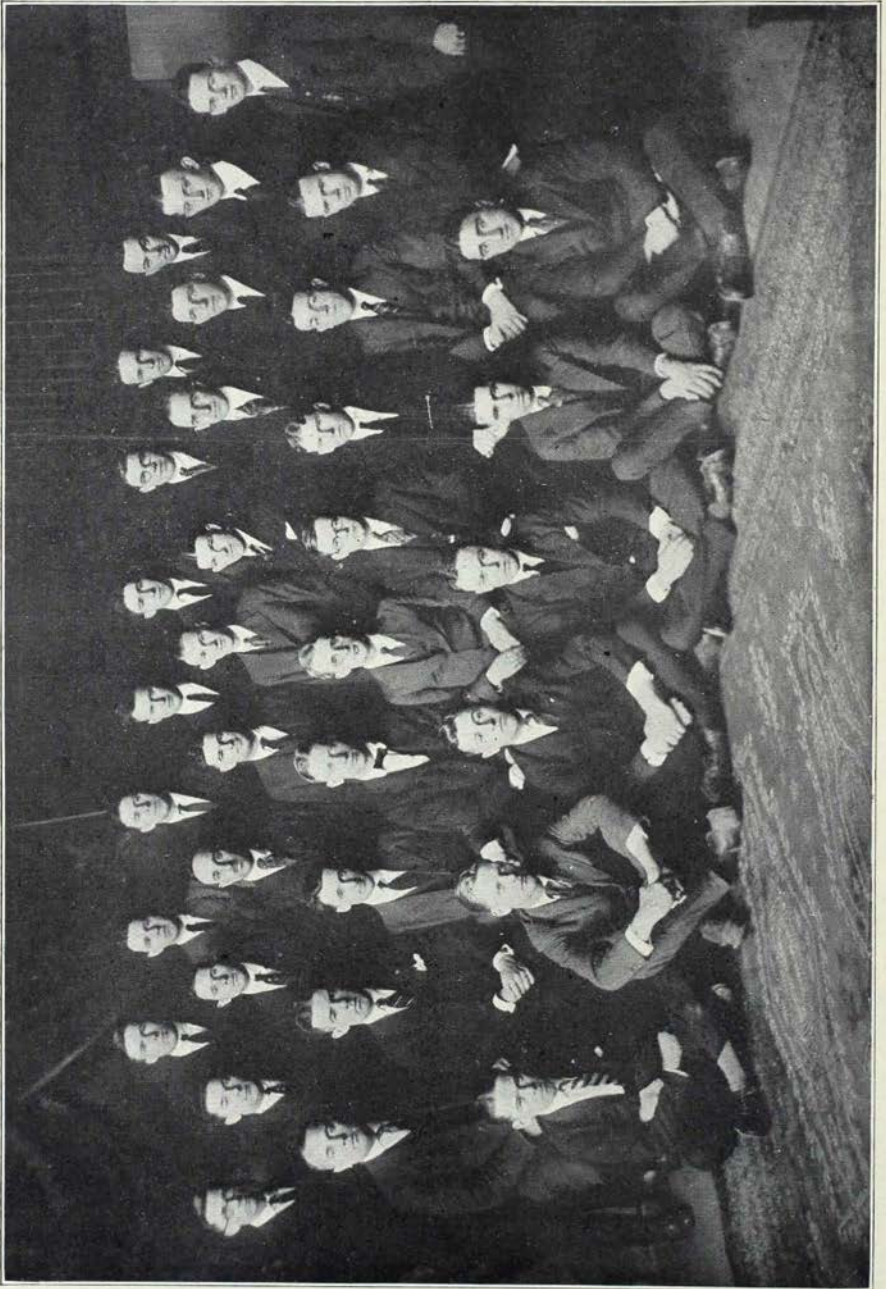


EPSILON CHAPTER, University of Iowa

5. If the truth of this important piece of news were admitted by the reader, it naturally would lead him to "Send for a trial keg today."
6. I suggest that by using this starch he will please his customers, get more business, and make more money, rather than that he will stop dissatisfaction, stop the loss of customers, and stop the loss of profits.
7. I make no claims myself. I depend entirely on testimony to bring out the claims that I want emphasized. In fact, I make a customer write my opening paragraph.
8. No statement is made that is not plausible.
9. No statement is made which the reader can deny.
10. The claims made are capable of being proved - - in fact I have practically proved them with the statement of a laundryman who says that the starch is doing these things for him.

* * *

There are other rules applicable to one or the other or all three parts of a sales letter, but I have every confidence that if a sales letter writer will simply observe these ten rules he will naturally fall into an observance of many of the others, and will have taken a long step toward assuring successful returns from his letters.



GAMMA CHAPTER BOSTON UNIVERSITY

A MESSAGE FROM THE PRESIDENT

I want to urge every member of the Fraternity who can make the trip to Chicago in September, to attend the Convention of the Fraternity at Beta Chapter on September 15, 16 and 17. This Convention will be very important and as large an attendance of brothers as possible is desired. Every chapter is expected to send at least one delegate, and some of the chapters situated near Chicago are going to send a dozen or more.

In addition to the important business to come before the Convention, there is a very entertaining social calendar prepared by Beta and you will have a wonderful time if you participate in all the activities offered. This program is published in full on the back cover.

AT BETA CHAPTER

NORTHWESTERN UNIVERSITY

72 CEDAR STREET -- CHICAGO, ILL.

SEPTEMBER 15, 16 and 17, 1922

As the Fraternity has experienced an exceedingly healthy growth during the past two years, it behooves us to co-ordinate our functioning powers into such an organization that will promote assured permanency of the Fraternity and increase our service to the universities, the communities and the brothers.

Attend the Convention. You will meet a mighty fine group of men; you will take pride in participating in the business affairs of the Fraternity that will insure our future; and you will have a wonderful time outside of the business sessions. Arrangements will be perfected by that time for the housing of all visiting brothers. Simply let my office know the date of your arrival and train, and you will find a Deltasig there to meet you and everything will be done during your stay to make you feel well repaid for the few days spent. ON TO CHICAGO!

Henry Gilbert Wright.

THE KEY AWARDS

THE Key of Delta Sigma Pi is awarded at all chapters with the exception of three, to that Senior who, upon graduation and in the judgment of the faculty of the school, ranks highest in scholarship for the entire course in Commerce. At Beta, Epsilon and Zeta, because of the conflicting awards previously established, the key is given to that Senior who, upon graduation and in the judgment of the faculty, ranks highest in scholarship, leadership and promise of future usefulness for the entire course in Commerce.

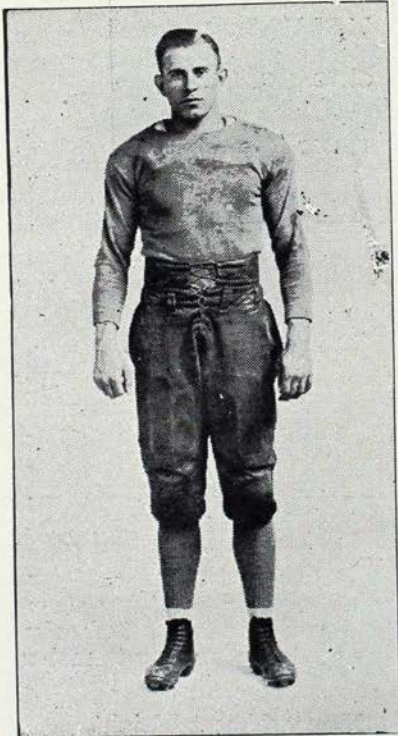
For 1922, the following were announced as winners of the Key:

Alpha	New York University	Miss Emily Bensinger
Beta	Northwestern University	Mr. Harold Nelson
Gamma	Boston University	Brother Raymond Mannix
Delta	Marquette University	Brother Emil J. Nelson
Epsilon	University of Iowa	Brother Frank Howes
Zeta	Northwestern University (Evanston)	Mr. Arthur Brown
Eta	University of Kentucky	Brother Joseph E. Lovett
Theta	University of Detroit	Brother Charles D. Dowe
Iota	University of Kansas	Mr. Domenico Gagliardo, Jr.
Kappa	Georgia School of Technology	Brother A. D. Sessions
Lambda	University of Pittsburgh	Mr. LaFayette L. Phelps
Mu	Georgetown University	Brother Philip M. Copp
Nu	Ohio State University	Mr. Frank Ayers
Omicron	Vanderbilt University	Mr. Ira Lusky
Rho	University of California	Mr. John G. Hatfield
Sigma	University of Utah	Brother Joseph R. Matson
Upsilon	University of Illinois	Mr. Ralph C. Jones

PROMINENT AT ZETA

BESIDES being an excellent student, Brother James J. Paterson of Zeta Chapter at Northwestern University, Evanston Division, is an athlete of more than ordinary ability. Brother Paterson has just been awarded the prize of \$50.00 given annually to the man elected to Deru, an honorary senior society, who has maintained the highest scholarship. Brother Paterson has also been elected to Beta Gamma Sigma, honorary commerce fraternity, and is Captain of the Northwestern Varsity Football Team and the outstanding star of same. He is a very active Deltasig and one of the most popular men on the campus. Undoubtedly even greater honors will come to him next year, his Senior year at Northwestern.

JAMES J. PATERSON



INSTALLATION OF NEW CHAPTERS

SIGMA, UNIVERSITY OF UTAH

INSTALLATION of the Sigma Chapter of the International Fraternity of Delta Sigma Pi was held at the Hotel Utah on the evening of Easter Sunday, April 16, 1922. Red roses, the official flower of the Fraternity, adorned the banquet table which held covers for twenty-eight, including Brother Hume G. Hunter, Mu, and Brother Beldon Gardner, Rho, who were the national representatives in charge of the initiation ceremonies. During the evening Brother A. Keate Cook acted as toast master. Toasts were responded to by several of the brothers.

Addresses to Sigma Chapter, outlining the progressive course Delta Sigma Pi expected of her chapters, were given by Brothers Gardner and Hunter. Response for Sigma was given by Head Master A. Willard Kirkham. The men seemed well pleased with the solemnity and impressive initiation program which was well conducted by our visiting brothers. The banquet in the evening was almost as impressive and we will long remember the interesting toasts that stirred our intellectual capacities to the utmost.

The evening was so well spent that the charter members of Sigma of Delta Sigma Pi did not know when to quit friendly conversations for at least one day. We were reminded of the late hour when the married men or the "just about" married men suggested that we disperse for the close of a memorable Easter.

TAU, MCGILL UNIVERSITY

THE School of Commerce of McGill University entered upon its career in 1906, but during the first ten years of its existence the School never registered more than fifteen or sixteen students.

During the four years of the war, the registration of the whole University was small, but in the fall of 1919, eighty-one freshmen joined the ranks of Commerce—an increase of over six hundred per cent over the preceding year. Almost one-half of these new students had returned from overseas and since then their number has been steadily increasing.

The social side of the School of Commerce is manifested in the Commercial Society which is the liveliest organization of its kind in the University. Brother MacKinnon was President of this group and Brother O'Brien Secretary for the 1921-22 session.

On February 11, 1922, thirteen members of the School, under the able leadership of Brother MacKinnon, met to consider the formation of a commerce fraternity, and, if possible, to establish a chapter of Delta Sigma Pi. It was decided to hold meetings every Tuesday evening for the purpose of getting together and for the discussion of business matters connected with the Fraternity. In due time, the following officers were elected:

Head Master—Alexander H. MacKinnon
 Senior Warden—Clayton F. Elderkin
 Treasurer—Clifford P. Wilson
 Scribe—G. Duncan Leckie
 Historian—Edward F. O'Brien

A chapter having been granted to be established as Tau, the date for the establishment was set for April 8. On that morning, the installation team, consisting of Brothers H. G. Wright, Beta; J. Buford Edgar, Beta, and Clarence B. E. Rosen, Gamma, arrived and were met by the local officers and members.

The initiation ceremonies were conducted in the afternoon at the Queens Hotel, following which a dinner was held, and telegrams from the General Officers and other chapters were read aloud. After the dinner, the main speeches of the evening were made by Brothers Wright, Edgar, Rosen and MacKinnon. Then each of the remaining brothers present said a few words and the evening came to an end with the McGill yell. All the members went away with a better understanding of the aims of Delta Sigma Pi than they had had before.

The names of the twenty-one members of Tau Chapter are as follows:

Leslie N. Buzzell	G. Duncan Leckie	R. Kenneth Scott
C. Fred Connor	Harold A. Martin	C. Boyd Smith
Stanley G. Dustan	Alexander H. MacKinnon	Clive R. Snyder
Clayton F. Elderkin	Roydon M. Morris	Frank T. Stanfield
John R. Hughes	Louis W. Mullen	Wade A. Taylor
G. Hubert Kersley	Edward F. O'Brien	Albert J. Tyler
David R. Ladore	Leslie G. Ogilvy	Clifford P. Wilson

UPSILON, UNIVERSITY OF ILLINOIS

TO have ideals and deep convictions regarding a subject is one thing, and to adequately express them so as to put into the mind of the reader the same ideals and convictions is quite another. But we have convictions and deep-rooted beliefs and would have the reader keep them in mind.

Why was Delta Sigma Pi petitioned? It was not a hasty move nor the result of rash judgment. Careful consideration and deep study were given the subject ere any definite action was taken. Two years ago, under the leadership of Brother Newby, a group of men banded together thought that some definite step should be taken to connect the students of the School of Commerce with the outside world and with the faculty. These men continued their observations for some time and confided their ideas to others until an association was formed called the Mercantile Club.

Seeing that our ideals could only be realized in our local school, we began to cast our eyes further. A bright star, as it were, led us until we petitioned Delta Sigma Pi, a fraternity of standards and ideals corresponding to our own. Accordingly, on the twenty-ninth day of April, 1922, Upsilon Chapter of Delta Sigma Pi was installed. We are now congratulating ourselves in the realization that we are a component part of such an organization.

The installation team was composed of Brothers Henry G. Wright, Beta; Charles E. Freeman, Beta; John W. Lasier, Zeta; Lloyd J. Fairbanks, Beta, and Paul K. Lovegren, Epsilon. At the time, Mayben P. Newby was installed as Head Master, Theodore Koerner, Jr. as Senior



C. ENURSE R. C. TEMPKILL L. J. FRANKMAN L. M. GOLDSER T. E. FETEV D. HEMMELBURG V. M. MEUER O. W. GERMAN R. E. SMITH C. R. WOOD



R. HALL

Delta Sigma Pi



J. C. TEEVAN



R. TEHEL



H. O. ROEMLER



J. W. DALTON



B. C. BRUMM



V. S. BOTTFELD



C. E. FREEMAN



H. E. BIRDWIN



J. W. MCMANUS



C. L. VOLCKHAUSEN



E. C. DAVIES



E. H. HOYT



H. B. FINNEY



W. J. CAVERLEY



T. M. WRIGHT



J. H. GILBY



B. T. GESTROOK



B. J. HARVORDEN, JR.



F. L. MCKENNA



D. J. DEAKERY



E. P. CLARK



H. G. WRIGHT



L. L. BOULE



R. F. MCLASKEY



H. W. HOYT



D. W. MUENCH



E. DEVON



M. C. KEMER



R. A. SORENSON



C. B. COLLINGWOOD



H. G. NELSON



R. A. DUTTON



L. H. KERBER, JR.



B. J. KRUEGER



R. H. SORENSON



H. P. PERRY



C. E. LINDSTROM



R. J. BODY



G. L. GARBOLS



E. R. WILSON



F. W. WARNER



J. E. SANDOWN



C. T. ROSS



J. H. WARNER



T. J. HAYWARD



E. T. CROZIER



E. R. WARNER



V. W. VROMAN



W. L. LIGHTBODY



D. J. KELLY

1921

1922

Warden, Emmons Kincaid as Treasurer, Joseph L. Williamson as Scribe, and Ronald E. Kinney as Historian. The other members were:

Paul A. Anderson	Alvin Gugeler Mathews	Jean L. Schureman
E. L. Bogart (Honorary)	Horace W. Olcott	William O. Sturdivant
John Wm. Corrington	Lester Pennington	Jean P. Ulbright
Frank G. Dickinson	Albert J. Pirie	George H. Walbert
Benjamin F. Duval	Burnham Rock	G. Watkins (Honorary)
Wilbur P. Hadley	Herbert E. Schimmel	
Clarence C. Herrmann	Irving E. Showerman	

The University of Illinois was incorporated February 28, 1867, under the name of the Illinois Industrial University, and was under the direction of a board consisting of the Governor, the Superintendent of Public Instruction, and the President of the State Board of Agriculture as members ex-officio, and twenty-eight citizens appointed by the Governor.

On March 2, 1868, the University opened its doors to students. The faculty then consisted of the Regent, John Milton Gregory, LL. D., and two professors. About fifty students were enrolled. In 1870 women were admitted to the institution and twenty-four availed themselves of the privilege that year. In 1885 the General Assembly changed the name to the University of Illinois.

The land occupied by the University at Champaign-Urbana, embraces 238 acres and also a farm of 991 acres. There are twenty-three buildings on the campus. The increase in enrollment from 1913-14 to 1920-21 was 71.4 per cent and at the present time there are 9,493 students enrolled.

PHI, UNIVERSITY OF SOUTHERN CALIFORNIA

IN order to present a brief historical sketch of the growth and achievements of the University of Southern California, it is only proper that we glance backward over its history to the year 1879. In July of that year, a deed of trust was made by O. W. Childs, I. W. Hellman and John G. Downey for the land upon which to found a university near Los Angeles, donors to A. M. Hough, J. P. Widney, E. F. Spence, M. M. Bovard, G. D. Compton and R. M. Widney as Trustees. These men, in response to a general feeling that the interests of Christian education demanded the establishment of an institution of higher learning in Southern California, may be considered the Founders of the University of Southern California.

The first building was erected upon the present campus site in 1880, and on October 4 of the same year, the institution was formally opened for the reception of students and the work of instruction was begun. Although requiring no particular religious faith, the institution, in accordance with the fundamental aims of its founders, stands for the effective promotion of Christian culture.

The first President was M. M. Bovard and actively associated with him was his brother, F. B. Bovard. These two gentlemen were very highly fitted for the splendid work to which they gave themselves in a very unselfish manner. Under their supervision the School consisted of a faculty of nine members and a student body of fifty members the first year. The growth in power and influence, as well as in numbers, was rapid from then on.

Today the University of Southern California stands as a leader and one of the great universities of the country. It consists of the Colleges of Liberal Arts, Commerce, Pharmacy, Religion, Speech, Education and also a Graduate School, on the Campus. The Colleges of Law, Dentistry and Music are in the City. In all there is an enrollment of over five thousand. Just this year Dr. Rufus Bernhard von Kleinsmid, a nationally known educator, was inaugurated President.

On January 27, 1920, the University Trustees authorized the establishment of the College of Commerce and Business Administration. Accordingly, the new college technically began its career with the beginning of the second semester of 1919-20. The more formal opening of Commerce work in the University as a distinct college, dates from the beginning of the school year, September 1920, at which time there was an enrollment of approximately two hundred and seventy-five students. Since then, under the leadership of Dr. Hunt, Dean of the College, the College has experienced a great growth and at the present time has a combined enrollment in the day and evening divisions of about nine hundred students.

Feeling that there was a place and a need within the College of Commerce for a chapter of a national Commerce fraternity, a local club consisting of twenty members was formed. This club was known as the Pi Sigma Delta Club, having as its aim the advancement of its members through closer association and affiliation with the commercial world. A petition was drawn up and presented to the International Fraternity of Delta Sigma Pi, and after due examination of the National Officers, and the consent of the chapters, a charter was granted for the twenty-first chapter, Phi, at the University of Southern California.

It was peculiarly fitting that May 13, 1922, should mark the installation of Phi Chapter of Delta Sigma Pi, as it was upon this date that the College of Commerce and Business Administration of the University of Southern California was admitted to the National Association of Collegiate Schools of Business, an association composed of the largest and most influential schools of Commerce in the country.

Our installation was held during the afternoon of Saturday, May 13, at the Clark Hotel, Los Angeles. The installing team was composed of John B. Guernsey, Alpha; Sylvester B. Hoffman, Beta; George F. Meitner, Delta; John A. Waldron, Alpha, and H. H. Hunter, Mu. Following the ceremony, a banquet was held at which time telegrams of congratulations from the various chapters and officers were read and addresses from the members of the installation team were delivered.

The following men constitute the charter members of Phi Chapter:

George H. Boeck
Harry B. Brown
Clayton D. Carus
Horace W. Day
Karl A. Didrickson
Roy N. Edwards
Hurray B. Heichert

Stewart Hunter
Milas L. Hurley
Maurice Keck
Dale Y. Kibby
Joe C. King
Hubert H. Love
Robert Reynolds

Russell N. Roberts
Reynold E. Rodenburg
Charles C. Scott
Robert C. Speed
William Y. Stewart
Joe H. Willson

CHAPTER LETTERS

ALPHA, NEW YORK UNIVERSITY

THE Annual Dinner of Alpha Chapter was held on May 13, with a large group in attendance. Brother MacDonald spoke of the work of the Chapter during the past year and stated that forty-two men had been brought into the fold. Brother Frank Morgan, Head Master-elect for the coming year, said that Alpha was to beat her record of this year, realizing as he did that this would require hard work and also the co-operation of the entire Chapter.

Brother Edgar outlined the progress accomplished during the past year by the National Organization. Brother Brisco put in a plea for Greater Honesty in Business and Brother Galloway gave an interesting description of his adventures among several of the chapters in the West. There were several other addresses and the remainder of the time was filled in ably by Brother Harry Cox, Toastmaster, and Gene Molyneaux.

The Spring Dance was held during April with an attendance of eighty-five couples. On June 2, there will be held an inter-fraternity dance at the Pomonock Country Club. The Chapter, Alpha Kappa Psi and Theta Chi are cooperating in this event.

A thrilling see-saw baseball game was played on May 27, between the brothers and members of the chapter of Alpha Kappa Psi. The brothers took the initiative and scored two runs in the first inning and after this the lead went back and forth until finally Alpha Kappa Psi won 12 to 9. The batteries for the Chapter were Mitchell and Mahnken, and for Alpha Kappa Psi, Lawson and Crooks.

At the last meeting, there were sixty-four men present which sets a new record for Alpha. At this meeting, officers for the coming year were elected. Efforts are now being made to hold several reunions during the summer months in the form of beach parties and dances. It is also rumored that two or three of our brothers are contemplating matrimony in the near future.

There were a number of the brothers elected to the honorary scholarship society, Delta Mu Delta, but the complete list is not now available.
June 1, 1922.

William J. Burke, Scribe.

BETA, NORTHWESTERN UNIVERSITY

THE activities of Beta, during the last three months of the school year, were confined, for the most part, to the School; the regular schedule of open house every other Monday night was, however, adhered to.

Brother Russell Saunders surprised everybody on the night of April 22, when he came through 100 per cent as a toastmaster, at the Annual Commerce Club Dinner and Meeting. He will no doubt be heard from again.

Four of the brothers played an important part in putting over the big Annual Banquet of the Commerce Club, which was held on May 13, at the Hotel La Salle. One hundred and seventy-five couples were in attendance and every one of them was in a happy, jovial frame of mind

throughout the festivities. Brother Tengwal was Chairman of the affair, and had, as his assistants, Brothers Book, Brumm and Kane.

Brothers Muench, Editor, and Crozier, Business Manager, of the Syllabus, did good work in this year's production of Northwestern's year-book, the Syllabus.

The final initiation of the school year, held on June 3, was attended by about sixty brothers, who enjoyed watching William E. Evans and Waldemar N. Johnson "get theirs." Immediately following the banquet in the evening, Brother Walter Dill Scott, President of the University, gave an excellent address on the combining of cultural with practical study. After short talks by Brother H. G. Wright, National President, and Head Master Caverley, the annual election of officers took place.

Plans are already under way for the Deltasig Convention which is to be held at Beta Chapter House on September 15, 16 and 17. Every effort will be made to show the visiting brothers a real time, and to make the occasion one that will do full justice to the Fraternity.

June 15, 1922.

Malcom McEachren, Scribe.

GAMMA, BOSTON UNIVERSITY

GAMMA Chapter has just finished another successful year. On April 20, four men were initiated. Following the initiation, a banquet was held at the Avery which was an event long to be remembered. The brothers turned out in large numbers and helped to put across one of the most spirited events of the year.

The brothers have not been losing any time in the other activities. Brothers Mannix and Hartnett were elected to the honorary scholarship fraternity, Delta Mu Delta. Brother Lawler was Associate Editor of Quibs and Cranks of the Syllabus, the Junior year book. He was also elected to The Owl, an honorary society. Brothers Timmons, Captain of the varsity baseball team, and Ruane, the snappy first baseman, have both played good games.

Brothers Sullivan and Shea have shown up well in the track squad. Brother Pitts has recently been appointed Assistant Registrar at the college of Business Administration.

The Boston University show, "Zero", turned out to be a big success. Brother Geake, playing the part of an English lord, exhibited his talent as a singer as well as an orator.

At the last meeting of the school term, the officers for the coming year were elected. Also, retiring Head Master Lockwood was elected to represent Gamma Chapter at the National Convention in September.

All the brothers wish Brother Rosen the best of luck who is about to enter the bonds of matrimony.

It was decided to keep the House open all summer. Therefore, any brothers who happen to be in Boston, drop in and receive the glad hand. There is plenty of room and always something doing.

June 1, 1922.

James J. Mahoney, Scribe.

DELTA, MARQUETTE UNIVERSITY

NO Sir, we are weeping no tears of sorrow, nor do we clutch at our hearts at the thought of breaking company with Marquette and the boys at the house. Frankly, if we do say it ourselves, the past year

has been a strenuous one with everyone striving to keep foremost the three cardinal principles of Delta Sig, and we are out to make the most of vacation times.

Our twelve seniors, Brothers J. A. Bongers, Cherney, Donohue, Handl, Huberty, Kleinheinz, Nelson, Somers, Spellman, Vaughan, Walkama and Witmeyer, of course remained around the house from the finishing of exams until Commencement, June 16th, a matter of two weeks and they were akin to a bunch of young colts straining for freedom and driving the rest of us around the house to distraction. But the day finally came and we were all on hand to give them the glad hand, when in flowing black gown and ministerial look they received the long sought sheepskin. Most of them are all settled in their respective fields and the Chapter fears not for their success.

Brothers Nelson '22, and Riley '21, have joined Brother Dooley '22, in the Internal Revenue Accounting Department. The former are participating in Washington's sweltering heat in their preparatory course before taking to the active field.

Brothers Fuss and Watson are sojourning in Yellowstone National Park for the summer, combining both health-getting and money-getting. Likewise, have Brothers Janes and Hart taken themselves to summer resort work, the former at Lost Lake, Wis., and the latter at Ludington, Michigan.

Since the last edition of the Deltasig Brother "Bess" Bongers has seen fit to desert us. She's a fine compliment to our brother of '21, and included in her achievements is the well-deserved title of Cook, Class A. Twelve of the brothers who schivereed them can attest to this fact.

Our Third Annual Dance this year by far eclipsed all others. In Brother Miller we sure have a past master at presiding over our social functions. To the Aster Hotel Roof Garden he took us where amid the bough covered roof and encircling palms the entire Chapter with sisters of Katherine MacDonald fame made merry until the chaperones and patrons, Dean and Mrs. C. R. Atkinson, Prof. and Mrs. Frank Murray, Dr. James A. Losty, Prof. J. J. Roach, rang for the elevators.

The many and interesting smokers of the year, with their business atmosphere, were outdone at the last get-together of the year when the entire chapter turned out en masse, all brothers, including the Dean and Father Deglman, being on hand. We digressed from the strict material things of life to listen to an inspiring talk and "Bits of Advice" that Father Deglman and the Dean had for us all, but particularly for the Seniors.

Our outdoor activities were more or less concentrated on long jaunts into the country, but the massing of enthusiasm was placed squarely behind our ball team. For beginners they did very well capturing five out of the six games they played.

The Hilltop, Marquette's Annual, is out and is a credit to the efforts of the Editors and Staff. Brother Kleinheinz performed excellent work in the Art Department, and the rest of the Fraternity did its part by filling the book with pictures. Brother Fuss is listed as President of the

Commerce Club, Brother McCarthy as President of the Harlequin Dramatic Club, and the Banderole, honorary commerce fraternity of which the great majority are Deltasigs, took unto themselves a sister in Lyda E. Thewalt, the first co-ed to be thusly honored. Brothers Rev. Geo. A. Deglman, Dean Atkinson, Nand Sing, and Charles Cherney are listed with the faculty.

And that just about finishes the year. There are a thousand little local achievements that Delta Sig is always referred to in a superlative reference and which makes history for Delta Chapter.

Our Seniors have gone—the last vestige of Delta Chapter's pioneers. But they have left us a record that will keep us ever on our toes to equal. We are fortunate in having such predecessors, Marquette in such graduates, and may their contribution to the great outside be as great as their help to us. As an integer of the International Organization, Delta Chapter has tried to hold and build up her share of responsibility. She glories in the acquisition and spreading of new chapters and extends a genuine invitation to all brothers to see Milwaukee.

See you at the International Congress at Chicago, in September—and then come on 1923.
June 16, 1922.

EPSILON, UNIVERSITY OF IOWA

THIS week at Iowa has been a busy one for the brothers with exams on the one hand, and the Conference Track Meet on the other hand. We had hoped to see a few brothers of other chapters on this occasion but we heard from none. As for the track meet, it was the best ever staged on Iowa Field. Illinois won with Iowa in second place. The meet was very exciting and many new records were made.

To go back to the Chapter events, our party held at Criterion Hall on May 19, was a huge success. Though the night was hot, it made little difference to anyone, for the music and the girls were all of the best.

On the following Sunday afternoon, Brother Wright honored us at our initiation. Six men were introduced into the Fraternity at that time. It was by far the most impressive initiation ever held here. Following this there was a banquet where President Wright gave an excellent view of the growth of the Fraternity and of the future policies.

Along the line of activities, we have not been slow. Brothers Upton and Peterson were elected to A. F. I., men's honorary Senior society. To have two of the twelve men elected means an honor to the Chapter. Brother Frank Howes was awarded the Delta Sigma Pi Key.

Of late several of the brothers have been led to the marriage altar. Brothers Glassgow, Lenthe, and Staley were the ones to get married.

The Chapter loses the following brothers by graduation: Brothers Howes, Peterson, Kenorthy, Dorr, McElroy, Benz, Carpenter, Penningroth, Stebbins, Jacobs and Sands. With twelve men leaving it means the Chapter will be somewhat crippled for a time but we have plans already laid for a good rushing season next fall.

Epsilon hopes that all the brothers will have a pleasant vacation and extends to all other chapters heartiest greetings.

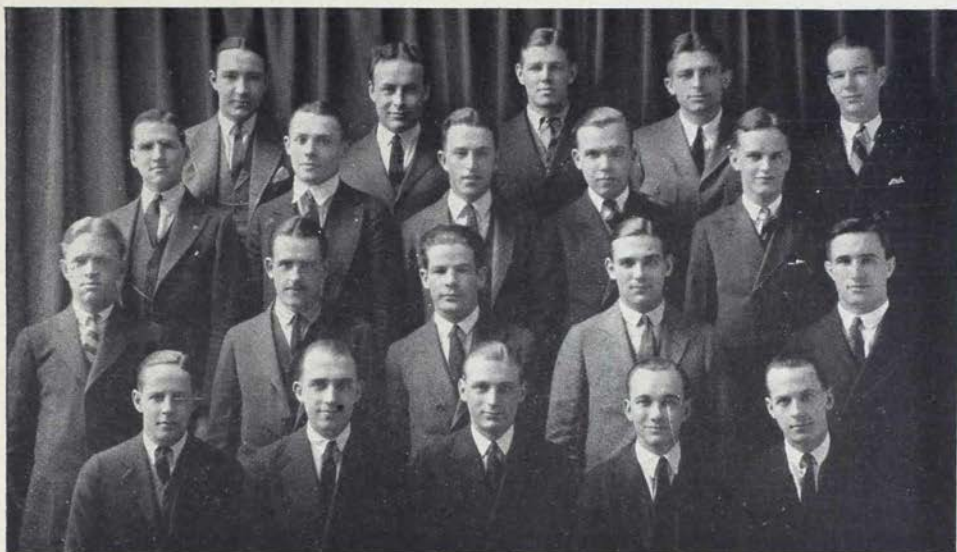
June 4, 1922.

Chris F. Dondore, Scribe.

ZETA, NORTHWESTERN UNIVERSITY (Evanston Division)

ZETA Chapter announces the addition of two invaluable men to its fold—Dwight M. Mills and Bernard McEachern, who were initiated at the North Shore Hotel on Sunday, May 28. The initiation was followed by a banquet at which practically all brothers were present.

The Chapter held an informal dance at the Delta Upsilon House, Saturday, May 13, which proved to be one of the bright spots of the social calendar due to the hard work of our brothers at the D. U. house.



ZETA CHAPTER, Northwestern University

A few of the activities and offices of Delta Sigma Pi men of this chapter may be of interest to other chapters. Brothers Paterson, McKenzie, Putman and Mills were elected to Deru, the honorary senior society—out of a total of 15; and Brother Paterson was promptly elected President, and awarded the Deru scholarship, which goes to that member of Deru who has maintained the highest scholarship standing. Brother McKenzie was re-elected Captain of the basketball team for next year and was also elected to head the Homecoming Committee for next year. Brother Mills was elected President of the Athletic Association which is a big job at Northwestern. Brothers Rost and Dillman were elected Vice-President and Treasurer respectively of the Commerce Club for next year; and Brothers McEachern and Dillman were elected President and Secretary of Beta Gamma Sigma for the coming year.

We have been holding regular semi-monthly luncheons and monthly business meetings as planned and have had some invaluable talks from various brothers on the various business problems of the day. We expect to carry on our work to an even greater degree next year.
June 10, 1922.

ETA, UNIVERSITY OF KENTUCKY

ETA Chapter has enjoyed the most eventful three months of its career during the last quarter. Three of its members have been awarded letters for athletic activities and one has been given the forensic K for debating. Brothers Jones and Tinsley won letters in the successful baseball season just closed, and Brother Wilhelm added another letter in track to the large number he has already gained in basketball, football and track. Brother Peal won the forensic K for work on the varsity debating team. He was also initiated into Tau Kappa Alpha, the honorary fraternity for oratory and debate. Brother Cova Watson has finished the distribution of what is considered to be the best year book that has ever been put out by the University. Brother Jones has been elected Vice-President of the Student Government, a place of great dignity and power as he is Chairman of the committee that regulates all the social affairs of the University. Brother Paul Cooper is the Assistant Coach of the baseball team, and will be with the Western League this season.

Brother Cova Watson has been selected as the official representative at the convention to be held at the Beta House in September. Several of the other brothers are expected to be there also.

Among the social affairs of our chapter we find dinners, parties and dances. The bi-weekly dinners held at the Phoenix Hotel proved to be great successes from the standpoint of increasing intimacy and meeting guests of the various members. A party at the home of Dr. Edward L. Wiest, one of our honorary members, was well attended, and was featured by the presence of the leading women students in Commerce. Our most elaborate function was that held at the home of Brother Frederick Kemp-Kefford. Brother Kemp-Kefford is a native of Australia, but is making his home at present with his relatives Mr. and Mrs. Tipton at the Tipton Homestead on the Russell Cave Pike. The Tipton home is one of the justly celebrated homes of the Bluegrass, and proves a delightful place to visit.

Eta Chapter has been favored this year with the presence of several visiting brothers. It is to be hoped that there will be still more next year. To all the members of the other chapters we send our wishes for a pleasant vacation.

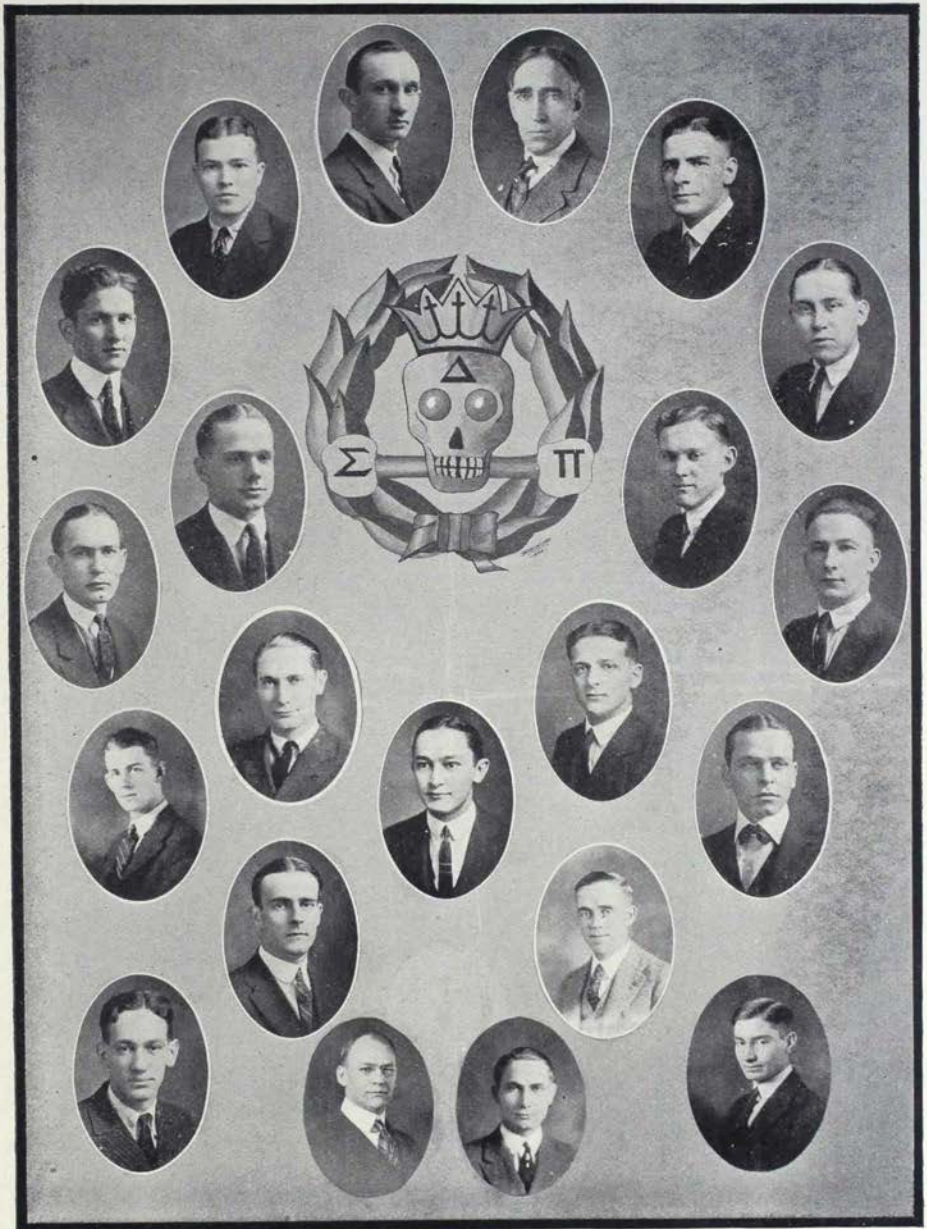
July 7, 1922.

W. H. Peal.

IOTA, UNIVERSITY OF KANSAS

THE school year has closed at Kansas University and with its ending eighteen brothers of Delta Sigma Pi received their degrees. By their graduation Iota loses many a faithful worker.

Plans have been made whereby the opening of the fall term of the School will find Iota located in a home of her own at 1244 Louisiana Street, Lawrence, Kansas. At the present time it is planned that eighteen men will board and room at the house. The obtaining of a house should greatly strengthen our organization though we have had no room for complaint in the past and hope that we shall have none in the future.



ETA CHAPTER, University of Kentucky

In all lines of activities Iota has been obtaining her share. Brother Wunch has represented Kansas on the debating team; McDonald won K's both in basketball and football; Brother Lashley is on the baseball squad; Brother Dickerson and Blaker have been taking parts in Kansas dramatics, while Brother O'Leary has broken the school record in the quarter mile and has been elected to Phi Beta Kappa.

At the spring initiation, May 20, the following men were taken into the Fraternity: Philip Osborne, Charles F. Heath, Floyd Huff Milo V. Hewitt, Mark L. Putman, Holland C. Pile, Wendell E. Smith, Francis Straulman, Charles C. Cox, Adolph Rupp, Dudley R. Wyandt, Ivo W. Parrott, James O. Harrison, and Orval G. Grubb. We were greatly helped in the ceremony by the presence of President Henry Gilbert Wright. We were very glad to have Brother Wright with us at the time and hope that he will be able to pay Iota many a visit. After the initiation ceremonies a banquet was held.

With the opening of school next fall Iota looks forward confidently not only in her own prosperity but also to the growth of the School of Economics and Commerce at Kansas.

June 2, 1922.

George R. Esterly, Scribe.

KAPPA, GEORGIA SCHOOL OF TECHNOLOGY

THE past school year, now at a close, saw Kappa Chapter one of the leading organizations in Georgia Tech without a doubt. We were out for big things and we think we accomplished even more than we expected to when we began.

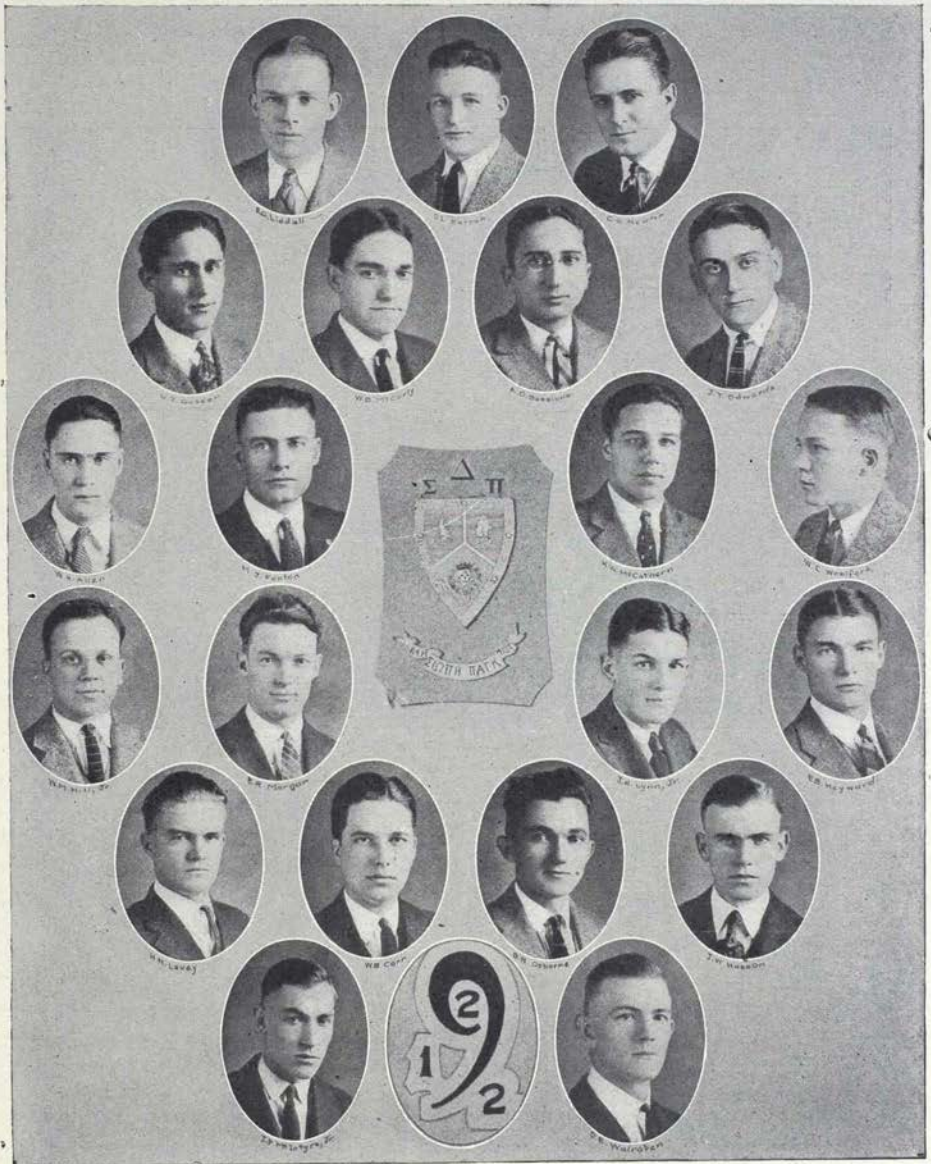
During the course of the year we had three dinners, with prominent speakers at all. Two initiations were held in which fourteen Neophytes were instructed as to the customs and traditions of Delta Sigma Pi, and the final function of the year was the Banquet held in the Wine-coff Hotel on May 29, with all of the members and pledges present. Mr. N. P. Pratt, President of Georgia Tech, was the principal speaker at the banquet, while there were many other outside honorary guests.

Brother Archie Sessions of Marietta is the winner of the Delta Sigma Pi Key this year. In the running for the Key eight out of the first ten men were Deltasigs. So that does not speak so badly for our Seniors. Brother Carr and Brother Sessions were also on the Tech Honor Roll.

Captain Barron and the rest of the Tech Baseball Team have just finished a successful season, when the awarding of the letters came around four Deltasigs were in the list and Brother Morgan was overwhelmingly elected the Captain of the 1923 Team. He will have two other Deltasigs to help him win the Southern Championship again. If not, we will beat Georgetown at least as they have one series on us now.

Brother Barron also is Captain of the Tech Football Team this fall, and he has also one Deltasig to help him put out the best team in the United States. We have turned that stunt once before and it looks as if Brother Barron will lead the team that is going to do it again.

In the recent school elections Brother Barron and Brother Morgan were elected President and Secretary of the Tech Athletic Association respectively. Brother Hill was elected to the Bull Dogs also.



KAPPA CHAPTER, Georgia School of Technology

The following will leave us this year by graduation and the best wishes of Kappa Chapter does certainly go with this group for we know what they are, and the world will find out their caliber in a short while. They are Brothers Fenton, Hasson, Heyward, McCarty, Levey, Newton, Sessions, Osborne, Liddell, Edwards, and Walraven. Most of these men made up the charter members of this Chapter and are certainly bound to succeed in the fight for "three squares and a bed to sleep in." May all of their troubles be little ones!



LAMBDA CHAPTER, University of Pittsburgh

The foundation of the Atlanta Alumni Chapter will take place in the fall and it is hoped at this time that a chapter house will be available and that the Thursday Noon Day luncheons will be also in order. Kappa hopes to make such a report at the National Convention. June 15, 1922.

MU, GEORGETOWN UNIVERSITY

WITH the end of the school year close at hand, Mu Chapter may well turn back with pride and pause for reflection upon its achievements. Gradually overcoming the difficulties which beset its path at the outset, it has, by the team-work and cooperation of its members reached an influential place in the school life and its varied activities. The progress which has marked the growth of the Chapter during the second semester may be largely attributed to the acquiring of a chapter house. This brought the members close together as nothing else could have done and served as an added incentive to accomplish even more.

About forty-five couples attended the Chapter's informal Easter Dance at the Lotus Studios on April 22, which proved to be the most enjoyable affair the Chapter has so far given.

Through the efforts of Brother Head Master Carmichael, who conceived the possible advantages in the representation of the Georgetown School of Foreign Service at the National Foreign Trade Convention in Philadelphia on May 10, 11 and 12, four students were selected to attend the Convention, one of whom was our Head Master. The purpose of the delegation was to familiarize themselves with the commercial problems and progress of today as discussed at the Convention and to bring before the business men of the United States a group of men who are technically trained and ready to assume their duties with the trade. The students were likewise represented at the National Chamber of Commerce Convention in Washington, D. C., and the procedure was similar to the schedule followed at the Philadelphia Convention. It is unquestionable that such representation will rebound to the benefit of the students.

A closed smoker was held at the Chapter House on May 6, at which the Neophytes furnished the entertainment to the delight of the brothers present. Then followed the week of probation during which the Neophytes were shown the beauties of nature, as well as the pitfalls along the Potomac, the Zoo and elsewhere. Then came initiation on May 13, when the following men were enlightened as to the mysteries of Delta Sigma Pi: Thomas J. Groom, Elmer W. Luecker, O. K. Smith, John G. Palcho, Walter L. Murphy, Julian B. Foster, L. W. Smead, Russel H. Benton, Edward F. Murray, Patrick L. Feore and T. E. Lyons.

The credit for organizing the first interfraternity council at Georgetown goes to Brother Cremer. This council has been named the "Pan Hellenic Congress of Georgetown University," and due to the untiring efforts of Brother Cremer its organization has now been completed. We are eagerly looking forward to inter-fraternity basket ball games, dances, and the many other benefits which this Congress will bring into being.

On June 3, in the Gold Room of the Ebbitt Hotel, there will gather the members of Mu Chapter in an informal banquet to celebrate the hitching of our star to Delta Sigma Pi. Indications point that this will be the biggest affair in the history of the Chapter.

Brothers Smith, Benton, Luecker and Lyons are taking the trip to Mexico City this summer and upon arrival there will be joined by Brother Hunter, now at the University of Southern California. This trip has been arranged for all Federal Board students who desire to go.

At our regular meeting of May 28, the following officers were elected to guide the destinies of Mu Chapter for the school year beginning October 1, 1922: Head Master, Elmer W. Luecker; Senior Warden, Charles O. Frey; Treasurer, John R. Tindall; Scribe, G. Stanley Shoup; Master of Ceremonies, James H. Flanagan; News Editor, Harold T. Dillon. These officers will be sworn in at the banquet on June 3. At the same meeting Brother M. A. Cremer was elected the delegate of the Chapter to the Chicago Convention, with Brother James A. DeForce as alternate.

Brothers Banda, Carmichael, Pearce and Copp will receive the degree of Bachelor of Foreign Service this June, and Brothers Cremer, Tutt and Windom will receive the degree of Master of Foreign Service.

DELTA SIGMA PI
 GEORGETOWN SCHOOL
 OF FOREIGN SERVICE

T. GILMARTIN, T. BROWN, H. H. PREJEAN, W. T. MORAN, M. T. DILLON, W. H. LONO, T. M. COFF, E. A. CHAPMAN, J. P. ERWIN, E. D. MORSE, W. S. FRANK, E. L. TULLY, J. A. CARROLL, H. A. OSWELL, F. V. PIGAN, P. M. HONIG, J. H. TINDALL, G. G. BEN, W. H. POPE, C. G. FREY, R. F. COMEAU, G. S. SHARP, W. PEARCE, S. W. LINDARD, F. EDWARDS, P. W. HUNTER, J. A. DIERCK, F. H. WINDOH, C. D. SHIPLEY, E. T. JONES, H. J. LANGAN, W. BLANCH, B. H. WINDOH, J. DRYOR

Edwards

Although there are quite a few men graduating this year the majority of them are planning to return to school next fall, and according to a recent canvass there should be approximately 35 men on the active roll to "carry on" when the curtain rises the latter part of September. May 29, 1922.

G. Stanley Shoup, Scribe.

NU, OHIO STATE UNIVERSITY

ON Tuesday, June 13, sixteen of the brothers of Nu Chapter will have walked down Long Walk for the last time, clothed in cap and gown, and ready to go forth and "battle the world." With but a few exceptions, the brothers that are to leave our ranks this year, were charter members of Nu Chapter and have had the privilege and good fortune of witnessing the creation and the development, through their own untiring efforts, of an organization which today stands second to none in the College of Commerce. In spite of the many obstacles that have attended the attainment of our success, it is with a feeling of satisfaction of having overcome these obstacles that the outgoing men can look back upon those scenes which will be forever memorable to them, and as they go their way in the world may their many successes and achievements exemplify the spirit and ideals of Delta Sigma Pi.

On Tuesday, May 23, Nu Chapter entertained rushees at a smoker. Professor Van Cleef of the Department of Economic and Social Geography of the College of Commerce, who was formerly a member of the faculty of the University of Leipsic, Germany, gave a splendid talk on "Fraternalities in Europe." This was followed by a fine lunch which marked the closing of our social activities for the current year.

At a meeting of the Faculty on May 19, a formal vote of appreciation was unanimously passed and extended to the members of the Chapter for the actual services rendered in taking care of the Economics Library gratis for the last few months of the school year, during which period it would have otherwise been closed for want of funds.

Brother Bergen, our Historian, has recently been elected to Sphinx, Senior Honorary Society, and has also been chosen editor of the Sun Dial, the University humorous publication. The University tennis team, under the captaincy of Brother Wirthwein, has enjoyed a very successful season.

At the last chapter meeting of the year, Brother Al Grosjean was chosen as the official delegate to the Delta Sigma Pi Convention to be held at Chicago next September.

June 10, 1922.

F. W. Papenhagen, Scribe.

XI, UNIVERSITY OF MICHIGAN

AS Xi Chapter looks back over the year that is just closing it has every reason to be proud. A year ago we had a loose organization called the Deltasig Club and consisting of about a dozen men. Meetings were held in the Michigan Union whenever the President could round up six or eight members. Now we boast of a membership of thirty-five; we have a fine home where most of the brothers live and all of them eat; we have been admitted and duly installed into the Fraternity of

Delta Sigma Pi; and we have already been recognized as a real force on the Michigan Campus.

On May 19, the Fraternity held its Spring Formal at the Washtenaw Country Club and the affair was a grand success. Our faculty members, Brothers Cambell and Edmonds, with their wives acted as chaperones. To have seen them one would have thought they were sixteen year old boys.

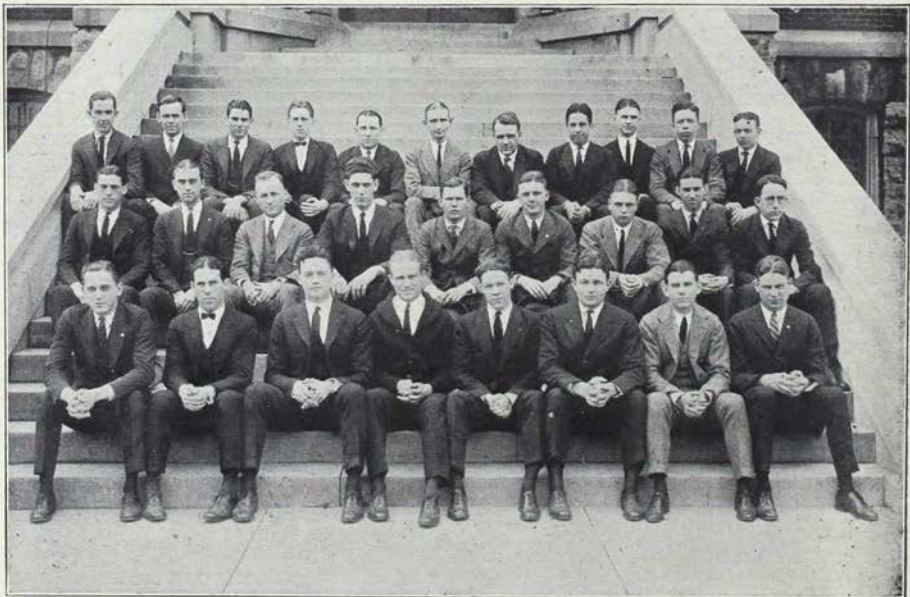
Brother Price recently won first place in the half-mile in a dual meet with the University of Chicago. Brother Thomas has led the Band through the most successful year of its existence. Brothers Reinke and Staubach have been elected President and Treasurer respectively of the Commerce Club for the next year to replace Brothers Rath and Slatery who held these offices during the year. Several of the other brothers have held high positions on the Campus and we feel that they have represented the Fraternity well. We look forward to next year with great enthusiasm and intend to make it even more successful than the one which is just ending.

June 15, 1922.

H. J. Potter, Scribe.

OMICRON, VANDERBILT UNIVERSITY

HE Omicron Chapter of Delta Sigma Pi closed its first year in Vanderbilt with a banquet at the Hermitage Hotel on May 25. This was the best of the many enjoyable occasions that the Chapter has had this year and the enthusiasm evinced augurs well for the future of it in Vanderbilt.



OMICRON CHAPTER, Vanderbilt University

Head Master Kuhn, acting as toastmaster at the banquet, summed up the work for the year and predicted that even a greater showing would be made next year, now that the Chapter is well on its feet and

that we lose only four men by graduation. Interesting and entertaining speeches were made by Brother H. C. Coil, faculty member, and the retiring seniors, Brothers A. M. Dantzler, "Pink" Lawrence, "Gabby" Street, and L. C. Auten.

Three members of the Chapter were elected to the Artus Club, an honorary economics fraternity. They were Brothers Butler, Powell and Sensing. Brothers Kuhn, Richardson and Bell have finished a successful season in baseball. Also two of the brothers return for varsity football next fall—Brothers Sharp and Mixon.

Brother J. L. Templeton has been elected as the official delegate to the National Convention at Chicago. Brother M. C. Gordon, Head of the Department of Business Administration, also expects to attend as he will take some special work at the University of Chicago this summer and fall.

Altogether, we feel that Delta Sigma Pi has made a very good showing for its first year in Vanderbilt and we look forward to next year with confidence of our continued program.

May 31, 1922.

Thurman Sensing, Scribe.

PI, UNIVERSITY OF GEORGIA

THE brothers of Pi Chapter have for the past two weeks been under the mental strain which always accompanies the final examinations. Much mid-night oil has been burned but the work was done with a spirit anticipating the play which is to come soon.

The banquet, planned to have been given after our last initiation, was postponed until commencement when it will be listed in the regular program of commencement festivities. Every one has been looking forward to this occasion with a hungry look. In case any one has missed a good time for the past month, it can be made up for on this occasion. From all reports the table will be decorated with something besides flowers. There is only one requirement for this banquet—leave your hat at home and B. Y. O. W.

On May 6, we held our last initiation of the school year, adding fourteen men to our ranks. The hostilities began at nine o'clock and the entire evening was a continued thrill. Most of the initiates showed wonderful endurance. The new men added a great deal to the strength and interest of our chapter.

At our last regular meeting, one of unusual interest and display of real fraternal spirit, the following officers were elected for the next year: Brother Beal, Head Master; Brother Winn, Senior Warden; Brother Rivers, Treasurer; and Brother Williamson, Secretary. Each of the new officers is capable of leading the Chapter to higher standards. Also at this same meeting the Chapter passed on twenty-five Freshmen who have already been pledged to become brothers next year. We are a little boastful of these new pledges as they are twenty-five of the best students in school this year.

With these added forces, new members, new pledges, a chapter house next year, and several months of experience, Pi is going to begin the school year with a determination to put the Chapter in the foremost ranks.

June 10, 1922.

O. W. Chandler.

*The International Fraternity of***DELTA SIGMA PI**

Founded at New York University

November 7, 1907

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

GENERAL OFFICERS**PRESIDENT****Henry Gilbert Wright, Beta**

Residence—72 Cedar Street, Chicago.....Superior 2384

Business—1100 Majestic Building, Chicago.....Randolph 0396

SECRETARY-TREASURER**J. Buford Edgar, Beta**Business, care of Retail Research Association,
225 Fifth Avenue, New York.....Madison Square 9400**DIRECTORS****Alexander F. Mackay, Alpha**

Business—347 Fifth Avenue, New York.....Vanderbilt 1734

Harvard L. Mann, Gamma

Business—Care Sparks, Mann & Co., 53 State Street, Boston.....Main 2071

Frank J. McGoldrick, Alpha

Residence—164 East 37th Street, New York

Business—81 Fulton Street, New York.....Beekman 4700

CATALOGUER**Clarence B. E. Rosen, Gamma**.....Room 70, 89 State Street, Boston**OFFICIAL PUBLICATION—"THE DELTASIG"****Editor—Paul K. Lovegren, Epsilon**

Residence.....LaGrange, Ill.

Assistant Editors—J. Raphael Coyle, Delta, Residence.....72 Cedar Street, Chicago, Ill.**Charles E. Freeman, Beta, Residence**.....7424 Calumet Ave., Chicago, Ill.**STANDING COMMITTEES****Constitution, By-Laws and Ritual****Frank J. McGoldrick, General Chairman. Res. 164 East 37th Street, New York****Sub-Committee on Constitution and****By-Laws****Sub-Committee on Ritual****Frederick H. Bradshaw, Beta, Chairman** **Earle R. Hoyt, Beta, Chairman****Thomas McClelland, Alpha** **James R. Leonard, Alpha****Harvard L. Mann, Gamma** **M. A. McManus, Gamma****Committee on Extension****Philip J. Warner, Alpha, General Chairman. Bus. 20 Vesey Street, New York**

 CHAPTER ROLL

ALPHA

New York University

Head Master.....	Frank B. Morgan.....	21 Tonnele Avenue, Jersey City, New Jersey	Phone
Senior Warden.....	Thomas F. Hickey.....	560 Dean Street, Brooklyn, New York	
Treasurer.....	Guy L. Estey.....	696 West End Avenue, New York, New York	
Scribe.....	E. W. Skidmore.....	935 East 14th Street, Brooklyn, New York	

BETA

Northwestern University (Chicago Division)

Chapter House, 72 Cedar Street, Chicago. Phone, Superior 2384

Head Master.....	Chas. E. Freeman.....	732 Sherman Street, Chicago, Illinois
Senior Warden.....	B. C. Brumm.....	72 Cedar Street, Chicago, Illinois
Treasurer.....	L. J. Fairbanks.....	72 Cedar Street, Chicago, Illinois
Scribe.....	Malcolm McEachren.....	947 Margate Terrace, Chicago, Illinois
News Editor.....	C. G. Collingwood.....	76 East Lake Street, Chicago, Illinois

GAMMA

Boston University

Chapter House, 134 Newbury Street, Boston. Phone, Back Bay 59650

Head Master.....	Joseph J. Lawler.....	134 Newbury Street, Boston, Mass.
Senior Warden.....	Edgar Pitts.....	134 Newbury Street, Boston, Mass.
Treasurer.....	Arthur P. Shee.....	134 Newbury Street, Boston, Mass.
Scribe.....	James J. Mahoney.....	134 Newbury Street, Boston, Mass.

DELTA

Marquette University

Chapter House, 129 13th Street, Milwaukee, Wis. Phone, Grand 1005

Head Master.....	Bernard Barzen.....	129 13th Street, Milwaukee, Wisconsin
Senior Warden.....	Joe Fuss.....	129 13th Street, Milwaukee, Wisconsin
Treasurer.....	Bernard O'Sullivan.....	129 13th Street, Milwaukee, Wisconsin
Scribe.....	Edmund McKune.....	129 13th Street, Milwaukee, Wisconsin

EPSILON

University of Iowa

Chapter House, 114 South Clinton Street, Iowa City, Iowa. Phone 698

Head Master.....	Angus L. Cotton.....	114 South Clinton St., Iowa City, Iowa
Senior Warden.....	Wm. E. Carpenter.....	114 South Clinton St., Iowa City, Iowa
Treasurer.....	H. S. Bunker.....	114 South Clinton St., Iowa City, Iowa
Scribe.....	Christian F. Dondore.....	214 North Capital Street, Iowa City, Iowa
News Editor.....	Robert T. Kenworthy.....	714 East College St., Iowa City, Iowa

ZETA

Northwestern University (Evanston Division)

Head Master.....	Lester M. Branch.....	Phi Delta Theta House.....	Evanston 1056
		Evanston, Illinois	
Senior Warden.....	Reding Putman.....	Phi Delta Theta House.....	Evanston 1056
		Evanston, Illinois	
Treasurer.....	Arthur F. Reed.....	Delta Epsilon House.....	Evanston 1548
		Evanston, Illinois	
Scribe.....	David B. Rost.....	Scribbler House.....	Evanston 792
		Evanston, Illinois	

CHAPTER ROLL (Continued)

ETA

University of Kentucky

Head Master.....Otis L. Jones.....Alpha Sigma Phi House, Lexington, Kentucky
 Treasurer.....Beverly B. Mann.....Sigma Nu House, Lexington, Kentucky
 Scribe.....A. V. McRee.....Tau Delta Alpha House, Lexington, Kentucky

THETA

University of Detroit

Chapter House, 965 E. Jefferson Avenue, Detroit, Mich. Phone, Main 4663

Head Master.....William F. Gregory..1239 Washington Blvd., Detroit, Michigan
 Senior Warden..Lawrence F. Hess.....4455 Meldrum Avenue, Detroit, Michigan
 Treasurer.....B. T. Shanley.....1082 Field Avenue, Detroit, Michigan
 Scribe.....Richard P. Sheridan..666 Warren Avenue, West, Detroit, Michigan
 News Editor.....Elmer W. Hess.....4455 Meldrum Avenue, Detroit, Michigan

IOTA

University of Kansas

Head Master.....Samuel A. Boyer.....1244 Louisiana Street, Lawrence, Kansas
 Senior Warden..Harold P. Shores.....1244 Louisiana Street, Lawrence, Kansas
 Treasurer.....Archie M. Larkin.....1244 Louisiana Street, Lawrence, Kansas
 Scribe.....George R. Esterly.....1244 Louisiana Street, Lawrence, Kansas
 News Editor.....Harry L. Stover.....1244 Louisiana Street, Lawrence, Kansas

KAPPA

Georgia School of Technology

Head Master.....E. R. Morgan.....334 W. Peachtree Street, Atlanta, Georgia
 Senior Warden..J. F. McIntyre.....Georgia Tech, Atlanta, Georgia
 Treasurer.....J. H. Lynn, Jr.....429 Luckie Street, Atlanta, Georgia
 Scribe.....W. B. Carr.....18 West North Avenue, Atlanta, Georgia

LAMBDA

University of Pittsburgh

Head Master.....S. F. Wilmoth.....831 Heberton Ave., E. E., Pittsburgh, Pa.
 Senior Warden..William D. McVey.....Pittsburgh U., Y.M.C.A., Pittsburgh, Pa.
 Treasurer.....William C. Osborne.....1131 Lancaster Ave., Pittsburgh, Pa.
 Scribe.....C. Ira Brinkerhoff.....105 Dinsmore Ave., Crafton, Pa.
 News Editor.....Adley W. Hemphill...5816 Kentucky Ave., Pittsburgh, Pa.

Highland 2147-R
 Schenley 3677
 Franklin 3861-J
 Victor 643-M
 Highland 8885

MU

Georgetown University

Chapter House, 1412 21st St., N. W., Washington, D. C. Phone, North 8375

Head Master.....Elmer W. Luecker...1412 21st Street, N. W., Washington, D. C.
 Senior Warden..Charles O. Frey.....1412 21st Street, N. W., Washington, D. C.
 Treasurer.....John R. Tindell.....1412 21st Street, N. W., Washington, D. C.
 Scribe.....G. Stanley Shoup.....1412 21st Street, N. W., Washington, D. C.
 News Editor.....Harold T. Dillon.....1102 Fifth Street, N. W., Washington, D. C.

CHAPTER ROLL (Continued)

NU

Ohio State University

Head Master.....	Al Grosjean.....	1835	Indianola Avenue, Columbus, Ohio
Senior Warden.....	William S. Custer.....	2000	Indianola Avenue, Columbus, Ohio
Treasurer.....	David H. Crossland.....	1932	Waldeck Avenue, Columbus, Ohio
Scribe.....	F. W. Papenhagen.....	1835	Indianola Avenue, Columbus, Ohio

XI

University of Michigan

Chapter House, 803 South State St., Ann Arbor, Mich.

Head Master.....	Dolph Lain.....	803	S. State Street, Ann Arbor, Michigan
Senior Warden.....	Donald Van Stone.....	803	S. State Street, Ann Arbor, Michigan
Treasurer.....	Gifford Adams.....	803	S. State Street, Ann Arbor, Michigan
Scribe.....	Blair Swartz.....	803	S. State Street, Ann Arbor, Michigan
News Editor.....	Willard Gruschow.....	803	S. State Street, Ann Arbor, Michigan

OMICRON

Vanderbilt University

Head Master.....	Oliver W. Kuhn.....	2004	Terrace Place, Nashville, Tenn., Hemlock 223
Senior Warden.....	S. C. Herlin.....	200	Third Avenue, Nashville, Tenn., Hemlock 1081
Treasurer.....	M. J. Jackson.....	2016	Terrace Place, Nashville, Tenn., Hemlock 93
Scribe.....	Thurman Sensing.....	59	Kissem Hall, Nashville, Tennessee
News Editor.....	J. M. Shevlin.....	2012	Broad St., Nashville, Tenn. Hemlock 2492

PI

University of Georgia

Head Master.....	O. W. Chandler.....	158	Dougherty St., Athens, Ga.....1768
Senior Warden.....	M. R. Bell.....	257	Pulaska St., Athens, Ga.....424
Treasurer.....	J. L. Davis.....	186	W. Hancock Ave., Athens, Ga.....1691
Scribe.....	L. S. Winn.....	115	E. Hancock Ave., Athens, Ga.....1163
News Editor.....	B. Davison.....	524	Prince Ave., Athens, Ga.....305

RHO

University of California

Head Master.....	Belden S. Gardner.....	2300	Warring Street, Berkeley, California
Senior Warden.....	Allan A. Morse.....	365	Hillside Avenue, Piedmont, California
Treasurer.....	Robert C. King.....	2701	Hearst Avenue, Berkeley, California
Scribe.....	Frank A. Waring.....	2701	Hearst Avenue, Berkeley, California

SIGMA

University of Utah

Head Master.....	Alvin W. Kirkham.....	1056	Yale Avenue, Salt Lake City, Utah
Senior Warden.....	George W. Cliff.....	447	S. Third Street, East, Salt Lake City, Utah
Treasurer.....	Walter H. Reese.....	361	North Second West, Salt Lake City, Utah
Scribe.....	Lee Pitchforth.....	660	Elizabeth Street, Salt Lake City, Utah

TAU

McGill University

Head Master.....	G. D. Leckie.....	164	Mansfield Street, Montreal, Quebec
Senior Warden.....	C. F. Connor.....	164	Mansfield Street, Montreal, Quebec
Treasurer.....	W. A. Taylor.....	164	Mansfield Street, Montreal, Quebec
Scribe.....	C. P. Wilson.....	164	Mansfield Street, Montreal, Quebec

CHAPTER ROLL (Continued)

UPSILON

University of Illinois

Head Master.....	John W. Corrington.....	404 Daniel Street, Champaign, Illinois
Senior Warden.....	J. L. Williamson.....	104 East John Street, Champaign, Illinois
Treasurer.....	R. E. Kinney.....	1005 South Fourth Street, Champaign, Illinois
Scribe.....	W. P. Hadley.....	104 East John Street, Champaign, Illinois

PHI

University of Southern California

Head Master.....	Dale Young Kibby.....	1078-B West 39th St., Los Angeles, California
Senior Warden.....	Joe Hill Willson.....	504 West 31st Street, Los Angeles, California
Treasurer.....	R. E. Rodenburg.....	2913 South Flower St., Los Angeles, California.
Scribe.....	Karl A. Didrickson.....	2831 Ellendale Place, Los Angeles, California
News Editor.....	Horrace W. Day.....	1723 West 9th Street, Los Angeles, California



National Convention

September 15, 16 and 17, 1922

PROGRAM

Friday, September 15

- 7:00 A. M. Arrival of delegates and assignment to quarters.
- 9:00 A. M. Presentation of credentials.
- 10:00 A. M. Convention convenes at Beta Chapter House.
- 1:00 P. M. Luncheon, Old Town Club, 317 Plymouth Court.
- 2:30 P. M. Business session resumed.
- 7:00 P. M. Dinner Dance, Edgewater Beach Hotel.

Saturday, September 16

- 9:30 A. M. Business session resumed.
- 1:00 P. M. Luncheon, The Drake Hotel.
- 3:00 P. M. Initiation at Beta Chapter House.
- 6:30 P. M. Banquet by Beta Chapter, University Club.
- 10:00 P. M. A tour of Chicago's night life.

Sunday, September 17

- 9:00 A. M. Automobile tour of Chicago's famous boulevards and parks.
- 12:30 P. M. Luncheon.
- 2:00 P. M. Golf tournament and tennis tournament.
- 6:30 P. M. Dinner, Chicago Yacht Club.
- 8:15 P. M. Theatre Party.

Your Fraternity Expects You!

AT BETA CHAPTER

NORTHWESTERN UNIVERSITY

72 CEDAR STREET - - CHICAGO, ILLINOIS

TEAR OFF THIS COVER FOR YOUR CONVENIENCE