

*The*  
**DELTA SIG**

Volume XVII

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Issue 1



**Acceptances and the Business Man**

By A. M. Nielson, Sc.D., Alpha

**Mexico a Natural American Market**

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**Personal Recollections of Ger-  
many in 1923**

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**The  
1924 Congress of Chapters**









# The DELTASIG

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## Acceptances and the Business Man

A. M. Nielson, Sc.D. *Alpha*

### HISTORY OF ACCEPTANCES

ACCEPTANCES in this country are comparatively new and as such do not meet with the hearty approval of the average American business man, who in matters of banking and credit is the most conservative in the world.

Before the Civil War in this country a large part of the wholesale business of the United States was financed by drafts drawn upon the purchaser by the seller. These drafts were payable in thirty, sixty, or one hundred-twenty days and in some cases as much as three years. They were presented to the debtor, or as we now term it, drawee, who "accepted" them if they were in order and thereupon returned them to the original drawer. While there was no trading in or discounting of such paper it was used by the drawer as "collateral" for loans at his bank.

The end of the Civil War with its carpet baggers and deflation demoralized the credit system of the country. Every merchant endeavored to sell for cash. Out of this situation grew the damnably reprehensible method of cash discounts. These discounts were then, and frequently are now, far out of proportion to actual current rates. The adoption and widespread use of the acceptance will help obviate this evil.

In Europe acceptances are a part of a well-defined credit system, and Mr. Paul M. Warberg in an excellent monograph on the subject entitled "The Discount System in Europe" points out that, while we have given our permanent investment securities a natural and international market through the creation of bonds and stocks, our temporary investments (the short term demands of the merchants) are in a primitive form and are absorbed only in the local markets.

### EASY TO DISTINGUISH

At this point it might be well to distinguish between a trade acceptance and the ordinary thirty, sixty, or ninety day promissory note:

A TRADE ACCEPTANCE is an ORDER to pay a certain definite sum arising out of the purchase or sale of actual merchandise.

## INCREASES CREDIT STANDING AND CHECKS REBUYING

"Acceptances payable" on a statement presented to a banker are more favorably regarded than "accounts payable." They indicate the buyer's ability to meet his obligations promptly when they come due. The necessity of being able to pay on the due date controls the volume of his purchases.

Book accounts may be of high grade and absolutely good, but they are not readily convertible into cash. The buyer, i.e., the retailer, frequently finds it necessary to hypothecate or sell his accounts receivable. While quite safe for financial institutions, the cost of such transactions is high—an expense that could be avoided by the use of the acceptance.

The use of the trade acceptance will tend to simplify bookkeeping and will obviate the need of long book accounts and borrowing to enable the retailer to extend long credits to his customers.

## FINANCING ONE'S BUSINESS

"With the curtailing of credits and the shortening of selling terms in practically all lines, the question of how the retailer will finance himself is a most important one and by making a few simple changes in his business methods he can increase his resources materially. We recommend that our dealers co-operate for better business by urging the use of trade acceptances upon travelers, dealers, and country banks." (Extract from recommendations of the National Implement and Vehicle Association.)

Trade acceptances will be offered only to buyers of approved credit and standing because the seller's own standing will be reflected in the character of acceptances offered to his bank. It works to the mutual advantage of buyer and seller.

## FROM THE CONSUMER'S VIEWPOINT

Among the many advantages to the consumer may be mentioned:

By materially reducing the losses of interest and bad debts, the cost of doing business would be correspondingly lessened and the high cost of living would be reduced.

Trade acceptances being the best and most liquid form of a bank's assets, the general use of them tends to make the bank position strong and trade acceptances make for lower rates of interest and therefore permit more economical distribution of merchandise and food products.

As the seller who uses trade acceptances can employ his capital to better advantage and with more frequent turnover, his business has a smaller operating cost.

Whatever losses may occur under the open book account, the public in the last analysis has to assume through the price of goods, and any improvement in



business and credit methods which can be installed tending to reduce this loss cannot but be of benefit to the public, i. e., the consumer.

If large corporations with high credit would adopt the trade acceptance system, they would secure their additional capital at a lower rate of interest because such acceptances would find a ready market, and if the corporations secure their working capital at a lower rate it should assist them in making lower prices to the consumer.

The use of trade acceptances makes it possible for banks to finance legitimate business transactions with greater safety and convenience.

### TRADE ACCEPTANCE A MOST LIQUID INVESTMENT

"Banking experience for many years has demonstrated that purely commercial loans are the safest of all temporary investments."

It is a fact that "under the banking systems of no other country in the world, where credit forms a basis of currency, is single name paper acceptable to banks of issue, while on the other hand two name, self-liquidating trade paper is universally required, and the Bank of France requires at least three names."

Many state banks and, under Section 5200 of the National Bank Act, all national banks are limited in their loans to any single borrower to 10 percent of their capital and surplus, which in many cases obliges the large borrower to go outside of his own city for part of his loans, thus preventing his local bank from using funds in what, in many cases, would be most desirable loans. This procedure would also have the advantage of leaving the bank with a class of paper which it could in turn rediscount with its Federal Reserve bank without regard to the further limitation contained in Section 13 of the Federal Reserve Act.

The Guaranty Trust Company of New York has said: "American business men and bankers are rapidly increasing the use of this valuable instrument for financing trade, which is simply the buyer's acknowledgment of the correctness of an invoice with the agreement to pay for the goods at a stated time. The use of the acceptance strengthens the credit of the buyer, enables him to buy to better advantage, systematizes his purchases and payments. For the seller, it reduces the burden and loss of the complicated and unproven open account. To the bank, it provides approved commercial paper. It turns the buyer's credit and the seller's wares into immediate money."

### DESIRABLE BANK ASSET

The average small bank, and even large ones, located in the interior are not in many cases as liquid as they really should be.

While the Federal Reserve bank is not permitted to discount a trade acceptance having a maturity longer than ninety days, unless given for agricultural purposes or based on live stock, in which cases the eligible maturity may not be more than six months, yet a member bank can discount a trade acceptance

# The Importance of the News Letter

Bert C. Brumm, *Head Master, Beta Chapter*

EVERY chapter, sooner or later, faces the problem of getting out its own newspaper. For, the moment the membership assumes proportions beyond control of one hundred percent personal contact, a news letter becomes a practical necessity. But, even in the case of small membership, it's a mighty nice thing to issue a sheet and thus keep all of the brothers well informed of activities,—past, present and future.

Of course, it costs money to get out a news letter. In Beta Chapter, the item of *Beta News* in our budget is no small sum, but here are the reasons why the expense is more than justified:

In the first place, it is the only tangible connecting link between the active and alumni brothers. Times without number, an undergraduate brother meets an alumnus on the street, and invariably, the first words uttered by the latter are: "You know, I'm pretty busy now, and I don't get around to the house as much as I'd like, but I read in the *Beta News* that——." Yes, the *Beta News* is read religiously each week, for it not only brings back fond memories to the "old-timers" who aren't able to be present as often as they used to be, but it keeps everyone generally informed of what is going on in the chapter.

Then, too, it unites the brothers of the active chapter into closer bonds. With an active membership of about thirty-five, a large percentage of whom live at home, the *Beta News* is invaluable in keeping the brothers interested all of the time.

A news letter should be, and usually is, a clearing house for ideas, editorials, and jokes. Some of the finest editorials on fraternalism, a wealth of valuable ideas, and innumerable really clever jokes, have appeared in the news letters now being issued by fifteen of our chapters. It gives an outlet for self-expression on the part of the brothers.

The readers of this article have all had an opportunity to note the fine progress being made in the news letters of our fraternity. Some of the more elaborate editions that come to mind are: a recent de luxe issue of the *Omegazine*, the *Mu Mew*, *Psi News*, and the *Delta Drawl*.

Probably the most difficult feature in the issuance of a news letter is that of securing an editor. In Beta Chapter, the editor must have news sense, imagination, a wide acquaintanceship in the chapter, time to attend all chapter officers, inclination to do the work, and, in addition, he must needs be a typist. It is not an easy task to find a brother with all of these qualifications, and so the position of news editor has always been one of the most important as well as one of the hardest to fill.

Small wonder that the national officers are anxious to have every chapter issue a news letter, for nothing makes for increased interest and greater progress than does the "News."



# Mexico a Natural American Market

Warren Ullrich, *Mu*\*

THE fact that the Republic of Mexico has a population of almost 15,000,000 people and covers an area of approximately 767,000 square miles, lying right next door to the United States, makes it a natural outlet for American products of almost every kind. However, in dealing with a population of which almost 85 percent are totally illiterate and afford no buying power, the possibilities of the market must not be overestimated. For instance in a city the size of Mexico City, of approximately 800,000 inhabitants, in selling automobiles here it is found best to assume oneself in a city of between 100,000 and 150,000, the buying power of the population being limited to this number. However, in dealing with such essential foodstuffs as wheat, flour and other products of similar character the estimate must be raised, though in no case should it be set as high as in the United States.

The fact that Mexico with a great fertile central plateau running from north to south and from east to west is now importing large quantities of foodstuffs from the United States is in line with the gradual change which seems to be taking place in the economic state of the country. The general tendency seems to be a change from an agricultural producing country to an industrial country. This is borne out by the fact that in 1922 Mexico imported from the United States 1,518,178 bu. of wheat valued at \$2,020,339; 3,351,018 bu. of corn valued at \$2,472,517, so on and so forth, all of which products Mexico formerly produced in large quantities. Everywhere small industrial plants are springing up, and with the protection of a high tariff wall which is being built up, these products in many cases are taking the place of the imported article. Among these industrial institutions might be cited here the shoe factories of Mexico City, the paper industry which is fast developing, the sugar industry of Veracruz and Puebla; the brewing industry, the cotton and woolen textile industries of Veracruz, Puebla and the Federal District, etcetera. All of these industries, although tending to keep out similar American products, afford an excellent market for American industrial machinery of all kinds.

While the balance of trade of Mexico with the United States has always shown a balance in favor of Mexico, this can probably be attributed to the fact that the mining and petroleum industries of Mexico make up the bulk of the exports to the United States. The average month of Mexican-American international trade will probably show that Mexico consumes approximately ten million dollars' worth of American products, while she ships anywhere from twelve to thirteen million dollars' worth of her products into the American market monthly, these mostly being petroleum and other mineral products such as silver, etc. The latest available statistics show that during the fiscal year 1923-24, running from July, 1923, to June, 1924, inclusive, Mexico imported from the United States products valued at \$124,083,000, while at the same time she exported to the United States products valued at \$153,578,000.

\*Brother Warren Ullrich is secretary to the Commercial Attache for the United States Department of Commerce at Mexico City, Mexico.



A word at this time might be said of advertising in Mexico. Much will be heard from time to time that advertising in a foreign country on the up-to-date American style goes over the head of the native, but this cannot be said to be true in Mexico. Practically every means of advertising employed in the States is found acceptable here, and in many cases it is found to be carried to more extremes here than in the United States, this especially when such products as patent medicines are being advertised.

In most cases American houses will be found to be offering the usual thirty to sixty days credit which is the custom in the United States. However, the local German houses, which are very strong in the field of hardware, machinery, drugs, and chemicals, will be found offering in many cases from three to six months credit, and this of course works to the disadvantage of the American house trying to instil American business methods into local business houses.

In shipping American products to Mexico either the all-water route from gulf ports or eastern seaboard ports to Veracruz and Tampico, or the all-rail route through Texas border points, is used. Usually the method is for the local merchant to designate his freight forwarder in either one of the coastal ports or border points through which the goods are coming, and the manufacturer will ship through these brokers. The broker on receipt of the goods and documents pays all duties, handling charges, and freight charges, as well as executing the necessary documents, and then bills the consumer in Mexico for his expenditures, plus a reasonable commission.

The Mexican market seems to be made of various nationals, all struggling for a hand in the pie. As a result we have the Spaniards controlling the grocery trade, textile industry, drygoods houses, and the stationery trade; the Germans controlling the hardware trade, lighter machinery trade, and drug and chemicals of all kinds; the French controlling most of the big department stores and to some extent the textile manufacturing industry; the English confining themselves mostly to public utilities, such as ownership of the railroads, street car systems, and power plants, although they do hold a big interest in mining and petroleum industries, as well as in banking establishments; the Belgians to some extent holding large interests in mining circles; while the Americans confine themselves mostly to the mining and petroleum industries, although they also hold large interests in industrial machinery houses, and machinery of all kinds sold is of American manufacture. The automobile trade also is nearly 100 percent American controlled.

Although Mexico affords a large and diversified market for the American manufacturing industry, caution must be the foreword of the day. The economic condition of the country at the present time is very low and to grant long-time credit in the hope that the situation will soon clear up would be folly. The American manufacturer must be very careful in the making of local connections, and overstocking of goods should be guarded against at the present time. The main difficulty is the lack of money, and everybody seems to be living from hand to mouth. Dealers are just buying what they can turn over today or tomorrow, and are waiting to see what will happen next week, so to speak.



# Personal Recollections of Germany in 1923

W. Hugh Peal, *Eta*\*

SINCE the Editor of the DELTASIG has been so kind as to ask me to write a letter for the DELTASIG, I have decided that I might do worse than to give the brothers a short account of some of my experiences in Germany in the summer of 1923, at the time when the mark was playing out the last act in its debacle. The bare facts of that disaster will always mean as much to students of finance as many a learned treatise on money.

During the months of June and July, 1923, the French and English newspapers were trying to surpass each other in reporting alarming conditions in Germany. The *Daily Mail* repeatedly announced that revolution was imminent, and hinted darkly of food riots and massacres of foreigners. At the same time the German consular agents were warning foreigners to stay out of the country and were refusing to visé passports except in cases of important business. Considering these circumstances my three companions and I may be excused some degree of trepidation when we, having secured an entrance through Denmark, arrived in Berlin on August 4, just as the mark plunged to one million to the dollar.

One of our party who remembered Berlin in other days told us that the spirit of the place seemed entirely changed. Certainly it was depressing to any one. The great buildings remained; the enormous and magnificent squares were still baking in the sun; but everything wore an unkempt and sordid air. Even the soldiers before the arsenals were in faded and tattered uniforms. No repairs had been made since the war. One could walk with impunity down the broad Lindenstrasse because there was hardly any traffic at all. We saw many people on the street, but these seemed to have no objective. They stood about in little groups and discussed the fall of the mark or wondered hopelessly on the future course of the city. The papers were full of notices of suicides.

We went into Cook's Tourist Bureau to change some money. The place was filled with foreigners clamoring to be served. The mark was dropping so fast that one could not afford to buy more than one day's supply at a time. While I was waiting in line a seedy German Jew came up to me and offered to buy my foreign at a better rate than the bank was giving. This was the first indication we had of the feverish desire of the natives to exchange their rapidly-falling currency for foreign money. The trade in money was strictly forbidden except to the licensed banks, but it went on almost with impunity all the time. To parody an American slang term the great object was to pass the marks. I had taken a large number of Danish crowns and American one dollar bills with me. These were eagerly sought for everywhere I went.

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\*Brother Peal was the first Scribe of Eta Chapter, University of Kentucky. He was awarded a Rhodes Scholarship and went to Oxford University in 1922, for a three-year course. Brother Peal expects to complete his education in the spring and then return to the United States.

We went all over Berlin and talked to many natives, workmen, merchants, housewives, tavern-keepers and loungers. Everywhere we found the same despair. They were uncertain what was going to happen, but they expected nothing but evil. For a time they had hoped that America and England would persuade France to evacuate the Ruhr, but that hope was gone. The American charities were gratefully acknowledged. We found that the stories of hostilities to foreigners were all false. We traveled many hundreds of miles, in cities and in agricultural districts, and we were treated as well as we would have been in America.

As soon as we got out of Berlin, we found a more hopeful situation. The fine crops of Saxony and Bavaria were ripening; there was food for the people, even if it was not always of the right kind. The readers of THE DELTASIG are familiar with the dietary charts that hang in our restaurants. To an American these charts are a warning not to eat too much of a certain kind of food. To a German in those days the charts explained why his strength was failing, why his children were weak and emaciated and why his wife could not feed her baby at her breast. The starvation induced by the lack of certain elements in the food is almost as cruel and effective as that produced by fasting. The crying need in Germany was for fats. Before the war enormous amounts had been imported from abroad; but with the mark worth almost nothing these importations stopped. Sugar was very scarce, too. One old gentleman I remember in particular in Heidelberg. He had been a civil servant and had amassed a competence; but the fall of the mark had entirely impoverished him and his family. Before the war he had weighed 180 pounds. When I knew him, he told me that they had lived almost entirely on bread and potatoes for many months. His old wife was taking in a few foreign students in order to provide the necessities of life for the family.

Before we left in October the mark, which had been one million to the dollar, had fallen to ten billion. The excitement was terrific. We saw hunger rioting in the Rhine cities. We left Munich just as the ill-fated Hitler revolt was brewing. By the end of September most of the shops were refusing to take German money at all. Prices were always very cheap. Just after a great fall, one might get a good room in a hotel for ten cents. One could buy a five-course meal with wine, liquors and cigars for twenty cents. We left Cologne just as the rioting broke out there, and just before the government introduced the new rentenmark.

The debacle of the mark was a disaster for the proletariat; it was a source of loss for the manufacturer; but it was utter ruin for the small investing classes, the bourgeoisie. And these are the bulwarks of any state. Although Germany has re-established her currency, she cannot call her condition healthy until the years of prosperity come to restore this class. The fall of the mark has shaken the foundations of world credit. The French franc, the English pound and even the American dollar have suffered by the disaster to the German currency.

Fraternally yours,

W. HUGH PEAL.



# What Is Delta Sigma Pi Material?

Leonard Teichmoeller, *Head Master Alpha-Theta Chapter*

OF the three general types of college fraternities, Professional, Social, and Honorary, the first, without a doubt, given the organization and the men, performs the most useful service to society and best succeeds in "doing the greatest good for the greatest number."

Delta Sigma Pi is in the professional class. Its sphere is not unlimited, and since the fraternity is content to remain active and energetic in its own area by combining the best features of the three general types of fraternities and by bearing hard down on the commercial thought, our fraternity is of the greatest service to the young man college student of modern higher business training.

The business world today is calling loudly for university trained men in merchandising, economics, and accounting and general commercial engineering. This explains the rapid growth of the commerce departments of big universities.

Delta Sigma Pi enters the field at this point, by gathering unto itself the best men from social and honorary fraternities who are interested in the higher commercial education. In binding together men of like inclination, Delta Sigma Pi combines the best features of all three general types of college fraternities, and, incidentally, obtains the cream of the material studying commerce in universities. We emphasize the professional side of the work by entertaining before our chapters men who have made a mark in the business world. We provide for a social life and a brotherhood in the college, and do not overemphasize this feature. Our scholarship key is unusually distinctive as the honorary phase, since the winner of the award is stamped as being the best man in scholarship in his class, not one of many good men.

To obtain the very best material for local chapters of the fraternity, there are three essential things upon which selections should be based, namely: Prominence in scholastic work, prominence in scholastic activity, and promise of future usefulness. Any other features, such as companionability, must of necessity accompany the above.

First: Prominence in scholastic work. In part the Preamble to our Constitution says "encourage scholarship and the association of students for their mutual advancement by research and practice." The university commercial student generally has had some business training, and much of his experience in the actual business world is duplicated in the class room. Business text books, problem books, etc., and assigned commercial work are generally not difficult for the embryo business man. If they are, then that man had rather not study salesmanship and like topics. So we do not think the young college commercial student should find his class room work of unusual severity. Chapters will find it will work to their advantage to seek for material among this type of man, for

he can generally be relied upon to put considerable work into the business of the chapter, possibly graduating to the national organization.

Second: Prominence in scholastic activity. The modern university is a pretty thorough-going business institution. Some universities even maintain their own publishing plants, and print books as well as magazines. The administrative work around the university calls for men of executive ability to apply their talent as presidents of commerce clubs, managers of athletic teams, etc. The men who fill such jobs many times are commercial students, or would find that their natural inclinations lie in these channels. Their importance on the college campus marks them as being men who would give strength to the local chapter, and bear out that part of the Preamble which says "to promote closer affiliation between the commercial world and students of commerce."

The third qualification to look for in prospects is: Some promise of future usefulness. This is generally a question of "ifs and ands." Lots of young business men in college show every promise of being successful in after years, but history contradicts every successful example with an unsuccessful one. This applies just the same to medicine, law, journalism and other colleges as well as schools of commerce. It is entirely up to the man.

The professional fraternity, as Delta Sigma Pi, really begins its work of productive usefulness when college work is over, and that is where we differ from the social fraternities. For we carry on our teachings and put them into actual operation in our daily work in the business world.

If a true brother in Delta Sigma Pi will carry out into the business world what he can remember of his scholastic work, plus the teachings and principles of the fraternity, bearing out the final part of the Preamble: "To further a higher standard of commercial ethics and culture, and the civic and commercial welfare of the community," and if he will apply these precepts to working practice, when he finally goes men will speak truth when they say: "He was a good business man. He was square. He was a Delta Sig," and the world will have been the better for his having lived in it. And that is the best that can be said of any man.





# The Proper Approach to Accounting

Ross G. Walker, *Epsilon*

IN these days when subjects to study are presented to one in such glowing terms—when it is a study itself how to sell things to the uninformed—one need hardly wonder if he finds a student occasionally who is a little bit disappointed with his program of work, or hears from a graduate who is not happy with his income. The zealous novice in a given line of study who seems to have gorged himself with groundless anticipation is not an unusual member of the average class, alumni or undergraduate, as he is not an easy man to get back into a healthy attitude toward his opportunities. Nor can he be held blameful for his failure properly to approach his preparation for a career. Accounting, business organization, law, medicine, general business, management, engineering, advertising, personnel work, and so on, seemingly without end, perennially come out with their credentials in one form or another, flaming colors flying, and he who chooses while watching the parade may very naturally make some mistakes in his decision. The earnest student without any practical background of his own is easily made a victim while the trumpets are blowing. Few these days are entirely exempt from the subtle influence of the salesman.

It is not unlikely that accounting is one of the worst offenders in this matter of confusing and misdirecting the student through a purely sales-talk appeal. Since the coming of the tax problems and the increased rigor of the cost executive, it has, through those who have so wildly exploited its natural appeal, mounted the soap-box of fourth-rate salesmanship, and the "suckers" it has drawn in make Barnum's rate of one-per-minute look pretty slow. "Six months with us and you will qualify as a \$10,000 executive. Sign and send the coupon. Do not wait. Our students have won all the gold medals at the examinations. Limited enrollment." Or, "This man (showing a picture of a haggard thirty-year-old wearing overalls with a lean and envious look on his face) has neglected the call to a successful career; this man, on the other hand (showing a picture of an Apollo behind a general manager's door, plainly marked 'Private'), studied nights under our expert supervision: behold him now!" And so on. Those of us who strain our minds with nothing heavier than *The Post* know all about it. No more examples of what I mean here are necessary. But it isn't only the "educational" business institutes which are culpable in this respect. Certain of the "institutions of higher learning" have also shown themselves gratuitously optimistic in regard to what the young hopeful may expect in the way of advancement through the magic of an accounting training. It is indeed toward accounting that a good deal of well-merited complaint has been directed by those who have the best interests of the American student at heart. Altogether too much has been said in behalf of what accounting might be expected to do for him.

The question arises, then, Just what are the facts about accounting necessary to an intelligent approach to its offerings? What is there the student could reason-



ably expect accounting to do for him? Roughly to answer these significant questions let us consider three or four points about the subject which should be well understood by everyone who is anticipating a period of study under its teachers.

It may readily be admitted that accounting as a study is one of the finest disciplines in the field of education. Studying it in all of its ramifications demands that one shall be trained in mathematics, in the use of his creative imagination, in the analysis of difficult situations—in short, in virtually the entire field of the every-day requirements of that variety of mental activity which may be expected to “produce the goods.” This particular value of accounting is oftentimes overlooked by those who may not happen to know the fine field in which it works, the many branches of study it demands a knowledge of. At all events, as a disciplinary subject it should have first consideration from the student.

Moreover, accounting is the most desirable single course one can select for the purpose of learning the general structure of business. It literally forces a visualization of the whole field of business transactions, searching out the heart of anything which may be difficult in their interpretation.

Again, in good hands accounting can be made without doubt one of the most helpful tools available to business management. It serves to record in highly classified fashion the details of business history and of present business condition and offers machinery for quick and intelligent reference in the future. It affords a potentiality for reliability which is the best kind of instrument for those to use who almost every hour of their business activity play the uncertain role of a pioneer. And this is true, it is noteworthy, despite the fact that as an instrument of control what accounting can tell the executive has its limitations. That there are limitations, however, does not abrogate the significant fact that there are also the best of possibilities. On the contrary it strengthens it, since what accounting can do under admitted limitations becomes all the more usable. It does provide an indispensable point of departure. The balance sheet and income statements are invaluable *beginnings*.

But notwithstanding what may be admitted on the decidedly favorable side of accounting, it must be recognized that its study is not a magic path to financial success. What makes certain accounting firms win out in this respect is good business management and being on the job or having the clientele in the choice localities when the demand for auditing and tax work makes itself felt. What makes certain accounting trained individuals particularly successful in a pecuniary way is a combination of their own native gifts, industry, and the circumstance that accounting probably happened to be an especially happy entering-wedge for the general class of work in which they find themselves engaged. Of course, accounting is a first-rate calling in many respects, but it is by no means an “open sesame” to big incomes.

Further, we may say that despite the enviable position of accounting as one of the best studies in the field of disciplinary education, and despite its adapta-



bility for entry into general business, it is nevertheless but a small part of a full-sized equipment for anything like achievement in business. As we have already noted, it is but a tool, an instrument of business management, to be used by an executive who must go much farther than it alone can possibly take him. It is a fine start, but it is not the finish, as so many would seemingly have us believe and guide our lives accordingly. He who would study accounting alone and expect it to put him on the high road to an estimable success is guilty of an error in judgment, and that he is very liable to be disappointed is, as we have already noted, hardly to be wondered at.

We may thus say in conclusion that as a preparation for a career our subject should be approached openmindedly, in full realization that it has definite limitations as an end in itself, and that to get any appreciable distance with its help one must call on a good many other fields of study for some contributing assistance. Accounting is far from being in a class with professions like medicine or mining-engineering. It is more like law or advertising. One pretty nearly has to know everything about men's affairs if he would make a name for himself in accounting in the practical world; and then, whether it will be called accounting or not is open to some doubt. That is, the eminently successful accountant must be more than an accountant. He must be one who has learned how to bring to his beck and call the thousand and one other factors which operate in the field of business and over which men have gained some knowledge. He must be one who has put accounting in its proper place as preparation for a life's work, and has not asked too much of it. In a word, he must be one who has realized that accounting is a specialty within a specialty, where the latter is business or commerce in its broadest sense.

As time goes on, and as the sobering forces have had time to squeeze the "water" out of the exploitation of accounting education, it is to be hoped that the subject will come to be viewed in its true perspective, with the happy result that fewer disappointments will have to be chalked up against it. I sincerely feel that accounting does nothing but lose in position by the seemingly persistent attempts to overrate what it can do for the uninformed student who "takes it up." The proper approach to its study can be gained only by knowing the facts about it and by adjusting one's resources to using what it can offer to the utmost of his ability.



# Legislation Enacted by the 1924 Congress

H. G. Wright, *Secretary-Treasurer*

IF I attempted to relate in detail, the business transacted at the 1924 Congress of Chapters, it would take too large a portion of this issue. But without a doubt the 1924 Congress enacted as important legislation as any other Congress in the history of the fraternity.

The most important of all was the establishment of a Central Office in Chicago. This important move has been pending for two years, and the need of a Central Office to handle the great volume of detail now involved in the administration of the affairs of the fraternity was more and more apparent every month. The writer was elected secretary-treasurer for the coming term, and suitable space has been set aside in my office for use of the fraternity. The necessary equipment has been purchased, and a full time stenographer-assistant employed. We hope to be able to efficiently administer the affairs of the fraternity in this manner, but in all probability before another year or two has passed, we will need a full time secretary as well. In order to finance this additional expense, the board of directors has authorized the increase of undergraduate dues from \$5.00 to \$7.00 per year.

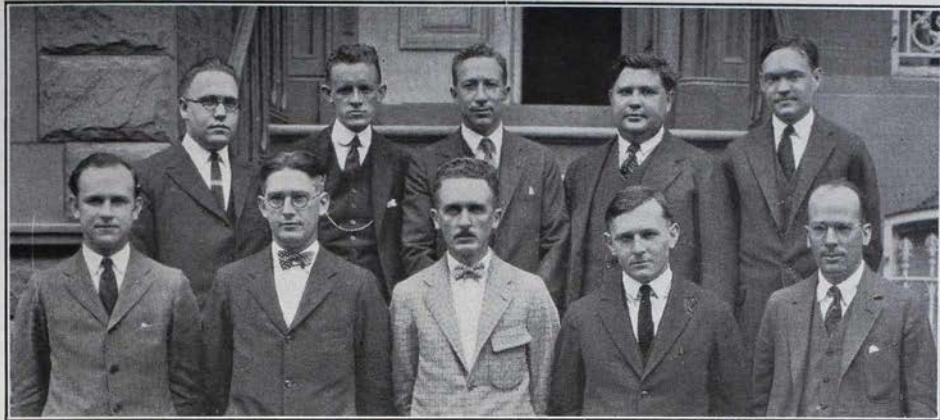
Certain amendments to the constitution of the fraternity were passed, aimed at clarifying certain points. A committee on by-laws was appointed, and its report will be ready before the first of the year. When the new by-laws are adopted, we will have a complete set of laws for the first time in years. This will be of great assistance to all, for for some time past it has been hard for the chapters to know just how to act in many cases because of inadequate laws.

The completion of our coat-of-arms was authorized; also the adoption of a great seal and a flag. The coat-of-arms has already been completed and work on the seal and flag is under progress at the present time.

The chapters and alumni clubs have been divided into five Provinces, Eastern, Central, Southern, Missouri Valley, and Western, and a director appointed in charge of each Province. Districts have been organized in each Province, and district deputies will be appointed in charge of these. The purpose is to have a complete organization for the successful administration of our laws, for the purpose of inspecting and standardizing our initiations, and for the purpose of standardizing our other work. Each deputy will have full authority, within certain limitations, over each chapter and club within his district, must visit each one at least twice annually, and make his report to his director, who in turn will report to the president. Ideas successfully operated by one chapter can, by this organization, be suggested to all chapters for their benefit. We hope to have all these appointments made by the holidays, and the scheme in full operation immediately after the Christmas vacation.

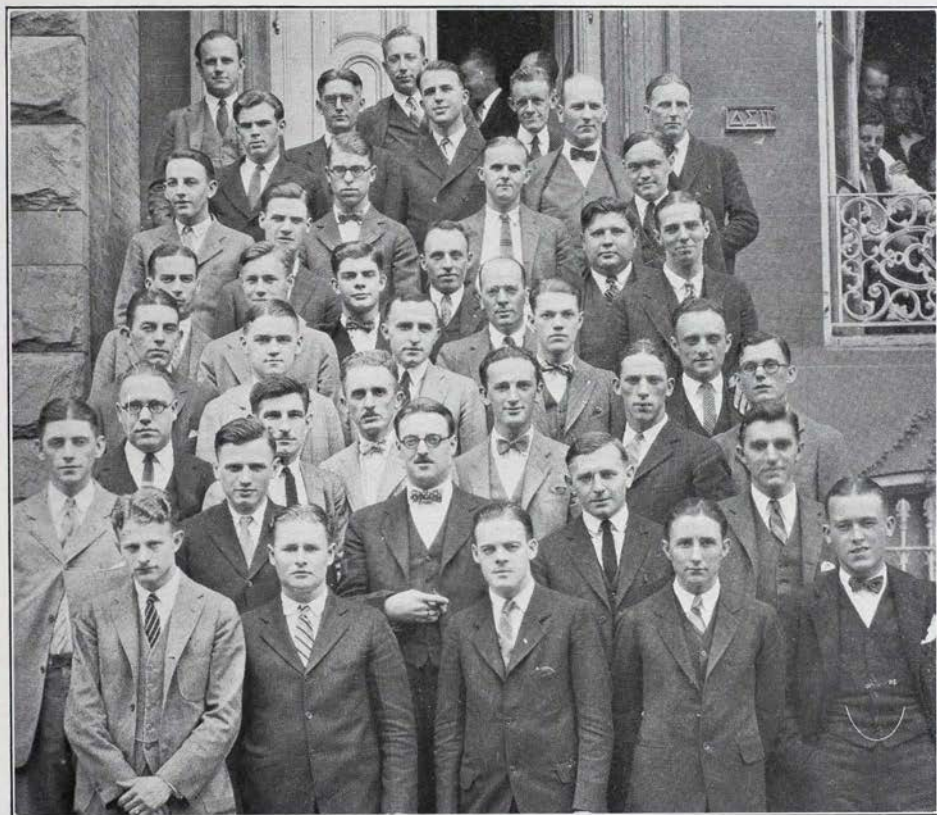
The Central Office was authorized to adopt a standard accounting system for all chapters, and to prepare and adopt any other forms necessary for the trans-





THE BOARD OF DIRECTORS AND COURT OF APPEALS, 1922-1924

TOP row: R. C. Schmidt, *Theta*; F. J. McGoldrick, *Alpha*; P. J. Warner, *Alpha*; A. F. Makay, *Alpha*; F. J. Kenny, *Alpha*. BOTTOM row: C. W. Fackler, *Epsilon*; J. B. Edgar, *Beta*; H. G. Wright, *Beta*, President; Charles Cobeen, *Delta*, Secretary-Treasurer; H. L. Mann, *Gamma*.



OFFICIAL DELEGATES AND OFFICERS ATTENDING THE 1924 CONGRESS OF CHAPTERS

TOP row: C. W. Fackler, *Epsilon*; P. J. Warner, *Alpha*. SECOND row: Paul Pahl, *Epsilon*; J. B. Edgar, *Beta*; A. Keate Cook, *Sigma*; F. J. McGoldrick, *Alpha*; N. A. Schoenbucker, *Alpha*; Thos. E. Lyons, *Mu*. THIRD row: Jack Tinan, *Alpha-Eta*; J. R. Julien, *Alpha-Beta*; Knowles Hollowell, *Zeta*; F. J. Kenney, *Alpha*. FOURTH row: Peter M. Hart, *Delta*; A. F. Makay, *Alpha*. FIFTH row: C. G. Walker, *Alpha-Zeta*; W. P. Hadley, *Upsilon*; H. D. McNaughton, *Xi*; C. G. Redmond, *Gamma*; H. L. Mann, *Gamma*; Bennett S. Martin, *Alpha-Delta*. SIXTH row: W. L. Johnson, *Kappa*; Richard Sheridan, *Theta*; A. B. Backensto, *Omega*; Walter Michelsen, *Sigma*; W. O. Fuller, *Alpha-Iota*. SEVENTH row: R. C. Schmidt, *Theta*; Arthur W. Gray, *Chi*; H. G. Wright, *Beta*; Thomas Z. Hayward, *Beta*; W. Wayne Foust, *Eta*; Walter W. Peters, *Nu*. EIGHTH row: L. D. Wolff, *Alpha-Epsilon*; F. H. Hass, *Psi*; Herbert W. Wehe, *Lambda*; Charles Cobeen, *Delta*; Leonard Teichmoeller, *Alpha-Theta*. BOTTOM row: Hume G. Hunter, *Phi*; Thomas C. Gorrie, *Rho*; Edward A. Wilson, Jr., *Beta*; Ernest Ruff, *Iota*; John McManus, *Alpha*.





action of chapter business or national reports. A complete system of national reports is being worked out, and will be required of each chapter each semester.

The proposed pledging ceremony and pledges' examination were adopted, and each chapter is now required to formally pledge with our regular pledging ceremony, and to make every pledge stand an oral examination in accordance to our regular pledges' examination, plus any local questions that the chapter may deem desirable. Copies of both the pledging ceremony and the examination can be obtained from the Central Office without charge.

Among the more important amendments to the constitution were:

Provided that alumni clubs must maintain a minimum membership of eight at all times.

Graduate schools of business to be considered eligible for chapters the same as undergraduate schools.

Members of the faculty can be elected to active membership on unanimous approval of the chapters and majority approval of the board of directors.

Delegates from all chapters to the Congress must be active members of the chapter and who will return to college the following semester.

New chapters can be voted by a 6/7 vote of the board of directors.

Made provisions for expulsion and suspension of members.

The 1926 Congress of Chapters was awarded to Psi Chapter at Madison, Wis., and will be held in September, 1926. Election of officers resulted as follows:

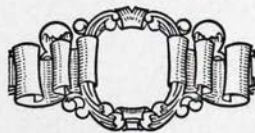
President—C. W. Fackler, *Epsilon*.

Secretary-Treasurer—H. G. Wright, *Beta*.

Directors—A. F. Makay, *Alpha*; Chas. Cobeen, *Delta*; R. C. Schmidt, *Theta*; A. W. Gray, *Chi*; A. Keate Cook, *Sigma*.

Member of Court of Appeals—F. J. McGoldrick, *Alpha*.

Hold-over Members of the Court of Appeals—P. J. Warner, *Alpha*; H. L. Mann, *Gamma*.



## The New Board of Directors

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**B**ROTHER CLARENCE W. FACKLER, the new president of the fraternity, was born in Des Moines, Iowa, in 1898, was graduated from the East High School of that city and then registered at the University of Iowa College of Commerce in the fall of 1916. Brother Fackler was the principal organizer of and served as the first head master of our Epsilon Chapter, which was established at the University of Iowa in the spring of 1920.

Brother Fackler received his B.A. degree in June, 1920, after which he was employed for a year as a practicing accountant for Scovel, Wellington & Company, Chicago. The next year he joined the staff at the University of Cincinnati, College of Engineering and Commerce, as instructor in accountancy, where he remained two years, receiving his M.A. degree in June, 1923. The past two years he has been instructor in accountancy at the University of Illinois, College of Commerce.

Brother Fackler was elected to the board of directors of the fraternity in September, 1922, and is ably fitted to serve as president of the fraternity, both by virtue of experience and ability.

Brother Fackler is also a member of Beta Gamma Sigma, honorary commerce fraternity, and of the Acacia fraternity.

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Brother H. G. Wright, the secretary-treasurer of the fraternity for the coming two years, needs no introduction to fraternity circles. "Gig" was born at LaHarpe, Ill., in 1893, graduated from the Kewanee High School, Kewanee, Ill., in 1911, and then entered Northwestern University, graduating in 1919, having withdrawn for a period of four years to engage in business. He was a charter member of Beta Chapter, and served as treasurer and head master. He was the originator of the *Beta News*. He was the steward of the Beta Chapter house for many years and is now one of the trustees. While in college he participated in all student activity, served as president of the Commerce Club, editor of the commerce department of the *Syllabus*, was elected to Delta Mu Delta, honorary scholarship society, and also served this society as president for one year and vice-president for another.

He was elected president of the Fraternity in February, 1920, since which time the fraternity enjoyed an era of prosperity. The chapter roll was increased from 3 to 32 chapters; the number of alumni clubs were increased from 2 to 8. Improvements in the ritual, pledging ceremony and many other important phases of fraternity work took place. Thursday noon-day luncheons were inaugurated. Two most successful conventions were held. All this was accomplished entirely on the income of the fraternity and the surplus was increased from less than one thousand dollars to over five thousand.

In addition to devoting so much of his time to fraternity work, he organized the H. G. Wright Coal Company in 1920, and is a successful distributor of high-volatile coals from Kentucky in the western market.

In establishing the Central Office of the fraternity in Chicago for the next two years, with "Gig" as secretary, the fraternity will be assured of a continuance of his services and ability in accomplishing even greater achievements for Delta Sigma Pi.





C. W. FACKLER, President



H. G. WRIGHT, Secretary-Treasurer



CHAS. COBEEN



A. F. MAKAY



R. C. SCHMIDT



A. W. GRAY



A. KEATE COOK





Brother Alexander F. Makay was born in New York City in 1888, received his degree from New York University in 1909, and is now a successful C. P. A. in that city. Makay was one of the founders of Delta Sigma Pi in 1907, and has been active in fraternity circles ever since. He has served on the board continuously since 1920, and has given liberally of his services in anything and everything that is for the advancement of Delta Sigma Pi.

While attending college, Makay participated in a little bit of everything, from football to politics, and he has been a most loyal alumnus to his Alma Mater since graduating, serving on several important committees of the Alumni Association.

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Brother Rudolph C. Schmidt was born in Chicago but his parents moved to Detroit while he was a youngster, where "Rudy" was graduated from the Eastern High School. Brother Schmidt was one of the principal organizers of Theta Chapter and served as its first head master. He has been responsible more than any one else for the wonderful success of Theta Chapter in Detroit. He was graduated from the University of Detroit in 1922, represented his chapter as a delegate to the 1922 Congress and was elected to the board of directors of the fraternity at that time.

He also organized the Detroit Alumni Club of Delta Sigma Pi and served as its first president.

He is the principal owner of R. C. Schmidt & Company, Detroit, insurance brokers.

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Brother Arthur William Gray was born in the city of Baltimore in 1896 and received his education at the Baltimore High School and the University of Maryland, from which he was graduated a year ago.

Brother Gray was the principal organizer of and served as the first head master of our Chi Chapter, and as the official delegate of Chi Chapter at the Congress just closed, Brother Gray very capably represented them and proposed some very constructive legislation from the floor of the Congress.

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Brother A. Keate Cook claims Salt Lake City as his place of birth and after graduating from the East Salt Lake High School entered the University of Utah, from which he was graduated in 1924. Brother Cook was one of the charter members of Sigma Chapter and served as its first scribe. He attended the 1924 Congress of Chapters as a delegate representing the Salt Lake City Alumni Club, where he displayed an intimate understanding of fraternity requirements and proposed much constructive legislation. Brother Cook is the first representative of any of our far western chapters elected to membership on the board.

In business he is associated with his father in the Cook Tea & Coffee Company.

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Brother Charles Cobeen has been one of the Fraternity's most conscientious workers. Charlie was born in Janesville, Wisconsin, graduated from the High School at Marshfield, Wisconsin, and entered Marquette University in 1918. He was the principal organizer of and served as the first head master of our Delta Chapter. He was also president of the senior class, and was elected to Banderole, honorary Commerce fraternity.

Brother Cobeen organized the Delta Sig Housing Corporation, which owns the Delta Chapter House. Since graduation he has been employed by the Marquette University as manager of the Marquette Union. In September, 1922, he was elected secretary-treasurer of the fraternity.

## A Message from the President



*My dear Brothers:*

YOUR official delegates in attendance at the Congress of Chapters held in New York City in September perceived only in a small degree, I am certain, that feeling of gratitude, that consciousness of responsibility and that appreciation of duty and obligation which accompanied the reception of that honor which you bestowed upon me there. Therefore, at the commencement of this collegiate year before us, which promises much in the way of additional strength and success for Delta Sigma Pi, I desire to take this opportunity to repeat to you, my brothers, the thought which I there, perhaps, very inadequately expressed—a charge to build Delta Sigma Pi in the years just ahead of us of such material and with such workmanship as will result in the erection of an edifice such as all brothers will enjoy viewing during its construction and will be proud of when finally completed.

This charge was conceived in the realization that this is your Fraternity, your Congress of Chapters and your National Officers. Consequently, it is through you, and you alone, that the erection of such a fraternity as alluded to herein—a composite of the longings and desires of every loyal Delta Sig—can ever be completed. A fraternity founded upon such principles as scholarship, leadership and promise of future usefulness in the field of business should experience no difficulty in obtaining the services of both thinkers and doers—architects and workmen. The task of enlisting the services of architects and workmen is one thing, while the obtaining of the satisfactory result of such services is quite another. Therefore, the acid test of our interest and pride in the fraternity lies in the delivery—the delivery of skillful workmanship.

You have elected again several brothers from your membership to national office and as before you expect much from them in the way of time, effort and accomplishment. Does this mean, however, that the rest have no part in the huge task to be performed? Certainly we have not organized ourselves in the bonds of quasi-fraternalism! Our founders were not members who exercised their privileges and performed their duties by proxy. No, after all we are simply one big family of brothers, who though widely separated by distance should be working honestly and sincerely in complete and harmonious cooperation with each other for the advancement of every interest of our fraternity.

You are well acquainted with the plans of our architects. They include a central office, a better DELTASIG, a provincial system, proper exemplification of the pledging and initiatory ceremony, and the like. Our architects have functioned well, the blue prints are clear and there is no cause for hesitancy from doubt as to policy or procedure. We need workmen, and we can employ all who apply, for our building program is a large one and will necessitate the expenditure of



much money and time. The guaranteed remuneration for workmen is so great as to be unmeasurable in value, while the extent of its purchasing power for all practical purposes is unlimited.

My brothers, I am sure that the founders of our Fraternity whose Day we are celebrating this month would admonish us to recall again and again the thought which some author, who should have been a Delta Sig, incorporated in the following lines:

"An old man going a lone highway  
Came at the evening cold and gray  
To a chasm vast and deep and wide.  
The old man crossed in the twilight dim,  
The sullen stream had no fears for him,  
But he turned when safe on the other side,  
And built a bridge to span the tide.  
'Old man,' said a fellow pilgrim near,  
'You are wasting your time with building here,  
You never again will pass this way,  
Your journey will end with the closing day.  
You have crossed the chasm deep and wide,  
Why build you this bridge at evening tide?'  
The builder lifted his old gray head,  
'Good friend, in the way that I've come,' he said,  
'There followeth after me today,  
A youth, whose feet must pass this way.  
This stream that has been as naught to me  
To the fair-haired youth might a pitfall be.  
He, too, must cross in the twilight dim,  
Good friend, I am building the bridge for him.'"

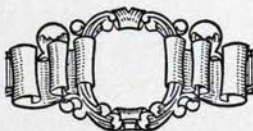
Delta Sigma Pi needs such workmen. I pledge you, my brothers, my humble best as one of these workmen.

Fraternally yours,



President.

December 1, 1924.



# The Circle Tour to New York City

(Being a brief narrative of this trip as told by one of the participants.)

ON Saturday, September 6, there gathered at 72 Cedar Street, Chicago, otherwise known as the Beta chapter house, as happy, carefree and enthusiastic a lot of men as had ever graced the portals of this rendezvous of cheer and hospitality. They had come here to band together for a journey to the metropolis of the world, there to sit in session at the much heralded Congress of Chapters of Delta Sigma Pi.

Many had already come far, some from the burning sands of the far west, some from the flat, windy plains of the central states, some from the fertile valleys of the Mississippi and the Missouri and others from the wooded regions surrounding the Great Lakes. Each one a chosen emissary to a still greater gathering from the east, there to represent not only a chapter of Delta Sigma Pi, but to also represent the university of which their chapter formed such a vital part.

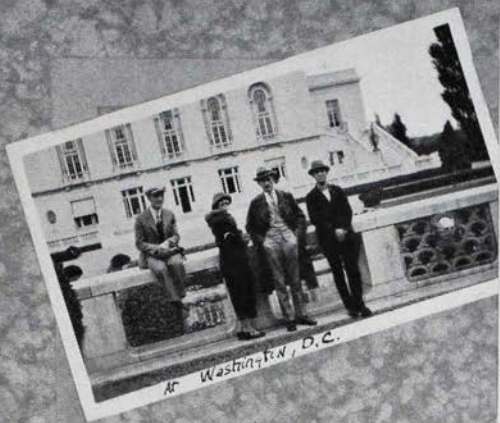
This group included the following brothers: Paul Pahl, *Epsilon*, University of Iowa; Ernest Ruff, *Iota*, University of Canada; Walter Michelsen, *Sigma*, University of Utah; F. H. Haas, *Psi*, University of Wisconsin; J. R. Jullien, *Alpha-Beta*, University of Missouri; LeRoy D. Wolfe, *Alpha-Epsilon*, University of Minnesota; Jack B. Tinan, *Alpha-Eta*, University of South Dakota; W. O. Fuller, *Alpha-Iota*, Drake University; Peter M. Hart and Charles Cobeen, *Delta*, Marquette University; Edward A. Wilson, Jr., *Beta*, and Knowles B. Hollowell, *Zeta*, Northwestern University; A. Keate Cook and Frank H. Ensign, *Sigma* of the Salt Lake City Alumni Club; C. W. Fackler, *Epsilon*, University of Iowa; H. G. Wright, *Beta*, and Mrs. Wright and H. P. O'Connell and T. Z. Hayward, *Beta*, of the Chicago Alumni Club.

Beta Chapter entertained the visitors with a dinner at the Amber Pie, a quaint little restaurant in the heart of the bohemian district, after which the crowd returned to the Beta Chapter to spend the evening in celebrating the eve of our departure. The hilarious shouts that rang out up and down Cedar Street that night purely betokened to all Chicago brothers to approach the door that the Ancient and the Effervescent Order of Yellow Dogs was welcoming into its ranks newly initiated members. The zero hour finally arrived so amid the din of voices calling good-bye and good-luck the delegates taxied to the Grand Central depot and boarded the special car that had been chartered for the trip.

## ANN ARBOR VISITED

Just as the church bells were tolling the hour of six and calling its sleeping parishioners to Sunday worship, our train pulled into Ann Arbor, nestled among whose hills lies the great University of Michigan. Despite the early morning hour and the fact that school at Michigan was not in session, a delegation from Xi Chapter was on hand to meet us. A number of Xi brothers had driven out from Detroit, Owosso, and other Michigan cities to welcome us, and needless to say, we were more than elated at this reception.





At Washington, D.C.



At Cambridge, Mass.



"PAT" "CRIPPLE" "BIG BOY" "COW-BOY" "FRANK" "GIF" "GIG" ALICE

Atlantic City, N.J.



New York City



At New York City



At BOSTON





After a hasty breakfast, we were taken on an automobile tour of the campus, stopping long enough to inspect the new chapter house purchased by Xi Chapter. Another stop was made to inspect the famous Michigan Union, known throughout collegiate circles as one of the finest buildings of its kind in the country. The tower of the Michigan Union afforded us a birds-eye view of the campus and city, so some little time was spent there in picking out whatever points of interest we had overlooked in our automobile tour.

We hurried back to the station to catch the 9:40 train for Detroit, and Brothers H. D. McNaughton, the Xi delegate, and Gifford S. Adams, an alumnus of Xi, joined the party. Brother M. C. Barker of Xi kindly invited Brothers and Mrs. "Gig" Wright, Ed Wilson and the writer to drive in to Detroit in his Winton, which trip was most thoroughly enjoyed. In one hour and ten minutes after leaving Ann Arbor we were in Detroit, so you see Brother Barber stepped on the gas.

### DETROIT, MICHIGAN

A large delegation of cars containing Theta brothers met the train on arrival at Detroit, and the morning was spent looking over the Detroit business section. A wonderful dinner was held at the Fort Shelby Hotel at noon which was attended by over 75 brothers, who had gathered there to make sure that our stay in Detroit would be a pleasant one. The speeches were short and snappy, and the whole gang was hustled off in a caravan of some 18 automobiles for a tour of the city, the parks, the automobile factories, etc. We bid good-bye to our hosts at the Michigan Central station at 5 P. M., rocking the walls of that famous station with the fraternity song and a few timely yells.

### MONTREAL, QUEBEC

At 8 A. M. Monday morning we arrived in Montreal via Canadian Pacific and were met by Brothers Hughes, Laidlaw and Brittain of Tau Chapter. Breakfast was soon disposed of and the morning spent in a truly wonderful automobile ride. A large "rubber-neck" wagon, without top, was chartered and we started to inspect this famous Island city, founded in 1642 by Maissonneuve, in the name of the King of France. Montreal, the metropolis of Canada, is rich in history and is unique in that there is blended in exquisite panorama the present and the past. Quaint old-world cottages, built by early French builders, rest placidly in the shade of towering office buildings embodying the memories of yester year with the spirit of industrial progress of today.

From Dominion Square, past the ancient towers of the Cathedral of Notre Dame, through the business and French sections, past Chateau de Ramesay, erected in 1704, and the modern buildings and beautiful columns of McGill University, we wound our way into the outlying towns and villages, turning back along the banks of the St. Lawrence to view the Lechine Rapids.

Noon found us at dinner in the Queen's Hotel, where each menu card had as a complement, a "Wine List." 'Nuf sed!

In the afternoon, we separated into smaller groups of four and five to spend the rest of the day as each group desired. The majority hired Victorias drawn

by ancient-looking nags and piloted by as equally ancient-looking drivers for a trip up Mount Royal. From the lookout on Mount Royal we saw stretched at our feet in picturesque panorama, the major portion of the city of Montreal, the St. Lawrence, and in the far distance the Green Mountains of Vermont.

The remainder of the day passed all too quickly. Some shopped; others kept sight-seeing. Some of the affluent had dinner at the Mount Royal Hotel. Practically all equipped themselves with a brand new cane, and it was with deep regret that we bid our brothers adieu at the Boston & Maine station that night.

### BOSTON, MASS.

A royal welcome was accorded us the next morning in Boston by our Gamma brothers, who met our special car at the station, although it was over an hour late. After breakfast, we again boarded the bus for a complete tour of Boston and its environs.

Boston, founded in 1630, is one of the oldest cities in our country, and is without doubt one of the most interesting insofar as the early history of American people is concerned. Its narrow winding streets and crooked byways all lead to historical spots. To attempt to tell you all we saw would require a complete issue of THE DELTASIG. After "doing" the business district, including such famous places as Bunker Hill, South Meeting House, Fanueil Hall, Paul Revere's home, Old North Church, the Charleston Navy Yard, etc., we journeyed out Cambridge-way and visited Harvard University. Returning we visited M. I. T. and Boston University, parts of the residential section, and then the business district again.

In the evening we went out to Norumbega Park and enjoyed a delicious shore-dinner. A large number of Gamma brothers were in attendance at this dinner and saw us off to our train at eleven bells.

### NEW YORK, N. Y.

New York was reached early Wednesday morning, September 10, and it was a tired, washed-out, looking bunch of nomads that alighted at the Grand Central terminal. Four consecutive nights in a sleeper, with about 16 hours of sightseeing and fun crowded into every day was beginning to tell, but we were all eager for a grand "fling" at little old New York.

We headed for the Alpha Chapter house. As many as could "park" there did so; the others checked in at the Albert Hotel, two blocks from the Alpha house. What the gang did the next few days would be hard to relate. What they didn't do probably wasn't worth doing. Just about everything from Long Island to witness the polo matches to West Point to see the cadets; from Coney Island to tear loose to the Amsterdam to witness the latest Follies. Every hour saw additional delegates arriving, and by the time the Congress of Chapters convened on Friday morning at 10 A. M. there were over 75 visiting brothers on hand.

What a crowd! Enthusiastic? Peppy? You bet! Everyone shaking hands with someone else. "I'm a cowboy, from Salt Lake City. Where you from?" "Southern California." "Georgia Tech." "Wisconsin." "Ohio State."



"Iowa." "South Dakota." "Kentucky." And so on. A din of voices; happy, excited shouts, all expressed far better than words can tell, the spirit of fraternalism and good-fellowship which filled the Alpha house and which stimulated everyone to greater efforts. The pounding of the gavel by President "Gig" Wright brought about a sudden hush, and that for which many had come, was about to begin.

Elsewhere in this issue will be found an account of the business transacted at the Congress of Chapters. Between sessions we enjoyed luncheons at Enrico's, a quaint Italian restaurant at the edge of the "Village," and at Wanamaker's. The business sessions were adjourned late Saturday afternoon, and Alpha Chapter entertained with a banquet at the Fraternity Clubs building, and what a feast it was! After the usual din had subsided long enough for Ed Wilson of Beta to sing his famous Freeport Party song, Brother Lee Galloway of Alpha, who acted as toastmaster, introduced Brother Norris A. Brisco, Epsilon, now director of the School of Retail Selling of New York University, who spoke on "Fraternity Spirit as a Business Asset." Brother A. F. Makay of Alpha, one of the founders of the fraternity, then spoke on "National Co-operation in Delta Sigma Pi." Brother "Gig" Wright of Beta, retiring president of the fraternity, was then called upon to respond to "Has Delta Sig Arrived?" I don't have to tell you what he said; your own judgment should give you at least an idea. During "Gig's" talk he introduced all the delegates to the New York brothers, and gave those in attendance an excellent idea of what each chapter was doing.

At the close of his talk he was tendered a wonderful ovation and was then presented with a pig-skin English kit bag by the undergraduate chapters and alumni clubs. This gift was just a token of appreciation for the untiring efforts of the man who so unselfishly and devotedly has given of his time and energy in service to Delta Sigma Pi. During the period of slightly less than five years in which he has served the fraternity as its chief executive, we have enjoyed an era of unprecedented growth, prosperity and expansion. Our chapter roll has increased from three to thirty-two; our alumni clubs from two to eight. It is our hope that the spirit in which he worked will carry us on to even still greater achievements. The fraternity will not lose the services of "Gig" Wright, as he will serve during the next term as Secretary-Treasurer, and it will be under his direction that the central office of the fraternity will be established.

We next heard from President-elect C. W. Fackler of Epsilon, who spoke very timely on the future of the fraternity.

Sunday, Monday and Tuesday found the gang still seeing the sights in New York, and it was a tired gang that departed Wednesday morning, after being in New York exactly one week.

### PHILADELPHIA and ATLANTIC CITY

Arriving at the Quaker City before noon, we hurried to the new Omega Chapter house, deposited our baggage, got our bearings and then hied off to Atlantic City for the balance of the day. We had the pleasure of making the ride



in record time, making 12 miles between two of the stops en route to Atlantic City, in 11 minutes, from start to the complete stop. Although a light rain fell practically all day we spent a very enjoyable evening on the board walk, taking in the sights in a gang of "Covered Wagons." Aside from a slight disagreement with an ambitious merchant, a "Ritzy" dinner at the Hotel Traymore, and an evening of dancing at the famous Million Dollar Pier, where we gave the natives a treat, the day was an uneventful one, and we reached Philadelphia shortly after midnight.

Brother and Mrs. Herb Wehe, of Lambda, had joined the party, so the married couples went to their hotel and the lucky bachelors found plenty of parking space at the Omega house, which, by the way, is a dandy, and very centrally located. Our hosts turned out at that early hour to welcome us, listen to our experiences and about 3 A. M. tucked us soundly in bed for the night.

The next day was spent seeing Philadelphia, including Independence Hall, Fairmount Park, the city hall, University of Pennsylvania, Temple University, Girard College, Wanamaker's, etc. After our trip we were escorted by some forty Omega brothers to a unique restaurant located in a building which, I am sure, must date back to the Revolutionary days, and called "Le Rendezvous." Here we were served an unusually good dinner, and royally entertained by the Omega brothers. This evening goes down in the diary as one of the most enjoyable ones we had on the entire trip, and we certainly have a fond spot in our hearts for the Omega boys. Incidentally we installed another Yellow Dog chapter. At midnight we were escorted by the entire Omega chapter on foot through the streets of Philadelphia to our train, singing the songs of Delta Sigma Pi, Temple University and Omega. Our sleeper had been parked there since 10 P. M. and we made life miserable for those who tried to sneak in and sleep before the train pulled out at 3:30.

### WASHINGTON, D. C.

Washington was reached the next morning shortly after eight. We checked in at the Mu Chapter house immediately, had breakfast and then started to do the town.

Washington is truly the wonder city and although we had almost three days there, it was with regret that we started packing our grips. To assist us in our sightseeing we chartered a couple of automobiles by the day and took in everything from Mt. Vernon to the top of Washington's monument.

Mu Chapter sprang a surprise on us by giving a dance in their palatial house on Saturday night in our honor. Needless to say, the evening was a most pleasant one, and the syncopated music produced by that African orchestra can still be heard. And say! You should have seen the ladies Mu secured for us. Four of the Chi brothers drove down from Baltimore to attend the dance.

We left Washington Sunday afternoon via C. & O. for Cincinnati. The party had been gradually breaking up by this time. Some had to hurry home



to college; others returned via different routes and when we arrived in Cincinnati Monday morning, our party had dwindled down to less than a dozen.

### CINCINNATI, OHIO

In Cincinnati we were greeted by Brothers Teichmoeller, Taylor and Hiller of Alpha-Theta. After breakfast at the Sinton Hotel, and an auto drive about town, a visit was paid to the famous Rookwood Pottery which proved most enjoyable. We went to the top of the Central Union Life Insurance building and had a wonderful view of Cincinnati and the Kentucky cities across the Ohio river.

By this time the "cowboys" from Salt Lake City had started on their last lap, "Gig" Wright headed for his coal mines down in Kentucky, "Gif" Adams had returned to the task of selling bonds in Grand Rapids, "Pat" O'Connell had hurried back to Chicago to attend a wedding, and "Lobo" Wolff was headed for a visit to St. Louis. The others had gone to their respective homes, the trip was over, so Mrs. Wright, Ed Wilson and the writer had nothing to do but head for Chicago.

After sixteen days of continuous travel, we arrived once more in our beloved city. Despite its smoke, wind, vice and crime, it was "home," and we felt only as home can make one feel. We had traveled far and had seen much, and while there were lots of things in some of the cities we visited which we would like to have in Chicago, good old Chicago can hold her own with any of them, and we're proud of her.

I cannot bring this narrative to a close without attempting to express my deep appreciation for the wonderful way in which we were received wherever we went, and to thank all of the chapters and brothers who helped make our trip one which shall linger long in our memories. In endeavoring to confine this story to just as few words as possible, and I believe you will appreciate that it is no light task, I may have failed to mention the names of all of those brothers who so willingly gave of their time and money to entertain us, or to give a detailed description of the time we spent with each chapter. But when you come to Chicago next time, please remember I will do my best to reciprocate.

The privilege of having become intimately acquainted with Delta Sigs from practically every chapter, and to have found them all worthy of the pin they wear, could not but make anyone of us more proud of the fact that we belong to an organization which is banded together by an incomparable spirit of brotherly love, tempered with mutual understanding. It is, therefore, with a sincere wish that I may again have the privilege and opportunity of participation in another equally as pleasant a journey, that I bid you "Good-bye and Good Luck."

THOMAS Z. HAYWARD, Beta.

## Acceptances and the Business Man

(Continued from page 7)

of long maturity, given for merchandise, and carry it until it comes within the ninety days period when it can be discounted at the Federal Reserve bank.

By encouraging the use of the purchasing trade acceptances which in turn can be used as a basis for note issues by the Federal Reserve banks, the banker is assisting in the modernizing of our credit structure.

Unfortunately, up to the present time the bankers have not done their part in this connection. This can only be explained on the ground that many bankers have not properly investigated the merits of trade acceptances, and when they do make such a study they not only will be convinced of the great advantages but will co-operate in the movement to make the use of trade acceptances general.

### FROM THE VIEWPOINT OF FOREIGN TRADE

The foreign trade of the United States will never be properly developed until the business man realizes the value and the uses of the acceptance and ceases trying to conduct international trade cash against documents or on thirty, sixty, or ninety-day paper with a discount.

In closing, I hope that the reader will give some thought to this important factor in finance and business, for it strangely is in accordance with the precepts and ideals of Delta Sigma Pi. As the use of the acceptance is promoting business in general and the country as a whole benefits, and our International fraternity can well lend shoulder to the wheel of such an advance.

A Merry Christmas  
and a  
Happy New Year  
to  
All Deltasigs

*The Editors*



## Who's Who Among the Alumni

It is said that Lord Leverhulme, *Gamma*, is a most sagacious man of industry. He has Brothers Curtis and McManus signed up with him at his Cambridge, Mass., plant.

Brother G. E. Everett, *Nu*, is connected with the traffic department of the Great Northern at Kansas City.

Brother Ed Schujahn, *Psi*, is associated with the Washburn-Crosby Company at Minneapolis, as is Brother Walter J. Stephens, *Beta*.

Brother Herbert Fallon, *Gamma*, has recently returned (via Canada) from a summer in Europe. He met Brother Robert A. Pearce, *Alpha*, while in Brussels. Brother Pearce is office manager for the National City Bank of New York and he is situated in one of the most picturesque squares in Europe. It savors of romance in every corner. Incidentally, "Herbie" received the shock of his life when he found prohibition in King Albert's dominion. Life is still tolerable there, however, as 14 percent is the legal strength of a drink, and the "high-powered" may be easily obtained by the bottle in a legal manner.

Brother Clyde Griffith, *Nu*, is now in the purchasing department of Sears, Roebuck & Company at New York City.

They all fall eventually!! And now it is Brother Frank McGoldrick, *Alpha*. Congratulations!

Brothers Campbell, *Iota*, and McCarty, *Kappa*, are attending the Graduate School of Business at Harvard.

Brother C. E. (Jim) Lindstrom, *Beta*, is busily engaged selling Hart Schaffner & Marx clothes in New England territory, and frequently visits the brothers at Gamma.

Brother Audley N. Sullivan, *Alpha-Delta*, seems to travel about all over the country for the Bureau of Engraving, Inc., of Minneapolis.

Brother Albert Guggedahl, *Alpha-Iota*, is now secretary of the Chamber of Commerce at Huron, S. D.

Brother Robert R. Engels, *Beta*, was married to Miss Edith Mae Chipman at Woodstock, Ill., on November 22.

Brother Bryan Warman, *Xi*, is associated with George Harrison Phelps, Inc., Advertising Agency of Detroit.

Brother Edward D. Jones, *Alpha*, has a brokerage business of his own in St. Louis.

Brother Herbert E. Brown, *Beta*, is now with the New York office of Baldwin-Universal Co., 40 Rector Street.

Brother R. P. Alexander, *Alpha*, is controller of the Chicago Talking Machine Company, Chicago distributors of Victrolas.

Brother George E. Holt, *Beta*, is purchasing agent of the Schaeffer Pen Company at Fort Madison, Iowa.

Brother Wm. B. O'Regan, *Theta*, has recently returned from spending the summer in Europe, incidentally taking in the advertising men's convention in London.

Brother M. F. Griffin, *Iota*, is teaching and coaching at McPherson College, McPherson, Kan., while Brother L. L. Briggs, *Alpha Eta*, is one of the instructors in the Department of Commerce at the same institution.

Brother Chas. F. Heath, *Iota*, is manager of his father's bakery at Salina, Kan.

Brother Dolph Lain, *Xi*, is instructor in public speaking at the Moline High School, Moline, Ill.

Brother H. D. Tharle, *Chi*, is connected with the Schluderberg-Kurdle Co., Baltimore, Md.

Brother John A. Waldron, *Alpha*, is one of the executives with the Mack Sennett Comedies, Los Angeles. "Jack" incidentally writes a great many of the titles for their comedies.

Brother M. J. Jackson, *Omicron*, can be found with the Perry Mill and Elevator Co., Perry, Okla.

Brother D. M. Higbee, *Zeta*, is situated in the Philippine Islands for the International Bank Corporation.

Brother Earle R. Hoyt, *Beta*, is division merchandise manager for Butler Bros., large mail order house. Earle has been commuting between Chicago and New York of late.

Brother R. R. Houston, *Omicron*, is employed by the American National Co., Nashville, Tenn.

Brother Harvey G. Meyer, *Psi*, is on the faculty at the College of Commerce, University of Tennessee, Knoxville, Tenn., while Brother E. R. McCartney, also *Psi*, is with the Cleveland Grain & Lumber Co., Mt. Morris, Ill.

Brother Albert J. Pirie, *Upsilon*, is attending the Kent College of Law, Chicago.

Brother Milton H. Philleo, *Rho*, was last heard from care Haskins & Sells, Los Angeles, Calif.

Brother Walter L. Murphy, *Mu*, is teaching at the Providence College, Providence, R. I.

Brother Wm. F. Otto, *Lambda*, is employed by the Department of State and Finance, State of Pennsylvania, Harrisburg, Pa.

Brother James William Petty, Jr., *Kappa*, is on the staff of the Marietta *Journal*, Marietta, Ga.

Brother Max A. Holden, *Gamma*, can be addressed care Trow & Holden Co., 45 S. Main St., Barre, Vt.

Among the *Beta* brothers employed at the Chicago office of Arthur Andersen & Co. are Glen Grawols, Howard Kramer and W. J. Caverley.

Brother Arthur G. Kruse, *Epsilon*, is employed by the First National Bank of Alhambra, Calif.

Brother Paul K. Anderson, *Pi*, is teaching at the Junior High School, Greensboro, N. C.

Brother N. J. Broderick, *Delta*, will shortly blossom out as one of the assistant managers of the Hotel Retlaw, Fond du Lac, Wis.



Brother Louis H. Kerber, *Beta*, one of the editors of THE DELTASIG, is assistant business manager of the *Red Book Magazine*, Chicago.

Brother T. C. Koerner, *Upsilon*, is selling for Baird & Warner, large realtors, in Chicago.

Brother John W. McManus, *Beta*, when last heard from, had transferred his point of residence to 4457 Cass Avenue, Detroit. "Mac" was in Milwaukee for some time for the American Gear Company and we presume he is in Detroit for the same firm.

Brother T. Z. Hayward, *Beta*, who contributed the interesting article in this issue on The Circle Tour to New York City, is employed in the sales department of Jos. T. Ryerson & Sons, Chicago.

Brother Hyatt Berry, *Nu*, is playing in the orchestra at the Savoy Hotel, London, England.

Brother Jack R. Hughes, *Tau*, is employed by the Royal Securities Co., Montreal, Quebec. "Jack" will be remembered as the popular delegate in attendance at the 1922 Congress of Chapters in Chicago. We wonder where "And of Which I Have the Honor to Belong" Templeton, *Omicron*, is now located.

Brother Vic Meuer, *Beta*, is making dollars for DITTO, Inc., Chicago, manufacturers of the duplicating device of the same name.

Brother C. G. Collingwood, *Beta*, just about qualifies as the World's Best Coffee Maker. Lessons can be secured from him daily in the Chicago office of Chase & Sanborn, where he holds forth in the sales department.

Brother John C. Payne, *Psi*, was married to Miss Nina Faris on October 26, and they now reside in Tab, Ind.

Brother Karl D. Reyer, *Nu*, is teaching advertising and marketing at Ohio University, Athens, Ohio. We also understand Karl recently joined the ranks of the benedicts.

When last heard from, Brother A. E. Briggs, *Beta*, was advertising manager of Wm. Demuth & Co., London, manufacturers of W. D. C. pipes.

#### THE EDITORS SPEAK—

The editors hope to make THE DELTASIG one of the best magazines in the entire fraternity field. This cannot be done, however, unless we have the support of every chapter, alumni club and member of the fraternity. We solicit constructive criticism and suggestions; ideas for making the typography, make-up or any other feature of the magazine better than it is.

In the next issue we expect to inaugurate an exchange department, an editorial column and one or two other new features. We also want to enlarge upon the alumni department, but if the news items are not sent in, how can we make that larger and better? Answer: Send in the items.

We also appeal to the brothers for volunteers to act as editors of the different departments. We want an exchange editor, a humorous editor, alumni editor, a chapter letter editor, etc., and we prefer brothers who have had some experience in this work. If you can assist us in this respect, or know some brother who can, write us immediately.

L. H. KERBER and H. G. WRIGHT, Editors.

## Chapter Letters

### Alpha Acquires a New House

The summer of 1924 has intervened since the last issue of DELTASIG. Activities at

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UNIVERSITY**

Alpha were somewhat subdued, owing to the fact that many of the brothers contracted the wanderlust; (an aftermath of spring fever.) However, there is no place like home, and the fall finds the brothers all tanned up and ready for the banner year 1924-1925.

The week-end of September 11-14, 1924, found Alpha's house thrown wide open for the Congress of Chapters. Alpha is indeed grateful to the out-of-town brothers for their wonderful turnout for this Congress. This letter will not touch upon the activities of the Congress, because it would only be a repetition of what you find in the convention write-up on another page of this issue.

We tried our best under circumstances which exist in New York and nowhere else, to make our part of the convention a success. We hope we succeeded. There were a number of functions we wanted to have for the entertainment of the visiting brothers, but there were two obstacles. We could not interfere with the business sessions and we also realized some of our visitors had plans of their own. Individual and informal parties were, therefore, our only means of passing the time not covered by the program.

The banquet which was held at the Inter-Fraternity Club showed to a superlative degree the spirit which pervades Delta Sigma Pi and there is no doubt whatever that the discussions and various motions voted upon will tend toward a bigger and better Delta Sigma Pi.

Alpha Chapter is not given to boasting, but October first brought to light in a very

practical way the fact that we are justified in boasting of brawn as well as brain. On that memorable day, we discarded our business attire for overalls and khaki shirts for the purpose of moving to our new home. Needless to say, the piano was heaviest, but that is now safely resting in our music room, all of which I say again justifies our boast of brawn as well as brain.

This was not accomplished, however, before we had a farewell house dance at 51 West 11th Street. It more than surpassed our fondest hopes for a successful farewell dance. Witness the fact that the brothers are still talking about it.

I think Alpha Chapter can count itself very fortunate in securing our new house at 7 West 10th Street. The difficulties which were encountered in obtaining a house in the Washington Square section can be realized in a small degree by the fact that we are just one door from Fifth Avenue, New York. The residences in and about this community are occupied by some of the oldest families in New York, and houses of this type are not very easily acquired. It contains nineteen rooms and has accommodations for twenty-six brothers.

The active chapter now consists of thirty-two men. Prospects for the year are exceedingly good, notwithstanding the fact that we have keen competition at school. On October 14 a smoker was held at the house. We had about twenty-five guests present, the majority of whom looked like Delta Sig material, and many of whom we are now lining up.

The chapter is active this year as usual in the politics of the school and the next issue of THE DELTASIG will tell you of the many offices to which our men have been elected.

We are not overlooking house dances smokers, and parties, which are arranged impromptu during the year. Of these you will hear later.



I wish to extend to the new officers of the year 1924-1925 the best wishes of Alpha Chapter and pledge our whole-hearted support.

JAMES C. O'BRIEN, Scribe.

### Beta is Looking Forward to a Banner Year

It would not be much of a task to write a book regarding the activities of Beta Chapter since the last issue of THE DELTASIG. The fraternity house situated at 72 Cedar Street was the haven of the swimmers all summer and every Monday night in particular found a goodly number of brothers enjoying a swim in Lake Michigan, which is only four doors from the chapter house.

On July 27 Brother Ed Wilson was host to about a score of brothers, their wives and lady friends at the Wilson cottage at Waverly Beach in the sand dune district of northern Indiana and a most wonderful time was had.

On August 2, sixteen of Beta Chapter's golfers defeated Gamma Chapter of Alpha Kappa Psi at the Big Oaks Golf Club by a score of 37 to 9. We also had a tennis match and a baseball game scheduled with them but somehow or other we could not get together so we were forced to seek other competitors.

On September 6 we had the pleasure of entertaining the visiting delegates from our many western chapters who stopped off at Beta on their way to the Congress of Chapters held in New York City. An informal dinner was held that evening after which a very representative class of "Yellow Dogs" was initiated.

On October 13, Brother Kerber gave a lecture on the Yellowstone and Glacier National Parks. Brother Kerber has made these trips a great many times and presented a very capable lecture and a large number of beautiful stereopticon views.

Beta has 47 brothers registered in school this semester, 34 being undergraduates and 13 post-graduates. This is the largest number of brothers we have had in school for several years. Neil Jenkins is editor and

Cy Braud is business manager of *North-western Commerce*. Bert Brumm is vice-president, Harry Couch is financial secretary, Collingwood, Jim Lindstrom and Gig Wright are directors of the Commerce Club. Bert Brumm is also president of the senior class, Tom Wright is editor of the 1926 *Syllabus*, and F. O. Blackmun is business manager for the School of Commerce division.

Several very interesting smokers have been held and several enjoyable speakers have been heard at these smokers. At the smoker held October 27, Brother Kerber was officially presented with the Delta Sigma Pi scholarship key which he won last year with an average grade of 2.42.

Ladies' parties and dances were held at the house on October 4 and November 29 and all are looking forward to the big New Years' Eve party which has become the leading social event of the year in Beta Chapter.

There are plenty of exceptionally well qualified students in attendance at Northwestern this year and Beta Chapter will have no trouble in placing the pledge button on some very fine men.

TED BOLLE, Scribe.

### Gamma Entertains Visiting Delegates

On September 9, Gamma was host to a large number of delegates who passed through our city on their way to attend the Congress of Chapters at New York. A committee met the visiting delegation at the station, on their arrival via special car from Montreal. The morning was occupied by an automobile tour of the city and Cambridge and its historical suburbs; in the afternoon the delegates divided into small groups and did whatever they wished. That evening a banquet was given at the Chauve Sourris restaurant, Norumbega Park. Even the rain didn't dampen the Delta Sig spirit and a large turnout of brothers was on hand.

Gamma's official representative at the Congress was Head Master Redmond, and Brothers Sheehan, MacKenzie, McNulty,

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UNIVERSITY**

**BOSTON  
UNIVERSITY**



and Canavan were also present. Since their return we have heard nothing but the highest of praise about Delta Sigma Pi and the wonderful future ahead of the fraternity.

A very busy summer was put in by officers and the result was more than we expected. Now we are working hard on the house question, and hope to be able to announce a chapter house some time soon.

Joint smokers with the Boston Alumni Club once or twice a month are planned for this winter. Our first initiation will be held the fore part of January and we will have a good class of neophytes to put through.

Founders' Day was celebrated by holding a smoker. Engraved invitations were sent out to several prospects with the result that a good number were on hand. Many of the alumni took advantage at this time to renew old friendships and make new ones. Professor Bornhoff of the College of Business Administration of Boston University spoke on "Budgetary Control." Some of the active brothers contributed to the program with songs. A buffet lunch, with the pledges presiding, completed a very enjoyable evening.

Brother John P. Hooban, who won the Delta Sigma Pi key in 1923, won the gold medal presented by the faculty of the College of Business Administration in 1924 for highest scholastic achievement.

Gamma extends a hearty invitation to all visiting Delta Sigs to look us up when in Boston.

PETER L. KELLEY, Historian.

#### Marquette University Completing Huge Building Program

Delta Chapter started the school year with thirty-eight active members, all prepared to do their best to make the year a successful one in every respect. They found a number of changes in the College of Business Administration: faculty members gone and new faces in their stead. Brother Clyde Belford was among those missing. He is now teaching in the University of

Southern California. Our loss is Phi Chapter's gain. We know that Brother Belford will mean as much to the Phi men as he did to us. Brother Raymond Kneif, a recent graduate, is one of the new accounting instructors.

The campus also presented a different appearance, four new buildings having been completed during the summer months. A new Gothic structure stands near the site of the old law building. Within a stone's throw of the chapter house is the science building. The new Marquette Union building is located next to the house. Delta Chapter's first head master, Brother Charles Cobeen, as business manager of the Union, is responsible for the realization of this long-left need. The Marquette University High School building, although but partially finished, has been utilized to help take care of the calls for admission that the old building could not satisfy. The stadium was used for the first time this season and was the scene of the four major home games.

The chapter and the individual brothers have been very active. A number of smokers have been held at the house and have been well attended by the members and their invited guests. Each smoker has been featured by short interesting talks, usually by some member of the faculty of the College of Business Administration or some other department of the University. Since the beginning of the term several dances have been held. On October 18 an informal dance was held at the Plankinton Hotel. It was attended by forty couples who enjoyed themselves thoroughly. Following the homecoming game with Creighton on November 1, an informal dance was given by the Milwaukee Alumni Club, at which the actives were the guests of the passive members. On Thanksgiving night the annual fall dinner dance of Delta Chapter was held at the Hotel Plankinton. It was declared by all those who attended to have been the best in the history of the chapter. The affair was under the direction of Richard Lawless with John Host assisting him. Several ever-welcome brothers from other chapters were in attendance at these dances.

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UNIVERSITY**



It has not been all school work with the Delta men. Most of the actives are taking part in one or more school activities. Except for the freshman class the fraternity has two or more officers in every class of the department. Brother John Hudson heads the senior class and Alois Braunschweig is president of the sophomore class. Brother Gordon Bishop is the department's member of the university student council. Brother Lowe was chosen by the president of the University as the representative of the student body on the athletic board. Leo Barden, although only a sophomore, is an associate editor of the University year-book, the *Hilltop*, having charge of the business administration section. The varsity basketball team will be managed by Brother Lloyd Weyenberg during the coming season. He is now putting the finishing touches on the schedule which he promises to be a good one.

Brother John Host has been elected treasurer, to succeed Brother McMillen, who was forced to leave school because of the sudden death of his father. An initiation will be held some time during the middle of December. We now have nine pledges, all of whom we hope to be able to announce as brothers in our next letter. We again wish to take this opportunity to invite to our chapter house any Delta Sigs who happen to be in the vicinity of Milwaukee.

STANLEY LOWE, Scribe.

#### Epsilon Active in Student Activities

During the week of September 16 all trains headed for Iowa City brought back many old and new faces. **UNIVERSITY** All colleges started in full swing on Monday, September 22, and when Epsilon roll was called it was found that our chapter had fourteen active men back. With this group of men we started to build up our chapter for the coming year.

At the first business meeting of the year we decided upon our rushing program, combined with a regular schedule of luncheons and smokers. At the present time we have nine pledges, all of whom are

of good caliber, and we know that they are going to make good Delta Sigs. The initiation for these men will take place on December 14.

Our first initiation of the year took place on Sunday morning, October 19. After the ceremony a banquet was held at the Jefferson Hotel in honor of the new brothers. The new men are Hugo Buck, Frank McCormick, Arthur Fox, Frank Hogan, Richard Atherton, and James Moore. After due consideration and a great deal of argument on the part of the old men, we elected for the high and esteemed office of Keeper of the Parchment Roll, our new and well-qualified brother, Frank McCormick. As his worthy assistant we felt that Brother Atherton was the man.

Paul Pahl, Headmaster and our representative to the Congress of Chapters this last summer, reported a very fine time on the trip, and was very much impressed by the proceedings of the convention. From the report which he gave us, we were given a first-hand insight on the size of our fraternity, and the great number of brothers all over the world who stand for the teachings and principles of Delta Sigma Pi.

Our chapter rooms this year are located at the same address as last year. They were remodeled during the summer months, and make an excellent appearance this year. Always looking forward to the time when we will move into a house, we are constantly purchasing furniture, so when the time comes we will be well supplied. Several of the brothers remained in Iowa City for the summer, so we had somebody to take care of the rooms.

On Tuesday, October 14, the Commerce Club of this University held a mixer for the members of the Commerce College. In this way all of the students were able to get acquainted with each other. At this mixer we were on the lookout for men that would make good Delta Sigs, and since that time have taken action on several of them. Paul Pahl was elected to the office of treasurer for the coming year, making a grand total of three Delta Sigs who hold office in the club.

The majority of the staff of the *Journal of Business*, the quarterly magazine put



out by the College of Commerce, is made up of Delta Sigs. Brother Frank McCormick is editor for the coming year; Brother Eldon Miller, associate editor; Brother Paul Collin, business manager; Pledge Alanson, assistant business manager; Brother Louis Wallbridge, advertising manager, and Brother Edward Van Quekelberghe, assistant advertising manager. This magazine is composed of numerous articles written by prominent business men throughout the country, and instructors in this University. News items of men in the college, and men out in the commercial world is also given space in this publication. We have the hearty co-operation of the business men of Iowa City, and hope to make this magazine a bigger and better publication than ever this year.

Brother Collin was elected president of the senior class, and Brother Atherton president of the junior class, so we feel real proud of the prominent part our brothers are taking in student activities.

Our first party of the year comes during the early part of December, and we are all planning on a good time. The definite date has not been set as yet, but will be determined at the next business meeting. We hope to go through with our plans and make this a real, honest to goodness party.

Within the next few weeks the Commerce College is to move into its new building, which will be equipped with the latest facilities of modern instruction. This beautiful structure, modeled after the Pantheon of old, completes the quadrangle on Old Capital Campus. Within its gleaming white walls will be situated a College of Commerce second to none in America.

ELDON W. MILLER, Scribe.

**NORTHWESTERN**  
**UNIVERSITY**

*No letter received.*

**UNIVERSITY**  
**OF**  
**KENTUCKY**

*No letter received.*

### Theta Brothers Are "Bringing Home the Bacon"

Theta Chapter is back into harness and its thirty-six active members are prepared for our greatest year. Nine of our most active men graduated in June and one, Brother J. F. Simpson, has returned to his home state and has resumed his studies at the University of Texas.

The chapter activities opened with a meeting at the Wolverine Hotel on October 4. At this meeting Brother Sheridan gave a detailed report of the convention held at Alpha in September. The officers for the ensuing year were installed and plans were made for a very active year.

Great honors have been bestowed on Theta at the University this year. Following is the list of the brothers holding office for the scholastic year of '24-'25: W. B. Jennings, president Detroit Union; S. J. Bennett, treasurer Detroit Union; S. G. Russell, director Detroit Union; J. J. Roney, president Interfraternity Council; F. E. Dacey, president senior evening class; L. V. Nagle, president junior evening class; L. A. Snell, treasurer junior evening class; Edw. Ehrman, vice-president junior day class; M. D. Hill, president sophomore day class; W. B. Jennings, Prefect Professional Sodality.

On the evening of October 1 we gathered to cheer the winner of the Delta Sigma Pi Key, who was none other than our own brother, R. W. Settle.

Founders' Day was celebrated with a dinner dance at the Wolverine Hotel. The usual good time was had by all.

November 21 five new men were pledged to Delta Sig. These together with the five pledged last June are being put through their preliminary paces and will be initiated on December 13. The ten neophytes are the pick of the school and from all indications will make real brothers of Delta Sig.

Delta Sigs are prominent at all the football games. The brothers attend the games in a body and their cheering is not lacking in volume. To a man we are behind our team, win, lose or draw. Aside from our



loyalty to our school we cheer for our two brothers, Don Miller and M. D. Hill, who are on the Varsity.

Theta anticipates an active year which will firmly establish Delta Sigma Pi as the leading fraternity at the University.

EDGAR FRANCOIS, News Editor.

### Iota Welcomes New Dean

Iota opened her doors this fall for the fourth time with twenty-two active members ready to take the wheel and make this year the most successful that we have ever had.

With seven new pledges who promise to be real Delta Sigs, we feel sure that prospects could be no brighter. All of the brothers at Iota are set on making this the record year, and with the spirit of unity that prevails there is no reason for anyone to be disappointed.

The following men have been pledged this year: Wallis Cordes, Crocker Bacon, Walter Woodworth, Paul Tomlinson, James Gray, Everett Weinrich and Lewis Doughton. These men have been carefully observed and chosen on their merits and ability, and should make good men for Iota.

On September 24 Iota held its first smoker and mixer, about fifty men were present at the chapter house, including the faculty of the School of Commerce and Business, also prospective men for Iota. We believe in co-operation and the first steps are getting acquainted with other men in the same field. Speeches by the faculty on plans for the present year and their desire to become closer connected with the students was emphasized.

Instead of a Founders' Day banquet, Iota gave a real celebration by combining her annual fall party with Founders' Day. Many of the old grads were there to help polish the floor and meet the new men. Iota always has her share of parties and good times although we realize that work comes first.

Brother Stockton, Dean of the School of Business at the University of Kansas, has made himself known to Iota. Brother Stockton came here from South Dakota

University this fall, where he was a member of the faculty. He is a typical Delta Sig and a real father to the boys at Iota.

We are also well represented on the Crimson and Blue eleven having (Captain) Burt holding down his regular position as fullback and Brother Eldon Haley is up to his old tricks as guard. Brother Holderman, who was on the squad last year, is unable to report on account of an operation. Several of the brothers have already started training on the cinder path and the "cage."

We feel the loss of the nine men who graduated last spring who are making themselves known outside of books. We feel their loss and appreciate the things they did for Iota. Brother Putman, our departed headmaster, is employed in the personnel department for the General Electric at Chicago, Beiwener is with Western Electric at Pittsburgh, Schafer with the Standard Oil Co. at Wichita, Griffin is teaching and coaching at McPherson, Davis is working as accountant in Muskogee, Heath is manager of his father's bakery at Salina, Stroulman is employed as insurance adjuster for the Missouri Board of Insurance, Johnson is representing the John Hancock Insurance Co. We are proud of our graduates and give them our best wishes for success.

Iota extends to all brothers a fraternal welcome to K. U. and remember—we never lock our doors.

W. R. LEIMENSTOLL, Scribe.

### Kappa Celebrates Founders' Day

On the day when Georgia Tech beat Auburn in their annual Thanksgiving classic, Kappa Chapter was in splendid condition, and continues to stay so. Our ten pledges are eagerly looking forward to the great event of their initiation on the 12th of December. No underclassmen have been pledged this year and will not be considered until after the holidays.

Kappa's Founders' Day banquet given at the Hotel Wincoff on November 9 was an enjoyable affair, there being nearly forty

UNIVERSITY  
KANSAS

GEORGIA  
TECH.



brothers present. Brother Fred V. Wenn of Alpha Chapter was the principal speaker, giving us a wonderful talk.

In student activities this year, Kappa has taken the lead in many fields. Brother A. O. Holder is president of the glee club. Brother Varsity Johnson is captain of the track team. Brothers C. T. Barron, J. H. Marshall and Pledgee I. A. Williams have played regular on Tech's Tornado this fall. Brother L. M. Sessions is manager of the team. Brother C. D. Keen is business manager of the *Yellow Jacket*, Tech's comic. Brothers Barron and Marshall were recently initiated in Koseme, a junior honorary club. In the military department we are represented by Brother J. W. Petty, adjutant; P. M. Griffis and C. D. Keen, captains, and W. D. Owens, lieutenant.

The chapter is looking forward to giving our annual spring dance.

Brother L. W. Johnson reported the convention a great success and our regret is that we all were not there.

The Atlanta Alumni Club is very active and we have ample cause to feel proud of its members. Their weekly luncheons do much toward keeping us closer together, the active chapter being there as much as possible. These luncheons are held on Thursdays at the Peacock Cafe and all visiting brothers are cordially invited to attend when in Atlanta.

C. D. KEEN, Scribe.

#### Lambda Attacked by Dan Cupid!

The members of Lambda Chapter extend greetings to the officers of International Fraternity, Delta Sigma Pi, and to the brothers in the various chapters.

Lambda starts this year with an active roll of twenty-five brothers. The program outlined for this year include the securing of temporary quarters for the chapter; a drive to secure as many day school prospects as possible; business meetings every second Monday; and a smoker or dance every month. Two smokers have been held with but a fair attendance—so that offers one specific item that must be remedied. Our chapter cele-

brated Founders' Day in conjunction with a smoker held during the Y. M. C. A. drive at the University. Brother McCoy of Lambda was appointed director of the drive, and he certainly proved himself worthy of the honor. Incidentally, it is part of Poul's daily grind to "git de monee."

When roll was called at the beginning of the semester, it was discovered that several of our brothers had been waylaid by Dan Cupid, and dropped for the count. These heavenly happy brothers are Headmaster Wehe, A. M. Replogle, A. W. Hemphill, J. M. Eichenberg and C. M. Weinman. May they be commended for their bravery.

Our honorary brothers are entertaining us with unusually interesting talks at our smokers. At our last smoker, Dr. Clevon gave a most interesting talk on several topics that were of special interest to Lambda, as well as an idea of the new Youth Movement in other countries, especially China.

Lambda has not compared very favorably with most of the chapters in securing new members. It is then in order to state that most of our men are evening division students and are probably at school only about two or three nights a week. The arrangement of classes does not enable a man to get around to men in the other classes as readily as though he were on the campus. This handicap is then very apparent. As we have several brothers on the campus this term, special efforts will be made to have prospects come to our smokers and dances and later pledge such prospects. A pledging ceremony is scheduled for the early part of December, and we are hoping to secure a goodly number of pledges by that time.

The news letters of Omega and Beta deserve special recognition and the staffs of these chapters are to be congratulated on the splendid magazines they are producing, as well as the *Nu's News* from Columbus. The spirit radiated from such chapters certainly instills the idea that Delta Sigs stand for the things that are worth while and worth working for.

C. F. GRIMM, Scribe.





**GEORGETOWN**  
**UNIVERSITY** *No letter received.*

### Nu Moves Into New Quarters!

Nu Chapter is again in a new home for the beginning of this college year, having leased an apartment at 12 Fifteenth Avenue, Columbus. Our house is at the very door of the campus and needless to say our front porch serves as an elegant "receiving stand."

The present year promises to be a big one for Nu. We have had three smokers at which there was a large attendance of brothers and guests. Our first initiation will be held Sunday, December 14. Eleven pledges will be subjected to our rigid tests, as follows: Rings, Call, Foster, Gehret, Humphries, Brassem, Crabtree, Kleinsmith, Flautz, Sprowl, and Bland.

Our first dance will be held Saturday, December 6, with Brother Barnes, chairman of the entertainment committee, in charge. "Vic" says he has secured the hottest bunch of college educated melody lads in captivity for this event.

Brothers Peters, Goshen, Barnes and Morris attended the Congress of Chapters in New York in September. All reported a wonderful time and expressed their desire to be present at the next Congress to be held in Madison, Wis.

Brother Donaldson was elected president of the local chapter of Beta Gamma Sigma and Brother Dachsteiner secretary-treasurer.

We have several globe-trotters among our brothers. Word has just been received that Bob Streeper has arrived safely in China. Bob was appointed as vice-consul at Canton, China. Hyatt Berry is playing in the orchestra at the Savoy Hotel, London, England. George Davis dropped into the house a few weeks ago after an extended trip to South America, England, Ireland, France and Germany. Oliver

Combs is getting all set for his trip around the world.

Be sure and visit us when in Columbus!  
ELVIN F. DONALDSON, Historian.

**UNIVERSITY**  
**OF**  
**MICHIGAN** *No letter received.*

**VANDERBILT**  
**UNIVERSITY** *No letter received.*

**UNIVERSITY**  
**OF**  
**GEORGIA** *No letter received.*

### Rho Initiates Class of Thirteen

Rho Chapter is pleased to introduce our new initiates: Elmer F. Bondshu, Elmer E. Boyden, Walter Kavanaugh, Rowland Chapman, James A. Corley, Jr., William O. Cole, Jr., George Gaw, Deane S. Gibson, George E. Hersey, Thomas B. Mixer, Turner A. Moncure, Everett N. Peterson and Ernest H. Saunby. All are members of the class of 1926 with the exception of Brother Gaw, and we expect great things from them in the coming two years.

The chapter is holding its regular weekly luncheons and dinners, alternating weekly, i.e., having a luncheon one week and a dinner the next. We always have graduates and faculty members in attendance at these events, who oblige us with excellent talks. Founders' Day was celebrated with a dinner on November 6, with an unusually large turnout of brothers.

Many of our brothers are particularly active in campus affairs: Burt King is the star short stop of the baseball team; George Gaw is Varsity cheer leader and Hall Jacobs is assistant Varsity cheer leader. Chris Phelen is president of the Commerce Association and Manager of the Commerce. Gerry Startford is on the Varsity

tennis team and is also secretary of the student affairs committee.

Watch our step for the balance of the year!

TOM C. GORRIE.

### Sigma is Showing the Way at Utah

It has been said that a thing well begun is a thing half done. This being true, this year's prospects for the Sigma Chapter are indeed rosy, for we have started the new year with unparalleled enthusiasm. This spirit is of such a proportion that were it a cardinal factor in sending one over the great divide, then would the Sigma men be headed for the last long journey at a very immature and tender age.

Each man has taken the interests of the Delta Sigma Pi to heart; with the thought uppermost to make this chapter the best on the campus we have lined up as fine a bunch of pledges as may be found at any university. It is our intention to be extremely careful in the selection of men that shall come into the chapter. We believe that by guarding the standard of membership we shall have no trouble in perpetuating the growth and success of the Delta Sigma Pi.

By way of social activities, on November 13 a very successful informal dance was given at the Tennis Club. The majority of active men and alumni and pledges were present.

We wish to extend to all chapters our best wishes for Christmas and the New Year, and trust that they will strive with us to uphold and follow the ideals of Delta Sigma Pi.

GLEN E. NIELSEN, Scribe.

### Tau Holds First Initiation

On Saturday, October 4, all the active brothers of Tau Chapter helped to install us in our new home at 855 Oxenden Avenue. That day was a busy one with the moving of furniture and the placing of it in the different rooms. However often numerous

occurrences of laughter and harsh words our house began to look like a real home.

The next week we entertained some very good prospective members.

We held a dance in our new home on Friday night, October 10. It was very successful. A large number of alumni were present and also many new prospects. Everyone must have a good time as the dance did not end until 2 o'clock.

Three very successful meetings were held on October 7, 14, and 20. At the meeting of October 20 the brothers decided to have another dance on October 30.

The dance on this occasion was even better than our previous one. More of the alumni were present and all the active members were also in attendance. Also many new faces were seen.

By the end of October we had six pledges. They are all fine fellows and should be an honor to the fraternity.

McGill played Queens' University at football November 1 at Kingston, Ont. Five brothers including myself decided to support our Alma Mater. We motored up to the game in Brother McDonald's car.

On Friday, November 14, we initiated four new members: John W. Manghan, John K. Kenrick, Edward W. Eley, William O. Shays. All these new brothers are big assets to the fraternity. They are among the best men in Commerce.

On Saturday afternoon, November 15, McGill played Varsity at football and McGill won 13-8. It was a wonderful game and McGill deserved great credit. That night Tau Chapter held their initiation banquet at the Queens Hotel. There were two very great victories to celebrate, namely, McGill winning and Delta Sigma Pi initiating such wonderful new men.

The banquet was a great success. Speeches were given by some of the active brothers and the alumni. Brother Sharp responded on behalf of the new brothers. Brother Mott was the life of the party with his dances and his speech on Unity.

Our house is very up-to-date, having hardwood floors down-stairs, a large well-lighted living room and spacious dining room. We have a Chinese cook who surely can serve excellent meals.

UNIVERSITY  
OF  
UTAH

McGILL  
UNIVERSITY



In closing, our fifteen active brothers and the alumni wish every chapter of Delta Sigma Pi every success in the coming year. Be sure and visit us when in Montreal.

FRANK MURPHY, Scribe.

### Upsilon Moves Into New House!

Upsilon Chapter started housekeeping this fall. When we came back this fall we moved into our new house at 405 East Green Street, Champaign, arranged the brand new furniture, put those good old  $\Delta \Sigma \Pi$  letters on the door, and proceeded to show the campus that here was a professional fraternity that was more than a dinner club. The first week or two found us firmly established in the new home, and now we have twenty-two living in the house. Brother Smith took charge of the commissary and we have been serving meals regularly, excepting the morning after rough-house initiation when, strange to say, no one showed up for breakfast.

Several new officers were elected to fill vacancies that arose during the summer. Brother Maloney was elected headmaster, Brother Banta, scribe, and Brother Martin, treasurer.

Upsilon Chapter has taken a new step forward with the acquisition of a house, and we intend to keep this steady march forward. At present we are the only national commerce fraternity at Illinois, though there are two competing local organizations. We welcome visiting brothers and our latchstring is always out. We were hosts to about a dozen brothers from Xi Chapter and several from Beta Chapter, including Brother Wright, for the Michigan-Illinois Homecoming football game, November 18, and several brothers from Nu Chapter for the Ohio-Illinois game, November 22. We wish to extend thanks to the brothers at Beta Chapter for the hospitality extended to those of us who were up to the Chicago-Illinois game November 8.

The brothers have been provided with plenty of entertainment during the last two weeks during the rough house initiation

ceremonies under the leadership of Brother Junior Warden Hemwall. Our neophytes became very familiar with the wrong end of a paddle, and their education has been broadened by travel—mostly through dark cemeteries, on lonely roads, and in haunted houses in the wee dark hours of the morning. The grand finale to all this was a thorough paddling in a secluded spot in the woods a few miles out of town. An interesting time was had by all, the neophytes being very impressed by the ceremony.

Formal initiation took place November 20 in the chapter house, Brother Fackler, our new national president, assisting in the ceremony. Brother Fackler is located on the campus and Upsilon Chapter has been greatly aided by his presence here. Our new brothers are: J. T. Coatsworth, R. H. Kuehnel, H. F. Hughes, R. W. Koch, E. B. DeVry, A. W. Love, C. A. Lethen, C. S. Stubbs, Philip Larmon, L. F. Pollock, A. J. Goddard, A. W. Stompe, A. G. Bishop, Frank Smith, R. W. Frank, O. E. Stotlar, Theodore Flint, P. E. McFarland, Willard Becker, W. Stansil, W. Phipps, G. S. Moore, Marvin Payton, B. Corrigan, Roger Hopkins, I. W. Davis, L. R. Allen. Upsilon Chapter is proud of these new men and expects much from them.

Upsilon members have been rather active in campus activities and organizations. Brother Smith was elected senior class president to succeed Brother Jones, who held the office last semester. Brother Galivan was general chairman of all Homecoming committees in charge of the big Homecoming celebrations November 18, during which over 60,000 people visited the campus. Several of the brothers were responsible for the reorganization of the Commerce Club, and Brother Mueller was elected president, Brother Jandes, vice-president, and Brother Stotlar, treasurer. Brother Coatsworth is president of the Illini Chamber of Commerce. Brother Maloney, besides being our headmaster, is president of the Rifle Club, lieutenant-colonel in charge of the entire infantry brigade of the R. O. T. C., president of the Infantry Club, and belongs to and is active in several commerce organizations.



Before closing, some mention must be made of the dance November 22 after the Ohio-Illinois game. The house was decorated as a warehouse—the dance being a warehouse ball. Costumes were in accordance with the occasion. Brother Johnson was in charge of the arrangements and it proved to be a successful affair.

L. H. JONES.

#### Phi Chapter Resumes Operations Early!

With the opening of the school year came the return of Brother Hunter from New York and with Brother Hunter came the light of a new day. Sessions of spirit and joy only ended when all the glad details were accumulated and then pronounced all over again. And our only conclusion is that mighty work was founded and that good shall come forth.

Next came long evenings of good fellowship and Phi Chapter, on September 23 and October 15, started a new year which can only prove to be the best. Rushing smokers were held and under the guidance of worthy brothers ended in the pledging of the six best men on the campus of U. S. C.

A step in which we all heartily agree saw Phi Chapter welcome to Southern California Brothers Clyde Belford of Delta and W. R. Robinson of Rho. Brother Belford is in the accounting department while Brother Robinson is an assistant professor of commerce.

The good old weekly luncheons are under way. Swimming parties, mountain parties, parties of all kinds are in store for the year to come. Founders' Day was celebrated with a banquet at the University Club and Phi acted as host to the sixty odd Delta Sigs in Los Angeles.

Insuring prosperity for the year, Phi has secured its share of the campus honors. Brother Rod Parker is president of the Commerce Club, and Brothers Petty and Ternquist are vice-president and treasurer, respectively. Headmaster Berry is student manager of the *Commerce Journal*.

And so with greetings to all, we close this in anticipation of the bigger year of 1924-25.

EDWARD G. NELSON, Scribe.

#### Chi Chapter Continues to Set the Pace at Maryland!

Oh Boy! Another school year beginning and under way. One hardly knows where to begin to tell of the happenings and events in Chi Chapter since the last issue of THE DELTASIG, so the writer will tell of them in chronological order.

Late in the school year of 1923-1924, Chi had the pleasure of welcoming into our fraternity Prof. Alvin Hodgkins, who came in as an active member. Here's hoping we get more men of the caliber of Brother Hodgkins, for he sure is a good sport and a worthy brother.

Next Chi received news of the big event.

Chi Chapter wishes to announce to all the world its pride in having our delegate to the National Convention, Arthur W. Gray, elected a director of the fraternity. Yet, not one brother of Chi was very much surprised at this choice of the convention, knowing as we do the character and ability of our first headmaster, Brother Gray. He was the man who organized our chapter, who guided us, as headmaster, through the first turbulent years of our existence as Chi Chapter of Delta Sigma Pi, and we cannot help but think him fit to fill the position of honor to which he has been elected.

Brothers Miliner, Gray, Lindsay, Von Briesen, and Tharle returned from the convention overflowing with enthusiasm which seems to have been instilled (not imbibed) by them at the convention.

Chi intends to carry out a very pretentious campaign this year. On Friday, October 24, 1924, nine men were pledged to Chi Chapter of Delta Sigma Pi.

Next came the second big event.

Chi Chapter officially opened its new chapter house on Thursday, October 9, by holding a smoker. At the last meeting of the school year 1923-1924, the brothers





decided that our house on Lafayette Avenue was not of the caliber of Delta Sig houses, and so a committee was appointed to procure a new home for Chi. We now have that home. Chi is justly proud of it, and hopes that Chi may have the honor of entertaining quite a few visiting brothers during the ensuing year so that we may give them a taste of our Maryland hospitality.

Everyone had a wonderful time at the dance held on Saturday, November 1, at the Emerson. The neophytes were required to attend this dance attired in very becoming (?) costumes. We certainly had a wonderful time and intend to have several more dances before the end of the year.

On Saturday, November 8, Chi initiated nine men and we are proud to call the following men brothers: Harold Cannon, Alfred Busch, Harold Craig, Reginald Robinson, John MacDonald, Leslie Wharton, Alfred Nardi, Loyd Barbon, Arthur Ludke.

After the initiation, the brothers attended the Founders' Day banquet at the Emerson. One of the newly made brothers, Brother Nardi, was elected to the vacant office of Keeper of the Parchment Roll at the banquet. Brother Nardi assured the brothers that he had "plenty of guts" and if he were elected he would do his best to hold down the job. Needless to say that after that effective bit of electioneering, Brother Nardi was elected. We all think him capable and wish him success in his new office.

Just a last word. Watch the men of the Old Line State step out. Chi from Dixie Land will step the best.

EDWARD F. WIELAND, Scribe.

### Psi Opens Its Wonderful House

Psi started out the school year with a bang! We now have eight pledges; every-



one is a real man.

Now, that we can accommodate guests, we expect to have at least ten more in a short

time. Eight neophytes were ushered into Delta Sigma Phi on November 1. They are: Lloyd W. Lentzner, '25, Menomonee Falls, Wis.; Loy J. Lucia, '25, Bear Creek,

Wis.; Harold F. Caldwell, '25, Morrisonville, Wis.; Martin Bliese, '26, Prairie du Sac, Wis.; Leland E. Rasmussen, '26, Madison, Wis.; Arthur E. Gaik, '27, South Bend, Ind.; Arnold H. Moeller, '27, North Milwaukee, Wis.; Erwin H. Rapp, '27, Kenosha, Wis. The spirit that each of these new brothers showed proved to us that they were of such caliber as to carry on the work of Psi Chapter.

Brother Lentzner was elected Keeper of the Parchment Roll after a heated debate, in which a great deal of oratorical ability was demonstrated by the brothers.

Brother Hass returned from the Congress of Chapters in New York more inspired with the Delta Sig spirit than ever. His first statement, after he gave us the glad hand was, "Fellows, there is more friendliness and brotherhood shown in Delta Sigma Pi than in any other fraternity under the sun." Judging from the reports of Brother Hass, the convention was put over in a true Delta Sig manner. We are sorry that it was impossible for us to be there; but watch us do our stuff when the convention convenes at Psi in 1927.

Psi has been busily engaged in constructing a new home. During the latter part of last year we disposed of our old house and immediately made plans for the building of a new home at 132 Breese Terrace. It is a \$70,000 house, of brick and steel construction, capable of comfortably housing 32 men. The boarding department can easily accommodate 45 men. Work on the building has progressed rapidly, and it is now practically finished. Nothing has been overlooked by the Housing Corporation to make this one of the best fraternity houses on the campus.

On the 15th of November Psi celebrated with a homecoming and housewarming party. Brother "Gig" Wright, several brothers from Epsilon, twenty-two grads, and the actives made the day an eventful one which will be long remembered in the annals of Psi chapter. In recognition of the interest and responsibility shouldered in carrying out the building program, the active members of the chapter presented Brother Walther with a diamond badge at the dinner on November 15.



Cigars were passed by Brother Gesteland on the occasion of the announcement of his engagement to Miss Bernice Elver. Congratulations, Gesty.

On October 26 Brother Payne, '24, was married to Nina Faris. We hear Joe is now managing a general store in Tab, Ind.

We have also received the announcement of the marriage of Brother Cusick to Mary Catherine McGuiggan on October 9.

We are pleased to announce that Brother Hass and Brother Wilbert have been elected to Beta Gamma Sigma, honorary commerce fraternity. Brother Hass has also been elected to Phi Kappa Phi, honorary all university fraternity.

The annual Commerce Smoker, sponsored by the Commerce Club, of which Brother Hass is president, was a great success. Over 250 men were in attendance, and the Delta Sigs who helped in putting it across are to be congratulated.

Psi is again well represented in campus activities. On the *Commerce Magazine*, Brother Alinder is capably filling the position of editor, with Brother Daoust heading the collection department. Brother Alinder was also on the Homecoming committee, being chairman of the arrangement committee. Brother Schuck is Associate Advertising Manager on *The Daily Cardinal*, the University daily.

Psi has entered a bowling team in the interfraternity bowling league. Those who compose the team are Brothers Hass, Hoffman, Hefty, Lauson, and Bliese. The outlook for winning the cup is very promising.

Remember, all of you wantering Delta Sigs, that Psi has a new brass knocker on the front door. Don't give it a chance to tarnish or become rusty.

W. J. LAUSON, Historian.

#### Omega Celebrates Its Second Birthday

The years are slipping by and Omega is now near its second Founders' Day. Each year shows progress, too, and we are well pleased with our prospects this semester.

The chapter house

will soon be on a firm financial basis, and improvements are fast being made. There are at present twenty-five men rooming in the house, and from all reports these men will soon be able to get their meals there as well.

We held our first dance in the school Gym. on October 10, 1924. It was a "get-acquainted dance" and not only did it justify its name, but it yielded a good return.

This semester's initiation took place December 13, when we revealed to ten young men the road to happiness and contentment. This way was the climax to weeks of house cleaning and its kindred arts and we can now guarantee the fair sex finished products ready for their future exploitation.

The following men constituted the ones who received our brotherly love on the above date: R. Vining, R. Carl, P. Eshelman, N. Jones, L. Wise, Ray Horan, Ray Thompson, G. Ludholz, H. Sutton, and Leon Clause.

On November 20, 1924, we held an open meeting and one of the speakers was Gordon Mackay, an eminent sports writer of this city, who gave us some real dope about the outside world and its methods.

Our Founders' Day plans are being shaped already, although the celebration will not take place until February 17. We always made this a red-letter day in our existence and this year there are hints floating around about something very exceptional.

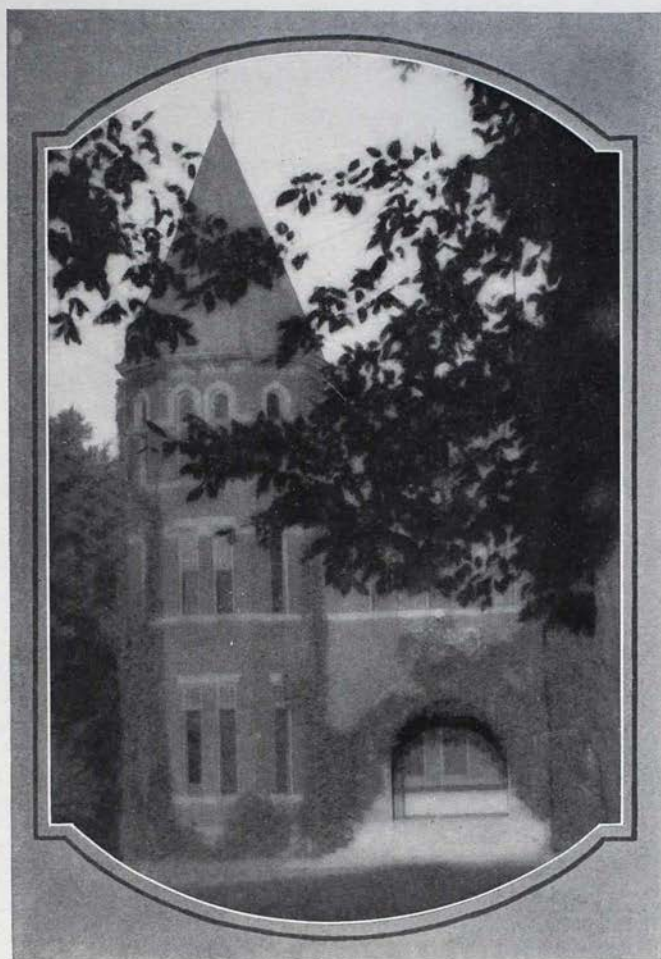
Hallowe'en did not escape our attention and a nice big house party was the result. It was an informal affair although we did have a butler (outfit and everything) and several uniformed waiters, who were later recognized as pledges.

The fraternity has voted to award a gold key to the editor of the *Omegazine* at the end of each year, in recognition of his time and efforts. We will be in the market for constructive criticism along these lines, so let's have your knocks and boosts during the coming year.

We hope everyone who was in New York attending the Congress of Chapters enjoyed themselves as much as our men; even though several of our slow Quakertown boys were roped-in in the Village for the







College of Business and Public Administration, University of Missouri,  
Columbia, Mo.



Jeweled Badge



Old Coat-of-Arms



Plain Badge



Pledge Button





price of a flock of movie tickets in exchange of five bottles of ginger ale—minus the *ginger* at that.

HARRY H. PITTS, News Editor.

#### Alpha-Beta Holds Successful Initiation

Alpha-Beta Chapter entered upon what promises to be a most successful year.



There was no delay in getting under way. The result is that we have been able to pledge fourteen of the best men in the department and they were initiated November 16, with a fine initiation in spite of the fact that the regalia trunk failed to arrive in time.

Delta Sig went over 100% in the memorial and stadium drive conducted during the last few weeks. At the dedication of the new State Capitol at Jefferson City, Brothers Mueller and Mulligan were selected to represent the Commerce School in the University delegation.

Our newly initiated brothers are: A. R. Compton, Walter Carpenter, J. F. Thomas, Walter Hansemann, H. C. Taylor, L. C. Milligan, W. A. Sharp, J. B. Bishop, R. L. Barron, A. E. Haggett, D. J. Engleman, J. M. Deininger, R. C. Hudgins, and M. P. Howes.

Brothers Jordan and Dillman have been appointed as the committee in charge of starting a news letter, and hope to have their first issue out very soon. We want to exchange with all chapters.

Five of the brothers accompanied the football team to Chicago and witnessed Missouri defeat Chicago 3-0. Missouri has had a most successful season, suffering but one defeat. With a meal of Jayhawk meat on Thanksgiving, the Tigers will return to their dens. (Tota brothers take notice.)

GEO. H. MUELLER, Scribe.



*No letter received.*

#### Cornhuskers Hold First Initiation

Alpha-Delta Chapter, although just entering its second year at the University of Nebraska, is out to make a name for itself this year in school activities. It can claim for itself many members who have already made a name for themselves in student activities.

"Choppy" Rhodes is the Grange of Nebraska, and also participates in baseball and track. Wilmar Beerkle is a member of the track and basketball teams. Charles Caldwell is colonel of the cadet regiment, while Roland Eastabrooks serves as major. John Kellogg is captain of the Varsity wrestling team. Wilbur Swanson is president of the Commercial Club.

On October 15 a smoker was held at Dean LeRossignal's house and about twenty-five members and pledges were present. On October 30, an initiation was held at the Lincoln Hotel, and the following can now be called brothers: Martin E. Aegerter, James Bailey, Harold S. Buckingham, Wendell E. Cameron, John R. Eiser, Chas. E. Griffith, Jr., Andrew Larson, John R. Rhodes, Otto E. Skold, Leslie J. Welch, Jack C. Whalen, I. J. Zavodny, and Professor A. G. Hinman.

Our plans are now being formulated for the balance of the year and our next letter will acquaint you with the results.

CHARLES E. GRIFFITH, JR., News Editor.

#### Look Out for This Live Chapter!

With the first year as an active chapter of Delta Sigma Pi well under way, the Alpha-Epsilon Chapter is up and coming. The beginning of the year found us with a small nucleus around which to build a chapter of just proportions, a large share of our Founders having graduated last spring. However, that fact merely served to give us added impetus in our task of building up the chapter. At present writing, with seven weeks of school behind us, we find ourselves with a membership of twenty-five men and with plenty of good material to further draw from.





On Founders' Day, Friday, November 7, we initiated thirteen men. Promptly at 5 o'clock that evening twelve active brothers and some ten alumni from the local as well as foreign chapters gathered to put these men through final ceremonies. Having completed this work we sat down to a Founders' Day and initiation banquet—thirty-five full-fledged members of Delta Sigma Pi. The ceremonies and banquet took place at the Minneapolis Elks Club and speaking of the dinner, to say "It was some dinner" would be expressing it mildly. Following the dinner a short program ensued. Brother Wolfe spoke of his trip to the New York convention and was high in his praise of the men who in the past and at present are at the head of our organization. Brother Meldahl outlined our program for the coming year. Brother Stone head master, was "big chief" of the evening. Several of the visiting brothers from Iowa and Wisconsin spoke conveying much valuable information and giving the chapter considerable encouragement.

The men we elected as brothers are all high caliber men and it is a pleasure to note that most of them are quite active within and without the commerce school. The men initiated are: Rudolph Janzen, Paul E. Anderson, M. J. Nolan, Harvey Anderson, Ted Cox, Waldo Hardell, Burton Wahl, Walter Sehm, B. E. Ellertson, Milton Schuman, M. Ladue, Clarence DeLong, and Donald Lawson. Ted Cox is Minnesota's football captain and all-conference man and one of the most consistent players in Big Ten circles. Lawson is an assistant in the accounting department. We boast of having one of the best golf men on the campus in the person of M. J. Nolan. We hope that he will cop the All-U golf title, he having now reached the semi-finals. Hardell is lieutenant-colonel in the cadet corps and active on the '26 *Gopher* staff. Janzen is a member of the board of auditors. In debate and literary activity, we leave Walter Sehm and Paul E. Anderson to cop honors.

The chapter has apartments at 1629 4th Street S. E., and several of the brothers are staying there. Everyone seems enthusi-

astic over the idea of securing a house next year.

Wednesday evening, November 19, a smoker was held at the apartments at which time the new brothers had their first opportunity of helping entertain prospective men. Everyone expressed themselves as having had a good time.

Though there are but three more weeks of classes this quarter there are yet two big events on our calendar. In accordance with our plan of having dinners a couple times a quarter at which time some downtown business man would speak to us, we are having a dinner on Wednesday evening, December 3. Details at this time have not been completely worked out, but a general invitation is extended to all visiting brothers. The Friday evening of that week will undoubtedly mark the date of our fall quarter dance. If the success of the dance held last spring is indicative of what we can expect now, the success of the party is insured.

Brother Meldahl has been instrumental in getting an athletic league started in the School of Business and has been made manager of this league. We have been batting quite high in all activities so far indulged in, recently giving Alpha Kappa Psi the cellar position in golf. Four groups are striving for honors, namely, the Faculty, Commerce Club, Alpha Kappa Psi, and Delta Sigs.

Brothers Walter Webster and Lee I. Ihle have been elected to the positions of historian and news editor respectively, made vacant through Brother Steffen's not returning to school and Brother Ripley's graduation.

Brothers Hardell, Sehm and Ihle have been made responsible for the monthly news letter and if present plans materialize we shall print same at least once a quarter. At present writing we are in need of a good name.

We are looking forward to a successful winter quarter of activity and we wish the other chapters similar success.

LEE I. IHLE, News Editor.



**Alpha-Zeta Celebrates Founders' Day!**

Alpha-Zeta Chapter has started its first real college year very successfully. We are



very sorry to lose several members due to graduation and various other causes, but we have back with us fourteen Delta Sigs. We have recently pledged nine of the outstanding men in the School of Commerce. Our new neophytes are: E. W. Bennett, Wm. Bergshickrhy, J. C. Frazier, C. H. Machamer, W. D. Pettway, W. T. Scruggs, Harry Watson, Ivan Du Bois, Robert Lavin. We are planning to hold an invitation in the near future.

On November 7 we observed Founders' Day of the international fraternity of Delta Sigma Pi with a banquet at the St. James Hotel. Brothers J. W. Hasson, Kappa; Harvey G. Meyer, Psi; C. G. Walker, Alpha-Zeta; and Dr. T. W. Glocker, Alpha-Zeta, each made a short talk. A good time was had by all.

Brother C. G. Walker, our representative to the Congress of Chapters held this fall, reports a grand and glorious time while there. He is not through telling us about it yet.

The brothers of Alpha-Zeta will be glad to meet any Delta Sigs who come to Knoxville.

WALTER L. OWNBEY, Scribe.

**Alpha-Eta Pledges Fifteen at South Dakota**

Indications point toward a banner first year for Alpha-Eta. The chapter had a highly successful rushing



season, pledging fifteen men who are of real Delta Sig caliber. Due to some minor changes in the department having to do with registration it was necessary to wait a few weeks after the beginning of school in order to pledge these men, so that they will not be initiated until after the Christmas vacation. It is planned to initiate them about January 6.

The chapter celebrated Founders' Day by having a big banquet and smoker. Fifteen actives and twelve pledges were present

and spent a real Delta Sig evening together.

It was found impossible to have monthly Thursday luncheons because of conflict with class periods, so Thursday evening dinners have been substituted. This has proven very satisfactory and the second Thursday evening of every month finds the actives and pledges gathered together at a modest but sumptuous repast. So far this year there has been a one hundred percent attendance at these dinners.

Alpha-Eta is well represented in activities at South Dakota, having a man in nearly all major activities and a great many minors. We are represented in football, basketball, track (last year's captain), debating, dramatics, and on the rifle team. We also have a number of advanced officers in the military department. A more detailed account of activities will be given in the next letter.

JACK B. TINAN, News Editor.

**Alpha-Theta Holds Joint Smoker With Alpha Kappa Psi Chapter**

Alpha-Theta Chapter lost but one brother through graduation last spring, and all the others have returned to school this year, so we look with reason to a most successful session.

In our seven pledges we feel we have men worthy and capable of fulfilling the best Delta Sigma Pi traditions, all of them up to the minute socially, and good students.

One of the first steps forward this year was the beginning of the publication of our monthly, *The Alpha Thetan*. It satisfies a want we have felt ever since our installation, and we can already notice its effect in increased pep and enthusiasm.

Our executive committee has worked out a program and budget for the year that seems to just about fill the bill. We have had several smokers for our prospects. Our business meetings have been lively and interesting. One of the biggest meetings of the year was our Founders' Day banquet which abounded in good eats, snappy speeches, and in general merriment. We took this occasion to administer the pledg-



ing ceremony to some of our trembling neophytes. A joint smoker with Alpha Kappa Psi, at which we became better acquainted with the members, purposes, and plans of that organization, was held Friday, November 21.

Our plan for having professional nights has been made a working reality, and we have had several men speak to us on topics in which their opinion is considered expert. Our Thursday noon luncheons have been held every week this year at the Chamber of Commerce, and have proven a great success.

We nominate Brother John Lease for the 1924 All-Delta Sig football team. He has made quite a reputation as a guard in Ohio conference football circles. In the last two and a half years he has not missed a practice session, and has played in every game in that time. For real stamina this is a hard record to beat.

Alpha-Theta extends its most cordial best wishes for a successful year to our new officers, our struggling baby chapters, and to every member of our glorious fraternity.

CLARENCE JOHANNIGMAN, News Editor.

#### Alpha-Iota Off to a Flying Start!

Alpha-Iota Chapter is getting under way in fine shape and we are enthusiastic regarding the outlook and our prospects for the coming year.

First of all, we were more than glad of the very successful Congress of Chapters. Brother Fuller, our head master, returned to Des Moines enthusiastic over the Congress, the fraternity as a whole, and the work which Alpha-Iota Chapter wishes to do.

We have been holding weekly dinner meetings this fall, which have been very well attended and a fine spirit of brotherhood and co-operation shown by actives and pledges as well as our alumni. Our first regular monthly banquet was held Wednesday evening, November 5, and a large number of the brothers were present and all reported a fine time. We observed Founders' Day at that time and were favored by a splendid business talk by L. W. Lane, man-

ager of the bureau of market analysis of the Meredith publications. Everyone is looking forward to the December banquet and a number of the brothers have expressed a desire to have them more often.

Alpha-Iota held initiation Friday evening, November 14, at which time six neophytes were enlightened as to the mysteries of the international fraternity of Delta Sigma Pi. A pleasant time was had by all, especially the ex-neophytes.

Plans are well under way for a freshman commerce class stag party, which we expect to hold within the next two or three weeks. This will be an opportunity for all freshmen in the Commerce School to get acquainted. We expect to tell those present just what Delta Sigma Pi is, what the fraternity stands for and why they should put forth the effort which will make them desirable prospects. This is our first big attempt to make Delta Sigma Pi better known on the campus and we are going to put this party over with a bang!

Delta Sig brothers walked off with a number of the prominent offices in the Commerce School class elections. Head master Fuller is president of the commerce senior class, while Brother Mathis was elected president and Brother Bergeson secretary of the junior class, and Brother Blanchard is president of the combined sophomore classes. Brother Fuller is also manager of the Drake band and chairman of the decorating committee for Homecoming.

Our recent initiation brought the following into our fold: Lee Beardsley, Jack Dagelis, Arnold Hansen, Edward Kautsky, Robert Sloan and Alvin Taylor.

With the help of our own alumni and alumni of other chapters who live in Des Moines, we expect to organize an alumni club within the next few weeks.

With all good wishes to the other chapters and assuring you that as the "baby" chapter we will appreciate having your advice and suggestions, we are

LESTER H. MUGGE, Scribe.

#### Chicago Alumni Club

The first meeting of the Chicago Alumni Club of Delta Sigma Pi was held Monday



evening, November 3, at the Brevoort Hotel, Chicago, with an attendance of about 30 brothers representing five chapters. After a most tempting dinner was served, and a straw vote was taken for the next president of the United States, a report was received from Brother Tom Hayward, the delegate of the club to the Congress of Chapters held in New York in September. Brother Brumm, head master of Beta Chapter, and who was in attendance at the dinner, invited all alumni to participate in the Beta events, and to give the undergraduate brothers the benefit of their experience, and advice.

New officers were elected for the coming year as follows: Alvin C. Tengwall, Beta, president; J. R. Coyle, Delta, secretary, and J. Howard Kramer, Beta, treasurer.

Dinners are held by the Chicago Alumni Club on the first Monday of each month in the year, at the Brevoort Hotel, Chicago. All visiting alumni are cordially invited to attend these dinners. Speakers appear at alternate meetings, and a mighty enjoyable evening is in store for you. With the large number of Delta Sigs residing in the Chicago district, it is hoped to bring the membership to 50 or 60 before the year closes, and also to have almost this many in attendance at every meeting.

Our next meeting is scheduled for Monday, December 1.

J. R. COYLE, Secretary.

#### Boston Alumni Club

The most successful Delta Sig gathering ever held in Boston took the form of a joint observance of Founders' Day by Gamma Chapter and the Boston Alumni Club on Friday evening, November 7, 1924. About 50 men were present at this celebration, including 13 members of the alumni club, 4 visiting brothers, members of Gamma Chapter, and a few invited guests.

The toastmaster was Brother Sheehan, head master of Gamma Chapter. Treasurer Ralph Palladino gave an excellent talk on the "Advantages of a Fraternity to an Undergraduate." President Bryce Lockwood of the alumni club spoke on "The History of Delta Sigma Pi." C. E. Lindstrom, former head master of Beta Chapter, North-

western University, gave an interesting talk on the "Value of Delta Sigma Pi to a Traveling Man," and W. B. McCarty, Kappa Chapter, spoke on "Fraternity Conditions at the Harvard University School of Business."

Professor Henry J. Bornhofft, of the accounting staff at Boston University, gave the principal address of the evening, his subject being "Budgetary Control." He outlined the reasons for having a budgetary system, how it should be prepared, and the methods of successfully putting the plan into operation by means of a co-ordination between the different departments. He then opened the topic for discussion and questions by various members enabled him to clarify certain points.

With a membership of about 30, the Boston Alumni Club is looking forward to a most successful year, and invites all visiting Delta Sigs to attend our events when in Boston.

HERBERT FALLON, Secretary.

#### Kansas City Alumni Club

The Kansas City Alumni Club was organized in May, 1924, at a banquet at the Lucerne Hotel. All the Delta Sigs in Kansas City are enthusiastic over the club and have great times when they get together. The luncheon is held every Friday at the City Club, and we wish to extend a cordial invitation to all Delta Sigs to attend if they happen to be in the city on that date.

Although most of the members of the club are from Iota Chapter, owing to the proximity of the chapter at the University of Kansas, our present membership also comprises brothers from Beta, Delta, Eta, Upsilon, Alpha-Beta, Nu and Alpha. Brother Newby of Upsilon is president of the club.

We are looking forward to a most successful year.

HARRY L. STOVER, Secretary.

#### St. Louis Alumni Club

The St. Louis Alumni Club of Delta Sigma Pi has just been organized, and although we have been handicapped because



of there being only nine alumni in St. Louis, we hope to grow into a real live organization before the year closes.

Our present plans are to hold a business meeting the first Wednesday evening of each month, and a noonday luncheon on the third Wednesday. Eventually we will hold luncheons weekly, as we feel that this is the most essential medium through which the ties of fraternal allegiance can be more firmly bound.

We wish to extend a cordial invitation to all visiting Delta Sigs, and urge that all brothers who may sojourn in St. Louis, get into communication with our officers, whose addresses may be found elsewhere in this issue.

L. J. HAUPT, Secretary.

#### Washington Alumni Club

Ye old timers of Mu. Stop! Look! Read! 'Member the good old days when we used to gather together in the Community House across from the school and discuss everything from starting a camp to renting the "Old Dutch Embassy?" We started that camp, too, didn't we? And we now have a house in Washington that is second to none. So it remained for those of us who stayed in Washington to organize the Washington Alumni Club. Preliminary meetings were held at the Mu Chapter house, and with a nucleus of twelve our alumni club was chartered in May, 1924. Regular monthly meetings were held during the summer months and our membership has now increased to fifteen.

The first regular meeting of the current year was held on October 15, which was featured by Brother Norman, alumni representative to the Congress of Chapters, giving a resumé of the important events of the convention. There are at present about forty members of Delta Sigma Pi in Washington who are eligible for membership in the alumni club, and it is our goal to secure all of them as members. In order that more interest may be stimulated, a series of luncheons will be held this winter. The first of these was held on October 20

at the Roma Cafe. Similar noonday luncheons will be held the first and third Thursday of each month at the same place. The time is 12:30 and the price is reasonable. One must eat, must not one? So why can't we alumni eat together at least twice a month. We can—let's go!

Now a few words about the brothers who have strayed from the fold. Brother Ullrich, who for the past two years has been holding down the job as secretary to the American commercial attache in Mexico City, is returning to the States about the middle of January. We'll sure be glad to see you again, Warren. Brother Pearce, assistant trade commissioner at Lima, Peru, is likewise due to return in March or April, and you can bet your sweet life that we'll be darn glad to see you, too.

We were all glad to hear of Brother Whelan's appointment as vice-consul to Cuba, and feel sure that Frank can uphold the traditions of his Alma Mater and Delta Sigma Pi in the land of sugar. Brother Bonet, Cuban consul-general to Canada, and formerly Cuban commercial attache to the United States, is in Washington and has been a frequent visitor at the chapter house.

Bim Norman, who hails from up Magnus Johnson way, is leaving us for Rochester, as general agent for the Elliot-Fisher Company. Keep up the good work, Bim.

Under the direction of Brother Herron, the entire first floor of the chapter house is being re-decorated, painted and furnished. Our spacious living room is being made the show room of the house, with an indirect lighting system and the other features that will surpass the most vivid imagination. The work is being rushed to completion as fast as possible, for beginning the first of the year, Brother Herron enters the service of the United Fruit Company as manager of their Honduras office.

Our Alumni Club is now a going concern, and we hope to put it over the top with the same enthusiasm as we helped to put Mu Chapter on the map.

JOHN R. TINDALL, President.



# THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

The Central Office  
1502 Fisher Building, Chicago, Ill.  
Telephone Harrison 2133

The International Fraternity of Delta Sigma Pi was founded November 7, 1907, at New York University School of Commerce, Accounts and Finance, and is a professional commerce 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

(NOTE: Address all communications to the Central Office)

President.....Clarence W. Fackler, *Epsilon*  
301 W. Nevada Street, Urbana, Ill.

Secretary-Treasurer.....H. G. Wright, *Beta*  
1502 Fisher Building, Chicago, Ill.

## DIRECTORS

Alexander F. Makay, <i>Alpha</i> .....	347 Fifth Avenue	New York, N. Y.
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Rudolph C Schmidt, <i>Theta</i> .....	347 Ashland Avenue	Detroit, Mich.
Arthur W. Gray, <i>Chi</i> .....	2515 W. North Avenue	Baltimore, Md.
A. Keate Cook, <i>Sigma</i> .....	1127 Second Avenue	Salt Lake City, Utah

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Harvard L. Mann, <i>Gamma</i> .....	60 State Street	Boston, Mass.
Frank J. McGoldrick, <i>Alpha</i> .....	164 E. 37th Street	New York, N. Y.

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II	Gamma and Boston Alumni Club
III	Lambda and Alpha-Gamma
IV	Tau

## CENTRAL PROVINCE

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II	Delta, Psi and Milwaukee Alumni Club
III	Theta, Xi and Detroit Alumni Club
IV	Nu and Alpha-Theta

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## THE UNDERGRADUATE CHAPTER DIVISION

### ALPHA—New York University Chapter House, 7 W. 10th St., New York, N. Y. Tel. Watkins 10422

Head Master.....Benj. A. Ross.....7 W. 10th St., New York, N. Y.  
Scribe.....James C. O'Brien.....7 W. 10th St., New York, N. Y.  
News Editor.....Sylvester McNamara.....7 W. 10th St., New York, N. Y.

### BETA—Northwestern University (Chicago Division) Chapter House, 72 Cedar St., Chicago, Ill. Tel. Delaware 2384

Head Master.....Bert C. Brumm.....72 Cedar St., Chicago, Ill.  
Scribe.....Theo. Bolle.....72 Cedar St., Chicago, Ill.  
News Editor.....Thos. Hammer.....72 Cedar St., Chicago, Ill.

### GAMMA—Boston University

Head Master.....Thomas B. Sheehan.....144 Huntington Ave., Boston, Mass.  
Scribe.....John J. Canavan.....73 Wendell St., Cambridge, Mass.  
News Editor.....Peter L. Kelley.....387 Washington St., Newton, Mass.

### DELTA—Marquette University Chapter House, 129 13th St., Milwaukee, Wis. Tel. Grand 1005

Head Master.....Clarence L. Kreuz.....129 13th St., Milwaukee, Wis.  
Scribe.....Stanley Lova.....129 13th St., Milwaukee, Wis.  
News Editor.....Leo P. Barden.....129 13th St., Milwaukee, Wis.

### EPSILON—University of Iowa

#### Chapter House, 117½ So. Dubuque Street, Iowa City, Iowa. Tel. 698

Head Master.....Paul Pahl.....117½ S. Dubuque Street, Iowa City, Iowa  
Scribe.....Eldon W. Miller.....117½ S. Dubuque Street, Iowa City, Iowa  
News Editor.....Lewis Walbridge.....20 S. Lucas St., Iowa City, Iowa

### ZETA—Northwestern University (Evanston Division)

Head Master.....Knowles B. Hollowell.....Delta Tau Delta House, Evanston, Ill.  
Scribe.....Ralph Countryman.....Scribber House, Evanston, Ill.

### ETA—University of Kentucky

Head Master.....Wayne Foust.....218 S. Limestone St., Lexington, Ky.  
Scribe.....Geo. R. Kavanaugh.....277 S. Limestone St., Lexington, Ky.  
News Editor.....T. A. Duncan.....163 E. Maxwell St., Lexington, Ky.

### THETA—University of Detroit

#### Chapter Quarters, c/o Detroit Union House, 676 E. Jefferson Ave., Detroit, Mich. Tel. Cherry 7996

Head Master.....Thomas M. Digby.....2638 Harrison Ave., Detroit, Mich.  
Scribe.....P. H. Thoresen.....1809 22nd St., Detroit, Mich.  
News Editor.....Edgar Francois.....140 Trowbridge, Detroit, Mich.

### IOTA—University of Kansas

#### Chapter House, 1244 Louisiana Street, Lawrence, Kansas. Tel. 1238

Head Master.....Hubert Forney.....1244 Louisiana St., Lawrence, Kan.  
Scribe.....Roland Leiminstoll.....1244 Louisiana St., Lawrence, Kan.  
News Editor.....Edward Killip.....1244 Louisiana St., Lawrence, Kan.

### KAPPA—Georgia School of Technology

Head Master.....P. M. Griffin.....71 W. North Ave., Atlanta, Ga. Tel. Hemlock 0800  
Scribe.....Chas. D. Keen.....18 W. North Ave., Atlanta, Ga.

### LAMBDA—University of Pittsburgh

Head Master.....H. W. Wehe.....1349 Methyl St., Pittsburgh, Penn.  
Scribe.....C. F. Grimm.....490 Armandale St., Pittsburgh, Penn.  
News Editor.....J. Schewe.....805 Cherokee St., Pittsburgh, Penn.  
Tel. Schenley 4217 J

### MU—Georgetown University

#### Chapter House, 1300 New Hampshire Ave., N. W. Washington, D. C. Tel. North 9946

Head Master.....Thos. E. Lyons.....1300 New Hampshire Ave., N.W. Washington, D. C.  
Scribe.....Jos. C. Bergere.....1300 New Hampshire Ave., N.W. Washington, D. C.  
News Editor.....A. Douglas Cook.....1300 New Hampshire Ave., N.W. Washington, D. C.

### NU—Ohio State University

#### Chapter House, 12-15th Ave., Columbus, Ohio. Tel. Citizens 11745

Head Master.....Walter W. Peters.....12-15th Ave., Columbus, Ohio  
Scribe.....Harold R. Bixler.....12-15th Ave., Columbus, Ohio  
News Editor.....John Heiser.....12-15th Ave., Columbus, Ohio

### XI—University of Michigan

#### Chapter House, 1502 Cambridge Road, Ann Arbor, Mich. Tel. 3520

Head Master.....Wm. D. Hart.....1502 Cambridge Road, Ann Arbor, Mich.  
Scribe.....H. P. Howes.....1502 Cambridge Road, Ann Arbor, Mich.  
News Editor.....H. Hoffman.....1502 Cambridge Road, Ann Arbor, Mich.



**OMICRON—Vanderbilt University**

Head Master.....J. G. Wynn.....118 Louise Ave., Nashville, Tenn. Tel. H-3830-W  
 Scribe.....M. J. Musser.....200 23rd Ave., N., Nashville, Tenn. Tel. H-1081  
 News Editor.....A. S. Brandau.....201 23rd Ave., N., Nashville, Tenn. Tel. H-1737-W

**PI—University of Georgia**

Head Master.....Harris Jones.....930 Milledge Ave., Athens, Ga. Tel. 886  
 Scribe.....Homer R. Sanford.....P. O. Box 473, Athens, Ga.  
 News Editor.....Donnie Owens.....294 S. Lumpkin St., Athens, Ga. Tel. 233

**RHO—University of California**

Head Master.....Wallace E. Breuner.....2647 Duran Ave., Berkeley Calif. Tel. 102  
 Scribe.....R. A. Peterson.....2508 Haste St., Berkeley, Calif. Tel. 767

**SIGMA—University of Utah**

Head Master.....Walter Michelsen.....1070 S. 9th East St., Salt Lake City, Utah.  
 Tel. Hy. 3904J  
 Scribe.....Glen E. Nielsen.....209 Douglas St., Salt Lake City, Utah  
 News Editor.....Fred C. Tatton.....169 S. 13th East St., Salt Lake City, Utah.  
 Tel. Was. 9463

**TAU—McGill University**

Chapter House, 855 Oxenden Ave., Montreal, Quebec. Tel. Plateau 3393

Head Master.....Donald Glennie.....855 Oxenden Ave., Montreal, Quebec  
 Scribe.....Frank Murphy.....855 Oxenden Ave., Montreal, Quebec  
 News Editor.....Chas. P. Ryan.....750 St. Urbain St., Montreal, Quebec.  
 Tel. Plateau 3314

**UPSILON—University of Illinois**

Chapter House, 405 E. Green St., Champaign, Ill. Tel. 1063

Head Master.....Wm. W. Maloney.....405 E. Green St., Champaign, Ill.  
 Scribe.....C. E. Banta.....405 E. Green St., Champaign, Ill.  
 News Editor.....K. R. Naumann.....701 Hill St., Urbana, Ill.

**PHI—University of Southern California**

Head Master.....Chas. E. Berry.....1486½ W. 51st St., Los Angeles, Calif.  
 Scribe.....Edward G. Nelson.....667 W. 36th St., Los Angeles, Calif.  
 Tel. Humboldt 3439  
 News Editor.....Elmer H. Marshvey.....1210 W. 37th St., Los Angeles, Calif.

**CHI—University of Maryland**

Chapter House—1819 St. Paul St., Baltimore, Md.

Head Master.....John L. McKewen.....7 Shirey Ave., Hamilton, Md. Tel. Hamilton 1696-J  
 Scribe.....E. F. Wieland.....821 N. Lakewood Ave., Baltimore, Md.  
 Tel. Wolfe 7169

**PSI—University of Wisconsin**

Chapter House, 132 Breese Terrace, Madison, Wis. Tel. Fairchild 1725

Head Master.....Firman H. Hass.....132 Breese Terrace, Madison, Wis.  
 Scribe.....Clarence D'Aoust.....132 Breese Terrace, Madison, Wis.

**OMEGA—Temple University**

Chapter House, 2011 N. Broad St., Philadelphia, Pa. Tel. Columbia 10040

Head Master.....A. B. Backensto.....2011 N. Broad St., Philadelphia, Pa.  
 Scribe.....C. B. Wingert.....1100 S. 52nd St., Philadelphia, Pa.  
 News Editor.....E. H. Homan.....2011 N. Broad St., Philadelphia, Pa.

**ALPHA - BETA—University of Missouri**

Head Master.....J. R. Julien.....c/o Christian College, Columbia, Mo. Tel. 2060  
 Scribe.....G. H. Mueller.....705 Hitt St., Columbia, Mo. Tel. 1419-G

**ALPHA - GAMMA—Pennsylvania State College**

Head Master.....Benj. F. Gotwals.....224 E. Beaver Ave., State College, Pa. Tel. 108  
 Scribe.....E. G. Saylor.....Omega Epsilon House, State College, Pa. Tel. 97  
 News Editor.....J. C. Wert.....Lambda Chi Alpha House, State College, Pa.  
 Tel. 128

**ALPHA - DELTA—University of Nebraska**

Head Master.....B. S. Martin.....518 N. 16th St., Lincoln, Nebr. Tel. B-2989  
 Scribe.....I. J. Zavodny.....1840 J St., Lincoln, Nebr.  
 News Editor.....Victor Z. Brink.....1141 D St., Lincoln, Nebr. Tel. B-1506

**ALPHA - EPSILON—University of Minnesota**

Chapter Quarters, 1629 4th St., S. E., Minneapolis, Minn. Tel. Di-9042

Head Master.....Chester K. Stone.....4428 Dupont Ave., S., Minneapolis, Minn.  
 Tel. Co. 0029  
 Scribe.....Walter C. Sehm.....1370 Van Buren St., St. Paul, Minn.  
 News Editor.....Lee Ihle.....1629 4th St., S. E., Minneapolis, Minn.  
 Tel. Di-0077

**ALPHA - ZETA—University of Tennessee**

Head Master.....	H. E. Fewell.....	1218 W. Clinch Ave., Knoxville, Tenn.	Tel. New 2035-W
Scribe.....	W. L. Ownbey.....	1222 Highland Ave., Knoxville, Tenn.	Tel. Old 2970
News Editor.....	J. H. Dodds.....	1104 Highland Ave., Knoxville, Tenn.	Tel. Old 7399

**ALPHA - ETA—University of South Dakota**

Head Master.....	C. B. Craig.....	104 Court St., Vermilion, S. D.	Tel. 512
Scribe.....	L. S. Hopkins.....	104 Court St., Vermilion, S. D.	Tel. 512
News Editor.....	Jack Tinan.....	125 Prospect St., Vermilion, S. D.	Tel. 210-J

**ALPHA - THETA—University of Cincinnati**

Head Master.....	Leonard Teichmoeller.....	31 E. 5th St., Newport, Ky.	Tel. South 814-L
Scribe.....	Herbert G. Pabst.....	759 Central Y. M. C. A., Cincinnati, Ohio.	
News Editor.....	O. A. Johanningman.....	481 Riddle Road, Cincinnati, Ohio.	Tel. Avon 7395

**ALPHA - IOTA—Drake University**

Head Master.....	W. O. Fuller.....	2915 Brattleboro Ave., Des Moines, Iowa.	Tel. Drake 4339
Scribe.....	Lester H. Muggge.....	1600 30th St., Des Moines, Iowa.	Tel. Drake 2250-J

**THE ALUMNI CLUB DIVISION****Alumni Club****Officers**

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	Sec. Frank J. Kenny.....	20 Vesey St., New York, N. Y.
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	Sec. J. R. Coyle.....	72 Cedar St., Chicago, Ill.
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	Sec. Herbert Fallon.....	515, 50 Oliver St., Boston, Mass.
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	Sec. L. L. Pitchforth.....	458 Third Ave., Salt Lake City, Utah
Detroit.....	Pres. P. J. Curran.....	3041 Gladstone Ave., Detroit, Mich.
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	Sec.....	
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	Sec.....	

**OFFICIAL JEWELRY**

Official  $\Delta \Sigma \Pi$  badges can be secured only through the Central Office of the Fraternity, 1502 Fisher Building, Chicago. Our official jewelers are not permitted to sell any badges direct under any circumstances. A complete stock is carried in the Central Office and can be shipped out within 24 hours after receipt of your order. When engraving is desired, two weeks' time is required, for this is done at the factory.

Diamond badges are made to order only and three weeks' time is required. Checks must accompany all orders, and the price list, which is subject to change without notice, is as follows:

Standard $\Delta \Sigma \Pi$ pledge buttons.....	\$ 1.00
Standard plain gold $\Delta \Sigma \Pi$ badges.....	4.20
Standard pearl $\Delta \Sigma \Pi$ badge, containing nineteen pearls, full crown set.....	12.60

**Chapter Guards**

One letter, full crown set pearls.....	5.50
Two letters, full crown set pearls.....	10.00

**Diamond Badges**

Alternate diamonds and pearls.....	63.00
Nineteen diamonds platinum set.....	131.25

(The alternate diamond and pearl badges can be platinum set at an extra cost of \$8.00)

Chapter guards are carried in stock for most chapters. In sending in your orders, be sure and give detailed engraving and shipping instructions.

**REGALIA TRUNKS**

Official regalia trunks can be rented by the chapters at a rental charge of \$5.00 per initiation, plus transportation charges both ways. These trunks are routed around the country to save transportation charges, and are in use practically every week. Reservations can be made through The Central Office of the Fraternity for the entire college year. Chapters not owning their own regalia outfits are urged to place their reservations early to avoid possible disappointment.





