

*The*  
**DELTA SIG**  
OF DELTA SIGMA PI

MARCH  
1948



GARDNER COWLES  
Publisher of Look Magazine, and  
Honorary Member of Alpha Iota Chapter of  
Delta Sigma Pi

FOUNDED 1907 \* \* \* \* AT NEW YORK UNIVERSITY



# THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

Professional Commerce and Business Administration Fraternity

Delta Sigma Pi was founded at New York University, School of Commerce, Accounts and Finance, on November 7, 1907, by Alexander F. Makay, Alfred Moysello, Harold V. Jacobs and H. Albert Tienken. The fraternity was organized to foster the study of business in universities; to encourage scholarship and the association of students for their mutual advancement by research and practice; to promote closer affiliation between the commercial world and students of commerce; and to further a high standard of commercial ethics and culture, and the civic and commercial welfare of the community.

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Volume XXXVII

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

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



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

## The Grand President's Page

I WONDER HOW MANY of us have stopped to think about the relationship of the Chapter Efficiency Contest to the reasons for existence as set forth in the preamble to our Constitution? The contest is not just an idea someone had to create rivalry between chapters. That rivalry is a natural consequence rather than a reason. Although I could refer you to the Constitution, you might not have a copy handy so I am going to quote here the preamble in order to focus your attention on the significance of the relationship of which I speak.

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

To elaborate a bit, our objective as I see it is to build intelligent and interested members of professions, commercial institutions and civic communities who can, and will, direct their energies toward maintaining high standards of business ethics and improving matters affecting the general welfare of all in a constructive effort to make this world a better place in which to live.

If we keep these objectives in clear perspective it is easy to see how important in the picture are such matters as Professional Activities, Scholarship, Finances and Chapter Initiative and Administration. The fruits of our effort usually come to us in later years but largely as a result of habits formed much earlier. In urging the application of greater effort to those matters for which points are offered in the Chapter Efficiency Contest we, as a fraternity, are trying to encourage those things that are a substantial part of the foundation necessary to the realization of our broad objectives.

A program is necessary in order to make orderly progress in any pursuit. That program should embrace every opportunity to meet with successful men and profit by their experience. The progress should be publicized, both in public press and The DELTASIG, so that others may know what we stand for and what we are doing. These things come under the heading of Professional Activities. It is only common sense to take advantage of every opportunity to ground ourselves well in fundamentals and learn the modern techniques so essential to success in our highly competitive life. For this Scholarship points are awarded.

We are essentially a professional organization and we take pride in our accomplishments. One of the first things any business man must learn is to keep his finances in order. The preparation of a budget, the collection of amounts due, the prompt payment of obligations and the keeping of an accurate record of such transactions are things required in any successful business but in these matters we have an opportunity to put theory into practice as a part of our undergraduate training. This is sound habit forming for anyone and points are awarded for Finances.

No business can operate successfully unless the people running it meet regularly in a constructive effort to better the operating results. They must have a regular set of rules to govern operation, get out regular financial statements, have their books audited, issue a house organ in order that all stockholders may know what is going on and last, but by no means least, the older stockholders, all of whom still have an interest, a real stake, in the corporation, must lend their continuing support to endow the efforts of their successors in the active management. Accomplishments in these matters are rewarded as Chapter Initiative and Administration and their importance from a training standpoint cannot be overemphasized.

Finally, in order that future generations may enjoy those advantages and pleasures which have played so important a part in our education and training, we must perpetuate the existence of Delta Sigma Pi. This is the sacred duty of each and every one of us and failure means either that through lack of what it takes on our part we have not gotten what we should from our fraternity association and hence do not care about the future of Delta Sigma Pi, or that we are too selfish to put forth our share of the effort. New membership of the proper standard is our life blood.

The keen and enthusiastic rivalries which result from the contest are a healthy sign and auger well for the continued success of the fraternity and the future of its individual members. Use the Budget Kit. Use the Progress Charts. Make enlarged copies for your bulletin board. Have organized responsibilities for each phase of Chapter Efficiency Contest activities. Now is the time to put on that stretch spurt and share in the rewards, both tangible and intangible, that are offered for success. How many head masters are going to win Life Memberships this year by guiding their chapters to that 100,000 point goal? That's what it is going to take to win. How many chapters are going to win a year's alumni dues for each of their members by making the Honor Roll? Let's make it a banner year!





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Volume XXXVII

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## Gardner Cowles Becomes Honorary Member of Alpha Iota Chapter at Drake University

THE ACTIVITIES OF ALPHA IOTA CHAPTER of Delta Sigma Pi at Drake University reached their peak for this college year on Monday, November 24, 1947, with the initiation of Gardner Cowles as an honorary member of their chapter. To mid-westerners, particularly Iowans, Gardner Cowles needs no introduction. He is a man with both a national and an international outlook. Among his many responsibilities in the business world are the publishing of *Look Magazine*, the *Des Moines Register* and the *Des Moines Tribune* newspapers, and the operation of the Cowles Broadcasting Company. The many other interests he has in mid-western newspapers and radio concerns necessitate his traveling back and forth between the New York offices of the *Look Magazine* and the Des Moines headquarters of his newspapers and broadcasting system. You will also find Brother Cowles taking an active part on the board of directors of numerous other firms.

To persons outside Iowa, Gardner Cowles is perhaps best remembered as the man who accompanied the late Wendell Willkie on his world wide tour of goodwill and research in 1942. In the spring of 1947 Brother Cowles was again selected to join other leading American newspaper men in another such tour to test factors of international importance throughout the globe. The editorial comments and careful analysis of this on-the-spot view of the international situation made by Mr. Cowles were widely read by thousands of readers. Many of his observations and conclusions are contained in the speech which he made at the initiation banquet, and which is published in this issue of *The DELTASIG*.

With one year of post-war activity completed, Alpha Iota Chapter at Drake University found their chapter well organized but their number still relatively small. Plans were made during the summer semester of 1947, to build up their membership with the fall semester and to select an honorary member that would symbolize the ideals and purposes of Alpha Iota Chapter and Delta Sigma Pi. The name Gardner Cowles being magic to Iowans, as he is unquestionably a leader in commerce, it was, therefore, entirely appropriate that Head Master John Schmitz suggested Gardner Cowles as worthy of becoming an honorary member of Delta Sigma Pi. The members of Alpha Iota Chapter were unanimous in their opinion that Gardner Cowles be asked to accept this honor, and plans were made during the summer for the initiation which was to take place in November.

The initiation was planned for Monday, November 24, which proved to be a very busy day and evening for the majority of the members of Alpha Iota Chapter. A Drake University convocation was held that afternoon with Brother Robert G. Sutherland as chairman, and Head Master John Schmitz serving as moderator. In addition to this convocation and the initiation of Gardner Cowles, a meeting of all chapter officers was held in the early afternoon to discuss chapter problems with Assistant Grand Secretary-Treasurer J. D. Thomson, who had come from Chicago for the occasion.

All of the ceremonies in conjunction with the initiation of Gardner Cowles as an honorary member took place at the exclusive Des Moines Club which furnished several appropriate rooms in which to conduct the ritual. About 60 brothers were on hand to see the ritual ably performed by a team which consisted of the following officers of Alpha Iota Chapter: Head Master John A. Schmitz, Senior Warden Ross Dalbey, Jr., Junior Warden Larry Chamberlin, Scribe Leland M. Couch, and Treasurer Richard L. Sharpnack.

Following these proceedings, held in a private room of the Des Moines Club, the meeting adjourned to the recently re-decorated club dining hall where the pledges of Alpha Iota Chapter and several distinguished guests joined the group. Among these attending dignitaries were: Henry G. Harmon, president of Drake University; George S. Beery, dean of students of Drake University; Oreon E. Scott, member of Drake University Board of Directors; Luther Hill, business manager of the *Des Moines Register and Tribune*; Rollo Bergeson, Iowa Secretary of State; and J. D. Thomson, Assistant Grand Secretary-Treasurer of Delta Sigma Pi. Several members of the faculty were also in attendance including Dean Lynden E. Hoffman, College of Commerce and Finance.

The banquet was indeed a newsworthy affair. Served in buffet style the amount and variety of food did justice to the largest appetites and the most discriminating palates. The banquet tables were arranged to form a Greek letter Pi with the speakers table forming the top of the letter. Each table was decorated with numerous candles and several bouquets of flowers. To complete the buffet dinner cake and many flavors of ice were served at the tables.

Head Master John Schmitz assumed the role of toastmaster, and proceeded to introduce the guests and a few of the older and more active alumni that were present. Brother J. D. Thom-



GARDNER COWLES' TRIP AROUND THE WORLD IN 1942 as a companion of the late Wendell Willkie to study international problems and lay the ground work for the present United Nations. He took another such trip in 1947, this time however, with a group of prominent publishers and editors. Gardner Cowles is standing second from the right with the late Wendell Willkie on his left.

son, from The Central Office in Chicago, was then called upon to address the assembly on "The Significance of Honorary Membership in Delta Sigma Pi." Dean L. E. Hoffman of Drake University College of Commerce and Finance then introduced the honor guest of the evening, Gardner Cowles. Dean Hoffman called attention to Gardner Cowles' many accomplishments in the world of commerce and lauded him for his initiative. He reviewed the organization of enterprise in the United States and dwelt upon the *entrepreneur* and the important part he plays in this picture. He then placed Cowles in this category with the following comparison: "Just like an automobile," Dean Hoffman said, "business needs a spark in order to function properly. Men of Gardner Cowles' caliber provide that spark."

Amid a rousing applause, Gardner Cowles rose and addressed the assembly with a most timely and informative talk. With his excellent background of national and international affairs, augmented by his recent trip around the world, his

remarks on his chosen subject, the Marshall Plan, were of great interest. Gardner Cowles expressed his appreciation upon being selected by Alpha Iota Chapter to be their third honorary member. He stated that he was thoroughly in accord with the aims and purposes of Delta Sigma Pi and that he was highly impressed with the ritual. He also stated that he was proud to be a member of the same fraternity that had as members the late E. T. Meredith, formerly of the Meredith Publishing Co., and Carl Weeks of the Armand Co., both members of the fraternity. Gardner Cowles recalled the encouragement and help that the late E. T. Meredith had given him when he was an apprentice in his field and associated this to one of the principles of Delta Sigma Pi. The early days of Drake University came to his mind, and he told of the meager budgets of those days and the point that had been reached that very day. He revealed the number of years he had been connected with Drake University and the interest he had in its development. In this connection, he stated that his initiation into Delta Sigma Pi meant just that much more to him because he felt that Delta Sigma Pi was very definitely a part of the modern Drake University, to which he had long been associated.

The formal address, which Gardner Cowles made and which appears in this issue, was frequently augmented by his telling of incidents that occurred and observations that he had made on his trip around the world with the group of prominent editors. The intense interest of everyone in attendance in the message that Gardner Cowles had for them was evidenced by the attention which they gave him. The many fine comments heard, after he had concluded, attested to the value of his opinions and the thoroughness of his address in covering the subject he had chosen.

Climaxing the entire day was the presentation of a framed Delta Sigma Pi Certificate of Membership to Gardner Cowles by Head Master John Schmitz. This also marked an end to the day's ceremonies. The 80 brothers and guests in attendance did not disperse rapidly, however, as many of the alumni present had not had the opportunity, before the meeting, to meet all of the active chapter members and the pledges. Other alumni took this opportunity to renew acquaintances and to discuss old times with the faculty members that were present. Although it had not been planned, the ceremonies surrounding the initiation of Gardner Cowles served many purposes and greatly added to the stability of Alpha Iota Chapter.



SPEAKERS' TABLE AT THE INITIATION BANQUET in honor of Gardner Cowles who was initiated as an Honorary Member of Alpha Iota Chapter at Drake University. Left to right: J. D. Thomson, Assistant Grand Secretary-Treasurer of Delta Sigma Pi; John A. Schmitz, Head Master of Alpha Iota

Chapter; Luther Hill, Business Manager of the Des Moines Register and Tribune; Gardner Cowles; L. E. Hoffman, Dean, College of Commerce and Finance; Henry G. Harmon, President of Drake University; George S. Beery, Dean of Students; and Rollo Bergeson, Iowa Secretary of State.

# The Marshall Plan

By Gardner Cowles, Publisher of Look Magazine, and  
Honorary Member of Alpha Iota Chapter

*This is the text of an address made by Gardner Cowles at the occasion of his initiation as an Honorary Member of Alpha Iota Chapter of Delta Sigma Pi.*

I WANT TO TALK very seriously for a few minutes about the world food shortage and our foreign policy. At the height of the war, I had the good fortune to fly around the world with Wendell Willkie, which included talks with Stalin in Moscow, with General de Gaulle in Syria, and with Chiang Kai-shek in China. Last year I visited Germany, Austria, and Italy, as the guest of the War Department, to study our governments of occupation. And this last June I flew around the world again on the inaugural flight of the new Pan American service, talking with top officials in England, Turkey, India, Siam, the Philippines, China, and Japan.

The basic fact in the world today is that, although the fighting has stopped (except in China), there is no real peace anywhere. I frequently think of the old Will Rogers cliché: "America never lost a war and never won a peace." Certainly we haven't won this peace yet, and the mistakes made at Yalta and Teheran and Potsdam are making the winning of the peace much harder.

Unless you have actually seen it personally, it is hard for an American to appreciate the extent of the economic dislocations and physical destruction which the war has left in every part of Europe and Asia. The result is a world short of everything. It lacks food. It lacks fuel. It lacks clothing. It lacks housing. And it lacks the machinery to produce these essentials.

The people are tired and discouraged just trying to stay alive. They have lost all optimism about the future. They feel they were promised during the war a higher standard of living as soon as the fighting ended, and now that they don't have it—but rather a much lower standard of living—they feel cheated and frustrated.

The wonder is that under these conditions Communism has not made more progress—particularly with the specter of the Red Army looming over the horizon. Yet in no country in Europe unoccupied by the Red Army has a majority of the people voted for Communism. Its highest total in any election was 38 per cent in Czechoslovakia. And recent events indicate clearly that the Communists are losing—not winning—in Western Europe.

It is well to remember that 20,000,000 have fled from East to West in Europe to get away from the Soviet regime. Several million have fled from Manchuria to China for the same reason. No one flees toward Russia.

The people in Europe and Asia realize even better than we do that the United States is the No. 1 power in the world today. They want to be our friends. They like the United States. But they want to be reassured on five points:

(1) That we will remain militarily strong—particularly with an adequate air force—so long as Russia threatens further territorial expansion in all directions. And that we will have the will to use our military might, if necessary, to prevent any further invasion of Western Europe.

(2) That our economic system isn't going into a terrible "bust" which will further depress the world.

(3) That we will assist with the reconstruction of the war-torn countries.

(4) That we will adopt a permanent, non-political foreign

policy which offers the protective arm of Uncle Sam to freedom-loving people everywhere. Memory of pre-war isolationism in the United States still makes friendly nations hesitant to rely on us as an ally.

(5) And finally, they want to be assured by us that, as their production is restored, we will not adopt such prohibitive tariffs and trade barriers as to cut them off from the American market.

Now that we are the No. 1 power in the world and a great creditor nation, I think we can give the world affirmative assur-

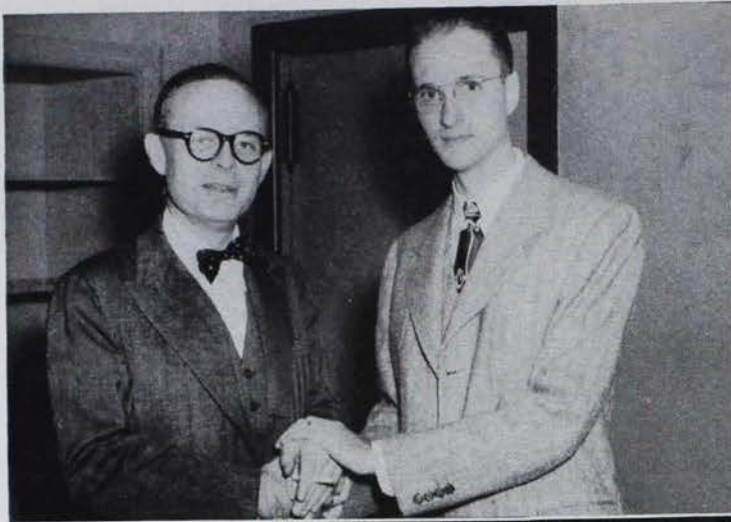


SPEAKING ON THE SIGNIFICANCE OF THE MARSHALL PLAN, Gardner Cowles, publisher of Look Magazine and Honorary Member of Alpha Iota Chapter at Drake University, addressed over 80 members of Delta Sigma Pi who attended his initiation banquet.

ance on all five of these points. Such a foreign policy for the United States is in our interest and necessary for world stability.

But our immediate problem is how to help Western Europe get her production restored quickly without exporting such a vast quantity of our goods as to cause a disastrous upward spiraling of prices here in the United States. *Continued stability in the American economy is just as important to world peace as speed in restoring production in Europe.* That is why I hope the business men of the country will participate dominantly in the debate just starting on the size and character of the Marshall Plan. It isn't dollars but production which the world needs. Anything which helps production here at home or among our friends is good. Any policy which retards production is bad.

The needs of the world are so gigantic that any adequate program is going to entail sacrifice here in the United States. I think Americans should know that, and not be kidded into thinking it can be done on our "fat" or out of our so-called "surpluses." The more that production can be stepped up in the United States, the more goods we can give or lend Europe without causing calamitous inflation here at home. During the depression, in order to spread work and reduce unemployment, we cut the standard work week in the United States to 40 hours and instituted penalty hourly rates for work beyond 40 hours. Months ago that wise statesman, Bernard Baruch, suggested that the United States go back to a 48-hour week at straight-time wages for a few years as one sensible way to



HEAD MASTER JOHN SCHMITZ, RIGHT, OF ALPHA IOTA CHAPTER at Drake University extends the fraternal handshake of Delta Sigma Pi to Gardner Cowles, left, newly initiated Honorary Member of that chapter. LOWER PHOTOGRAPH: Gardner Cowles, right, shows his Delta Sigma Pi membership certificate to Drake University President Henry G. Harmon.

increase production and still prevent inflation. But Washington was deaf to the idea. The suggestion, however, still makes great sense.

Recently David Lawrence offered a variation of the Baruch proposal. Lawrence suggested that American workers be encouraged to lengthen their hours—and that they be given the incentive to do so by having the government make tax-free all their income earned at straight-time wages beyond 40 hours. No proposal in this area seems to interest the Truman administration; yet the only cure for inflation and the world's problems is greater production. Our government admits there are not enough goods available to supply the world demand, but nevertheless it fails to offer any plan to stimulate still greater production of goods here at home. Instead, it is about to propose a new set of "allocations" and "controls" and possibly ceiling prices on wheat and steel. These, in my judgment, will dislocate the economy and retard production.

Coal is critically short the world over. It is one of the big items in the Marshall Plan. Yet, ironically, the coal miners of the United States, of England, and of Japan are each working shorter hours than they worked before the war.

We cannot put all the blame on Russia for lack of production in Europe. Our policy in Germany, adopted at the Potsdam conference, of wanting to turn that industrial nation into a virtual goat pasture, should make us blush with shame. And this mistaken policy, launched then, has been only partially

rectified. We have deliberately held down production in Germany—although every expert on European conditions admits there can be no real recovery in Western Europe unless German non-military production is substantially restored. Certainly that patient beast of burden—the American taxpayer—should not be asked to shoulder the Marshall Plan unless Germany is permitted and encouraged to produce peace-time goods to the maximum. In the present world product famine, there is not the slightest justification for any artificial restriction of production anywhere. And the quicker German industry gets to producing, the quicker the American taxpayer will be relieved of the German occupation cost. This cost, incidentally, will be one billion dollars in 1948 if we assume the deficit in the British zone in addition to our own.

The leaders of the great American food industry have a more direct stake in seeing that the Marshall Plan is sound than does any other group in the country, because *nearly half* of the contemplated Marshall Plan exports from the United States consists of food. Unless this tonnage of food is available for export, there is not much hope of success for the rest of the Marshall Plan. Also, if such vast exporting of American food causes a sharp further rise in food costs to the American housewife, the leaders of the food industry will be blamed even when they don't deserve it. I feel the Truman administration should be doing more to expand food production. I do not think it has an adequate program to persuade farmers to change their feeding practices to save grain, nor an adequate continuing program to persuade the public to eat more of foods in plentiful supply and less of foods on which the supply is certain to be short.

Few people realize that, contrary to general opinion, the world's population is increasing more rapidly today than ever before in history. By next year, there will be 200,000,000 more people on the earth than pre-war. That increase is equivalent to the population in the North American continent. Yet food production world-wide for next year is estimated at 7 per cent less than pre-war. This means that per capita the world will have in 1948 from 10 per cent to 12 per cent less food than pre-war. The experts predict a great many thousands of people will die of starvation next year around the world even if harvests are up to average. In the United States our basic capacity to produce food has increased only slightly faster than our population. We have 13½ million more mouths to feed here than we had in 1939.

Last year Truman appointed a Famine Emergency Committee. After a few months the Administration said the emergency in Europe was over and that there would no longer be a food shortage. As early as July this year it became obvious that grains for export this fall from the United States would be desperately short. But for some reason the Administration waited until October to appoint the Luckman committee and to attempt to conserve grain. This committee is temporary and just has the assignment of trying to save 100,000,000 bushels this fall. Chuck Luckman has announced he hopes to complete the assignment by January first.

I felt the confusion about the world's food supply was so great that, two months ago, I asked *Look's* Washington bureau to prepare a comprehensive article on how much food we had exported during the war and what we would probably be able to export in the years immediately ahead. To my amazement, we found the government has no record of over-all food exports. After fruitlessly searching the Department of Agriculture, we finally got the Brookings Institution to find us an independent expert to help us put together, for the first time, the food export records of the Army, the Navy, Lend-Lease, UNRRA, and various other agencies so that the American people might read the record and have a true picture from which to draw conclusions about the future.

The United States was able to export a fantastic quantity of



food during the war, and since, because (1) we started with a large carry-over grain surplus, (2) we put 17% more acreage into wheat, and (3) we had seven years of fantastically good crop weather. This last point is really the most significant one to remember—because the chances are we have used up our luck! Agricultural records—running as far back as Civil War days—suggest the recurring truth of that Biblical adage that after seven fat years must come seven lean ones! This could make a fatal difference to the world.

If our analysis of the Marshall Plan is correct, the United States will be called on to export next year 11 million tons of grain to Germany and Western Europe. We also have commitments to the occupied areas of Japan and an established Latin American market for flour which will boost our total exports to 15 million tons. And this does not include any emergency food for China or India (although their needs will be great). One of the basic reasons in the Marshall Plan for such large shipments to Europe is to build up livestock production over there. But if we in the United States get only an average crop next year, or a short crop and are exporting in accordance with the Marshall Plan suggested schedule, there will have to be a substantial cut in livestock production here.

It seems to me reasonable to contend that a limit should be set on the extent to which the United States decreases its production of livestock products so that Western Europe can increase its production of livestock products. If this isn't done, the American food industry is likely to find itself disrupted by a series of emergencies that will be rough on the food industry, rough on the American consumer, and rough on American land. My fear is that next year we will have a succession of Emergency Food Committees parading through Washington, and with the appointment of each committee, the President will tell the American people that a new crisis has just arisen—each time a crisis which he will claim could not have been foreseen. Washington seems to like crises.

If Washington were completely frank, we would be told today that the Marshall Plan, in its present size, means less meat and less bread on the tables of American families for a long time ahead. The *Look* survey concludes that it may well be as much as 15% less next year. That doesn't mean that Americans cannot continue to eat well, but I think the public is entitled to know all the facts as they debate and decide the size of our foreign promises. Undeniably the need in Europe is great. Every European country today is rationing bread, fats, sugar and milk. Most are rationing meat and some even potatoes! In France each person is now rationed down to two-fifths of his average pre-war consumption of bread.

But I want to stress the fact that the world food crisis is not temporary. Those who have studied it most thoroughly think the export demands on the United States will probably be severe through 1952. That is why I hope the leaders of the food industry will tell the country and the Congress how large a Marshall Plan commitment on food we can wisely make, and the extent to which the large export program will impinge on the cost of food to the American consumer. And I hope they will insist the Administration adopt an adequate program to stimulate production and to conserve the use of grain.

It is easy to find fault with the other fellow. It is easy, for example, to say we shouldn't help England because more people in Britain today are selling dog and horse racing betting tickets than are working in the coal mines. But we in the United States have our faults, too. We seem unable to get the cost of government down to sensible size. Despite the widespread rise in food prices, it still costs more in the United States today for government than for food. *We are actually paying more to be governed than we pay to eat.*

When we are told that we can't have both the Marshall Plan and tax reduction without unbalancing the budget and causing



J. D. THOMSON OF THE CENTRAL OFFICE of Delta Sigma Pi in Chicago chats with a group of officers and members of Alpha Iota Chapter at Drake University. Left to right: Larry Chamberlin, J. D. Thomson, Robert Mason, Jerry O'Brien, Robert Kautz and Carl Miske. LOWER PHOTOGRAPH; Left to right: Dean L. E. Hoffman, President Henry G. Harmon, and Director Oreon E. Scott, all of Drake University, appear to be properly impressed by the savory display of food at the initiation banquet in honor of Gardner Cowles.

inflation, I think it's about time to cut down the size of our domestic government spending, so that we *can* pay for the Marshall Plan *and* have tax reduction *and* have a balanced budget so as to avoid inflation. A tax cut within a balanced budget would be much less inflationary and much more sensible than another round of wage increases. We Americans are having difficulty learning our new role of taking leadership in the world. With leadership go both opportunity and responsibility. We must remember we control 50% of the world's production. We are the only major country not physically damaged by the war. We have become the one great creditor nation.

In our position, a wisely conceived and executed Marshall Plan would make sense even if the Russian threat did not exist. Helping to restore Western Europe is humanitarian, it is "good business" for long-term trade reasons, and it helps to preserve Western culture which is the great heritage on which our civilization is founded.

A Marshall Plan of the right size *is* essential. This is no longer debatable. And it must be unpartisan. Wisely, Speaker Joe Martin sent a special committee to Europe this summer under the able chairmanship of Congressman Chris Herter. Both Republicans and Democrats are now agreed a comprehensive, continuing plan is the answer.

# Presentation of Accounting Information Outside of the Management Group

By Carman G. Blough, Psi,  
Director of Research,  
American Institute of Accountants

THOSE WHO ARE RESPONSIBLE for the successful operation of business enterprises cannot fail to be disturbed by the lack of confidence with which published financial statements are received. Experience shows that misunderstandings of business operations are widespread and that they are held by stockholders as well as by workers and the public at large.

For a long time this problem was not considered very serious. Management often took the view that accounting data was strictly a matter of internal information reserved exclusively for those closely associated with the operation of the business.



CARMAN G. BLOUGH,  
Wisconsin

Somewhat belatedly perhaps but none the less forcibly, however, recent events have focused the public's attention on the influence current economic problems have in its daily life. Concerned over the high cost of living, harried by fears of the widely-proclaimed forthcoming recession, confused by the claims and counterclaims of those engaged in wage negotiations and disturbed by the arguments of those who for one reason or another seek a wide-spread revision of American business concepts, people are demanding to be told the facts. Broad unsupported generalities do not suffice to answer the critics of business and, since it is the public who in the last analysis will determine the mode of

our economic life, it is no longer possible to ignore these demands or to underrate them.

Although there are many directions from which this problem must be approached, information of an accounting character, by its very nature, must play one of the principal roles. It is probably the most effective single tool we have for correcting some of the public's misconceptions regarding business enterprise. In view of the tenacity with which these misconceptions persist, nevertheless, we must conclude that despite some efforts to make financial reports more meaningful, industry in general has not been successful in presenting published accounting information. It seems timely, therefore, to suggest some of the ways in which it is possible that current practices in the presentation of accounting information to those outside the management group might be altered for the benefit of all concerned.

Numerous polls and samplings of public opinion indicate wide-spread belief that business management functions as though it were responsible only to itself, and that corporations, particularly if they are large, are not to be trusted. A recent survey for the Controllershship Foundation, Inc. by Opinion Research Corporation inquired into the degree of acceptance by the public of facts and figures of business accounting as reflected in formal public statements and in less formal published figures. It is very revealing. One of the interesting findings of this group was that estimates of the per cent net profit that business makes today vary widely, but the average figure

named was 25%. Apparently these estimates were based on the fact that prices today are so high.

It is obvious from this that a large part of the problem is one of education. We cannot, however, expect the general public to master the fine points of business operations or of accounting procedures. We must devise means of presenting financial information so that the intelligent, ordinary man in the street will understand them. This calls for a reappraisal of reporting practices both with respect to the language and form used and the adequacy of the information presented.

It is unfortunate that accounting has developed expressions which mean certain things in everyday conversation but which may often mean something quite different when they appear in financial statements. "Surplus" to the layman means something left over and not needed. When he sees an item designated "Earned Surplus," he assumes that the company has made more than it needs and that it should probably share some of that excess. Since he does not understand the balance sheet anyway, he overlooks the item marked "Cash" and decides that this overage should be distributed in the form of dividends, increased wages, lower prices, or, possibly, as taxes.

And how is he to interpret the term "reserve"? Outside the accounting field, a reserve is generally something tangible which has been set aside for a rainy day. Here again, the implication is that of a company holding idle funds which are doing nobody any good. As though that were not confusing enough, the reader of financial statements is confronted with "reserves" for such a mixture of items as uncollectable accounts, depreciation, taxes, deferred maintenance and repairs, possible future inventory price declines, contingencies or what have you. They may appear anywhere on the balance sheet and seem to show up frequently on the income statement. The Controllershship Foundation's survey revealed that, in addition to these terms, many people do not even understand the meaning of "assets," "liabilities" and "accrued taxes." Others would like to know how a company can have a statement of both profit and loss at one and the same time. And if you present a statement of income, why are all those figures of outgo included? They may ask how a company whose assets and liabilities always add up to equal figures can ever get any place. There is considerable evidence that these as well as other confusing accounting terms and forms of presentation contribute much to the public's failure to understand the information we attempt to furnish in financial statements and, hence, to the fantastic notions which we so frequently encounter.

A number of companies have developed unusual forms of financial statements and different terminology designed to convey more clearly what the statements purport to show. Many of these companies have found their efforts in this respect very rewarding and worthwhile; yet probably none of them believe their solution provides a complete and final answer to this difficult problem. We cannot revise all undesirable terminology used in accounting over night, but it seems quite apparent that one of the principal reasons for the public's failure to read financial statements and interpret the information presented in them is that from the very beginning most people cannot understand what we are saying. Those who would like to pursue

this part of the question further will find it worthwhile to refer to an article in the March Journal of Accountancy by W. Blackie, Vice President of the Caterpillar Tractor Company, in which he discusses his company's thinking and conclusions on this subject.

The inadequacy of much of the terminology that is now in general use undoubtedly accounts for some of the reservation with which financial statements are received. However, this feeling is not restricted solely to those who do not understand accounting language. Many who are trained and equipped to understand financial information are often irritated by the absence of sufficient information. Nothing breeds suspicion more readily than the appearance of "holding something back." It is therefore likely that inadequate disclosure of essential information is often an important factor causing distrust of financial reports; particularly when the report does not include a full set of financial statements—a balance sheet, a statement of income and an analysis of surplus.

Accepted practice in this regard is in the process of evolution. It has not been many years since it was the universal practice to submit nothing but a balance sheet to stockholders, bankers or other creditors. The desirability of presenting even such scanty information to the public was scarcely considered. The income statement was thought to be purely supplementary. We all recognize that during the last quarter of a century there has been a distinct shift in the significance attached to the various statements. Today a series of income statements is often considered of far more value than a balance sheet. This is particularly true for concerns so large that they are not likely to be liquidated by the sale of individual assets, and whose ability to pay is gauged more by an estimate of their ability to earn than by the presence of assets upon which a creditor may pounce.

The significance of reconciliations of surplus accounts also merits attention. It is not at all uncommon to carry directly to earned surplus items which are very material in amount. Without an analysis of this account, the reader of financial statements does not ordinarily have any means of determining the nature of these items or of weighing their effect on the trend of the company's earnings. Similarly, if statements of capital surplus and of other surplus accounts are not furnished, he is left completely uninformed as to the changes which may have occurred in these accounts during the period. No one likes to be left in the dark this way. Recognizing this situation, there would seem to be ample reason for criticizing companies which fail to submit any of the three statements.

Somewhat similar to the practice of omitting basic financial statements in published reports is the practice of presenting statements that are highly condensed. This seems to be particularly prevalent in reporting income. In some rather extreme cases, companies furnish income statements which begin with a figure of "net income before depreciation and federal income taxes." While a statement in this form does, after a fashion, present the *results* of the company's operations it will be readily agreed that important factors entering into the determination of the final, resultant figure are needed to make an intelligent study of the company's situation.

Closely allied with this procedure is the practice of reporting no information on sales volume or the cost of sales. It is generally stated that such information is excluded from published financial statements because the management believes it would hurt the company's competitive position. In some cases this fear is probably justified, but it is seriously questionable whether we are being entirely realistic in most instances, especially since much of this information is supposedly available to the aggressive competitor from other sources. In view of the importance of studying trends in the total sales volume and in the gross profit which is derived from it if an understanding of the company's operations is to be gained, it seems particularly

unreasonable that such information should not be made readily available to stockholders if it is, or before long will be, made a matter of public record with state or federal regulatory bodies.

There is more to this question than simply meeting an obligation to the stockholders, however. This information is the very sort which is needed to show the public the relationship between revenues, costs and profits. For some months now business has been trying to explain to the public that, in view of rapid increases in the cost of doing business, price reductions or wage increases are not justified. The cost of sales figure is generally the largest single cost factor in the operation of the business, yet many companies, and it is not limited to the small ones, have missed this opportunity of presenting the accounting basis for their assertions.

Somewhat similar to the problem of whether cost information should be presented is the question of how it should be presented. In the early stages of the development of accounting techniques, the items of cost were classified according to the nature of what was acquired; that is, they were divided into such items as purchases, labor and overhead. As accounting thought and practice evolved, man became convinced that, for internal accounting control purposes, better results were achieved by classifying costs on a functional basis, gathering them in such classifications as manufacturing costs, selling and administrative expenses, and so forth. Accordingly, that is the way they are now customarily shown in financial reports. Recent consideration of the problem of presenting information to the public, however, has led some companies to adopt the earlier concept of "who got what" for reporting purposes. Experience may well demonstrate that this approach is more understandable to the average reader than is the more technical approach.

We have all noted the frequency with which the particular accounting treatment adopted with respect to reserves has been a primary factor governing the amount of net income reported. While there are undoubtedly numerous cases in which the effect reserves have been permitted to have on the determination of net income is not justified by sound accounting principles, it nevertheless seems only reasonable that the user of financial statements should be furnished sufficient information to judge the significance of the reserve. Many financial statements would be greatly improved if the practice of reporting reserves for unspecified contingencies without further explanation were avoided and if, likewise, the amount set aside for each purpose were indicated when a reserve is established for a variety of purposes.

There also appear to be numerous cases in which stockholders might be given more information with respect to charges and credits to reserves. Failure to give such information is much like omitting a statement of earned surplus and restricts the usefulness of the financial statements in a similar manner. The occurrence of what sometimes appear to be mere bookkeeping adjustments affecting the amount of income reported serves to magnify the apparent unreliability of financial statements and, without a clear explanation of the nature and purpose of the charges and credits to reserves which the average reader can understand, tends further to foster distrust.

One of the greatest problems with respect to presenting accounting information outside the management group is that of preparing the statements in a manner which will best serve the particular needs of those for whom the information is intended. Information desired by labor tends to be somewhat different from that which stockholders need. Accordingly, many who prepare financial reports feel that more effective presentation is achieved by designing separate reports; one addressed to the stockholders and another to the employees, for example. This would appear to be sound in principle and logic, but in practice the results have frequently been disappointing, largely be-

cause the employees have felt that something was being withheld or because the report was prepared in over-simplified language or suggested a "patronizing" attitude. For these reasons, and because it is my belief that information of interest to one group would also have significance to the other, I am inclined to favor a single published report for all concerned. A possible compromise solution, which has been tried by a number of companies, however, is that of preparing separate reports designed to emphasize the items of particular interest to each group and then making both reports available to stockholders and employees.

Another phase of the question of general-purpose reports versus special-purpose reports is that of reaching both the trained reader and those who are not experienced in interpreting financial statements. Many companies now present two sets of financial statements in their annual reports. One includes the traditional certified statements. The other usually consists of condensed statements written in ordinary language. Frequently unusual forms are used in presenting these simplified statements. Some companies have also devised funds statements to explain that aspect of the concern's operations. While this approach is a partial solution to the problem and probably offers a suitable means of developing more easily understood statements, it is doubtful whether it meets the real objection to present accounting reports. The basic, underlying financial statements are still not readily understood by most readers and, so long as that is true, any figures offered will be greeted with considerable skepticism. I believe that financial statements will meet with greater success if we direct our attention to basically redesigning them with a view to providing clearer terminology and more satisfactory disclosure of information which the reader needs and should have.

For the most part this discussion has dealt with the more direct results of accounting procedures; the form and content of financial statements. That is the phase of the report with which the accountant is most closely associated. However, we might do well to consider carefully other means of "getting accounting information across" even though they may not always be quite within the area we have usually considered our province. I am thinking of the supplementary accounting information which will often help to clarify the financial aspects of the company. The presentation of such information is common practice among many companies but there are probably many more who could appropriately expand their reports.

One of the most useful of these supplementary types of information is a summary of balance sheet and income and earned surplus information over a period of years. Comparative statements for two years are excellent, but it seems clear that comparative statements for five years or more are considerably better. This procedure should be particularly useful under present conditions. What better way is there to show the need for a "cushion" in the days ahead than to show the company's experience over a cycle of both fat and lean years? Numerous companies are currently finding that despite higher dollar sales, the margin available for costs and profit is less than in preceding periods. An unsupported assertion to this effect is not nearly so convincing as one backed up by reasonably complete figures.

Statistical summaries may also be useful to supplement the regular accounting information. Units of product manufactured or sold will frequently give the dollar figures more meaning. Average earnings per workman or the trend of hourly wage rates, for example, can be shown effectively. The use of such graphic displays as bar charts, "Pie charts" and line graphs to show trends of items both singly and as compared to other data are in wide-spread use. All of these, if properly prepared, may be very useful to clarify the financial statements and to point up special situations that need emphasis. They are

especially effective if they are tied in with the narrative section of the report so that all three combine to make the total presentation more informative. In considering the addition of supplementary information, however, we must at all times take care that we are presenting useful data and that it is effectively presented without any effort to create a bias or to "sell" an interpretation. Mere mass is not useful. It must direct attention to significant items.

There is another phase of reporting for which supplementary information may be especially useful, though to the best of my knowledge it has not received wide consideration. It occurs in connection with reflecting the effect of high replacement costs. Most accountants agree that in general cost is the only really satisfactory basis upon which accounts can be prepared. Some, for instance, even go so far as to question the desirability of establishing a new basis for pricing inventories when market has fallen below cost. Although they do not overlook or disregard the importance of providing funds for replacing assets, they do feel that the limitations caused by the need for reasonably prompt reporting of accounting information, together with the impracticability of establishing current market values for some assets, especially those in the fixed assets category, preclude the accountant from attempting to reflect price level fluctuations in the accounts. Provision of the actual funds is a matter of financial management and no amount of bookkeeping will ever assure that they will be available when needed.

The fact that such factors cannot be satisfactorily reflected in the accounts, however, does not mean that they should not be considered in the interpretation of the accounts. Supplementary schedules to reflect the management's estimate of the price level situation as it affects the company would appear to be very appropriate and useful when profits realized on the basis of previous costs may have to be used to replace assets at higher prices. The subject which was assigned for this discussion is, as you readily appreciate, a very broad one. It has, therefore, been impossible to do much more than touch some of the high spots. It is a problem to which much thoughtful consideration should be devoted. It is of the utmost urgency. Critics of American business have proven themselves to be well prepared and have been exceedingly successful in reaching a sympathetic audience. Business men, on the other hand, have tended to be somewhat slow in recognizing the seriousness of the situation and only recently have shown signs of an awakening to the need for presenting their side of the story. It is a story of achievement of which we can all be proud and which must be strongly asserted if we are to continue the development and enjoyment of the good things our system has made possible.

To meet this challenge we must demonstrate the tangible and intangible benefits which the public in general derives under the best American business concepts. We must also show that our ways are not static and that we are capable of providing even better things to come. The presentation of complete, fair, unbiased and reliable accounting information can contribute much to renew the public's confidence in business enterprise.

## YOU'RE INVITED

to attend the Delta Sigma Pi  
Seventeenth Grand Chapter Congress  
to be held in  
Baltimore, Maryland  
September, 1949



WITH THE

ALUMNI

THE WORLD OVER

## Deltasig Now Dean at Georgia-Atlanta

GEORGE E. MANNERS, *Georgia-Atlanta*, was appointed recently to fill the newly-created post of Resident Dean of Commerce of the University of Georgia, with offices in Atlanta. As such, he will be Dean of Commerce of the Atlanta Division. The creation of this office followed the recent change in designation of the school from the University System of Georgia Evening College to the Atlanta Division of the University of Georgia.



GEORGE E. MANNERS, *Georgia-Atlanta*

Brother Manners, himself a graduate of the Atlanta Division, received his C.P.A. while in his junior year and his B.C.S. upon graduation in 1935. He was also awarded the Delta Sigma Pi Scholarship Key in 1935. He is a member of Delta Mu Delta, national honorary society. Since his graduation, Brother Manners has been employed as a public accountant, has taught school, engaged in personnel work, and spent three and one-half years in the U. S. Army. He received his M.B.A. from the University of Georgia at Athens in 1946, and more recently has engaged in advanced study at Emory University in Atlanta. He is married to the former Claire Gibson. Brother and Mrs. Manners have two children, George, Jr., age four, and Susan, age two.

## Dr. Frederick Writes New Transportation Book

COMMERCIAL AIR TRANSPORTATION, by John H. Frederick, *Texas*, well-known authority, is a 791 page book giving the complete story of this subject. It has been written by one who, on the basis of past experience, is well qualified to do the job. The book, itself, covers many phases of air traffic

and serves as a guide to post-war industry and a reference for those using air travel or express.

Dr. Frederick is now professor of transportation and foreign-trade in the College of Business and Public Administration at the University of Maryland. He is also connected with the Glenn L. Martin Institute of Aeronautical Research, in addition to which he does consulting work in this field.

Brother Frederick joined the faculty of the University of Texas in 1938 to develop work in transportation in the College of Business Administration and while there inaugurated three courses which attracted many students throughout the United States and from abroad. In 1947 he left the University of Texas to accept the position he now holds at the University of Maryland.

## TWIN CITIES

WITH THE BANDAGES removed and the bruises healed from the Sixteenth Grand Chapter Congress held in Minneapolis, the Twin City Alumni Club is in the midst of an active program for the year 1948.

Following the Christmas Party in December, which made the chapter house vibrate, the traditional Deltasig business forecast was received with enthusiasm in January. Established in 1947 and planned as an annual event, prominent Deltasigs in the City of Minneapolis presented their predictions for 1948, which were summed up and interpreted by Alpha Epsilon's own Richard L. Kozelka, Dean of the School of Business Administration at the University of Minnesota.

The monthly meeting for February presented us with a new slant on export trade which was particularly attractive to those engaged in business interested in South American markets. André Mouton, General Agent for the Board of Commissioners of the Port of New Orleans, responded to our invitation to discuss the subject with us.

Inasmuch as March brings to Alpha Epsilon its annual birthday party, the 24th anniversary of Alpha Epsilon Chapter should be celebrated in rare form. Out-of-town members are encouraged to plan a trip to Minneapolis for the club's event-of-the-year.

Publication of the local directory including all members of Alpha Epsilon Chapter and other Deltasigs who are presently residing in the Twin City area, is anticipated by March and will be distributed to all active members of the club. Also, considerable study is being given to the establishment of an employment placing service, which we see is not only a much-needed service but a means of tying together the active chapter and the alumni club. Together with participation in the national research as conducted by the National Committee on Business Research, we hope to expand the activities of the club into fields of interest that will provide greater services to alumni and active members of the fraternity.—GLEN GALLES

## Appointed Acting University Dean

ON JANUARY 1, 1948, Monroe S. Carroll assumed the duties of his new appointment as acting university dean at Baylor University. Brother Carroll, a charter member of the Beta Iota Chapter, has been dean of the school of business for the past eleven years. He received his A.B. degree at Baylor in 1921, his A.M. degree at Brown University in 1926 and his Ph.D. degree at Chicago University in 1947. Dr. Carroll performed additional graduate work at Harvard University during 1946.

Recognized as an outstanding authority in his field, he is also the author of *Budgetary Control and Accounting for Social Sciences*. Brother Carroll is a member of the Merit System Council of Texas, on the Y.M.C.A. Board in Waco, a member and deacon of the First Baptist Church, and is actively engaged in Masonic work.

Brother Neil S. Foster, professor of marketing, has been appointed to succeed Dr. Carroll as acting dean of the school of business. Professor Foster is also a charter member of Beta Iota Chapter.

## NORTHEASTERN OHIO

THE NORTHEASTERN OHIO ALUMNI CLUB has recently been organized in Cleveland. Meetings are held on the second Friday of every month. With only two meetings under its belt, the Northeastern Ohio Alumni Club is really progressing. They are already operating under their new constitution and by-laws and are awaiting official recognition. At present there are 38 active members, and at their last meeting there was an excellent turnout of 28 enthusiastic members. The next meeting will be held at the home of Harold Nissley, an alumnus of Alpha Upsilon Chapter at Miami University. Following the meeting, films will be shown on the plant facilities at Nela Park of General Electric.

The alumni club is seeking Deltasigs from a radius of about 50 miles. Although most of the members are graduates of Western Reserve University, brothers from other chapters are encouraged to join the group. Richard Reece, Alpha Upsilon Chapter, Miami; Jack Burke, Alpha Delta Chapter, Nebraska; and several brothers from the Beta Pi at Kent are participating at this new alumni club.

Head Masters from Beta Tau Chapter and Beta Pi Chapter have been invited to attend all of their meetings so they can familiarize their brothers with the activities of the alumni club. In this way, graduating members can enter the alumni club with a good knowledge of their activities. The pledges of Beta Tau Chapter will be formally initiated by a ritual team from the alumni club. The ritual will take place in the Chester Room of the Hotel Allerton.

## M E R G E R S

J. FRANK HUMPHRIES, JR., *Georgia (Kappa)*, on April 26, 1947, to Mildred Robertson, at Atlanta, Georgia.

JOHN B. CLARK, *Georgia (Kappa)*, on May 3, 1947, to Isabel M. Roberts, at Atlanta, Georgia.

MELVIN L. GOFORTH, *North Carolina*, on May 17, 1947, to Virginia Faye Mills, at Arlington, Virginia.

ARDEN E. WURCH, *Marquette*, on May 31, 1947, to Ruth Weber, at Princeton, Wisconsin.

FRANK R. TOOKER, *Rider*, on June 7, 1947, to Jane von Dielen, at Port Washington, Long Island.

CHARLES B. DALY, *North Carolina*, on June 10, 1947, to Jayne Martindale Childs, at Cordele, Georgia.

JOHN M. GRAU, *Michigan*, on June 14, 1947, to Lotus June Smith, at Evanston, Illinois.

RAYMOND A. ELIASON, *Nebraska*, on June 20, to Marjorie Darlene Steinmeyer, at Lincoln, Nebraska.

EUGENE W. MOUSHEY, *Michigan*, on June 28, 1947, to Grace A. Freeman, at Marshall, Michigan.

HENRY H. ROLFES, JR., *Missouri*, on July 12, 1947, to Virginia Eloise Hesse, at Uniontown, Pennsylvania.

DONALD B. SCHAUMBURG, *Missouri*, on July 19, 1947, to Rosemary Foster, at Berkeley, California.

WAYNE C. DAGGY, *Georgia (Pi)*, on August 17, 1947, to Nevada B. Tyner, at Macon, Georgia.

WILLIAM L. CALLAHAN, JR., *North Carolina*, on August 23, 1947, to Margaret Andis Hyder, at Asheville, North Carolina.

ARLIE D. REAGAN, JR., *Michigan*, on August 23, 1947, to Lola Madge Patton, at Pittsburgh, Pennsylvania.

CHARLES S. GARRETT, *Georgia (Pi)*, on August 31, 1947, to Charmet Osborn, at Ellijay, Georgia.

WILLIAM L. KINNEY, *North Carolina*, on September 5, 1947, to Imogene Maclin Williamson, at Mason, Tennessee.

M. EDWARD PAFFORD, *Georgia (Atlanta)*, on September 12, 1947, to Jean Burrows, at Atlanta, Georgia.

ELMER L. AUSSIEKER, *Missouri*, on September 21, 1947, to Dorothy Kraus, at St. Louis, Missouri.

HARRY C. FREED, *Missouri*, on October 5, 1947, to Viola L. Moyer, at Lincoln, Nebraska.

ROBERT L. TRAPP, *Georgia (Pi)*, on October 19, 1947, to Jacquelyn Davis, at Atlanta, Georgia.

JOE CRABTREE, *Northwestern (Beta)*, on October 25, 1947, to Mary Elizabeth Hunter, at Duluth, Minnesota.

JOSEPH F. MARIN, *St. Louis*, on October 25, 1947, to Louise Brannam, at St. Louis, Missouri.

CLARENCE J. GONNERMAN, *Missouri*, on November 1, 1947, to Mary Martha Luther, at Springfield, Missouri.

ROBERT G. BUSSE, *Rutgers*, on November 15, 1947, to Dorothy Margaret LeCount, at Stamford, Connecticut.

CLAUDE G. REEVES, *Georgia (Kappa)*, on December 13, 1947, to Lilly Louise Bennett, at Atlanta, Georgia.

JOHN G. HEARD, *Baylor*, on December 20, 1947, to Jo Anna McCann, at Dallas, Texas.

ROBERT L. CLAYTON, *Baylor*, on December 23, 1947, to Martha Johnson, at Memphis, Tennessee.

JOHN R. HAWKINS, *Georgia (Athens)*, on December 28, 1947, to Annette Moore, at Macon, Georgia.

JOHN H. LOMAX, *Georgia (Athens)*, on December 30, 1947, to Ann Davis, at Macon, Georgia.

ODGEN H. HALL, *Louisiana*, on January 9, 1948, to Barbara Beale, at Baton Rouge, Louisiana.

HOWARD W. CLARK, *Georgia (Kappa)*, on January 17, 1948, to Margie N. Kinard, at Atlanta, Georgia.

## Koetting Heads St. Louis Alumni Placing Service

GERALD A. KOETTING, *St. Louis*, was recently appointed to head the newly established alumni placement service of St. Louis University. This service was announced in the early part of December, 1947, and is available to all graduates and students of the university. It has as its salient objectives:

1. To aid students to get positions when they graduate.

2. To assist alumni in securing better positions, or a new job when they need one.

3. To provide an easy and efficient system through which alumni can pass information to other alumni on job openings.

4. To inform local and national firms of available St. Louis University graduates, and by placement services to them, enhance the university and alumni prestige.



GERALD A. KOETTING, St. Louis

Brother Koetting, who will serve as the director and executive secretary of this service, has been very active in fraternity work for a number of years. In 1937 he became a member of Phi Sigma Eta, the local fraternity which was later to become Beta Sigma Chapter of Delta Sigma Pi, and held several chapter offices. Later he was elected president of the alumni organization of Beta Sigma Chapter, in which capacity he served until June, 1947.

In addition to the bachelor's degree from St. Louis University, Brother Koetting holds a master's degree in personnel psychology from Purdue University, the latter being received in 1946. Since graduation from St. Louis University he has been active in the alumni association of the School of Commerce and Finance, and recently served as the chairman of that group's student aid party. Brother Koetting is also a member of the Advertising Club of St. Louis University.

## PERSONAL MENTION

KENNETH S. TISDEL, *Washington U.*, recently accepted the position as head of the Circulation Department at the University of Missouri Library. . . . DANIEL V. PRINDIBLE, JR., *St. Louis*, a member of the Webster Groves Chamber of Commerce, Chesterton Club, and the Life Underwriters Association, is now associated with the New England Mutual Life Insurance Company's St. Louis general agency as a life underwriter. . . . On January 1, 1948, NORMAN S. SCHLANT, *New York*, was appointed city auditor and deputy city comptroller for the city of Buffalo. . . . RALPH F. FRANGLEMONT, *Buffalo*, has just been elected treasurer of the Buffalo Canoe Club, a sailing club on Lake Erie with approximately 500 members, of which several are Deltasigs. . . . EARL J. BUSH, *Northwestern-Chicago*, president of the Diamond T Motor Car Company, of Chicago, is the new Motor Truck Committee chairman of the Automobile Manufacturers Association. . . . CARROLL M. SHANKS, *Rutgers*, president of the Prudential Life Insurance Company, Newark, New Jersey, now heads the reorganization committee for the Veterans' Administration. He is also a key man on the commission headed by Former President Herbert Hoover, which has been instructed by Congress to prepare a report on streamlining the entire government. . . . W. FRED DEARMIN, *Illinois*, of Odin, Indiana, was advanced from the first vice-presidency of the National Poultry, Butter and Egg Association to the presidency. . . . RALPH W. MOORE, *Northwestern (Chicago)*, now has a public relations position in Detroit with General Motors Acceptance Corporation. . . . RUSSELL W. KIRCHHOFF, *Oklahoma*, is with this same company in Detroit. . . . CARTER L. REYNOLDS, *Drake*, has accepted a junior executive position with radio station KRNT in Des Moines. . . . RICHARD L. DUNCAN, *Miami*, has been appointed vice-president in charge of operations at Western College in Ohio. . . . FRANK T. STOCKTON, *South Dakota*, has been promoted from the position of dean of the School of Business to dean of University Extension at the University of Kansas. . . . GUSTAV T. SCHWENNING, *North Carolina*, managing editor of the *Southern Economic Journal*, has been elected first vice-president of the Southern Economic Association. . . . CLARENCE A. SLOCUM, *Ohio State*, has been appointed professor of industrial management at the University of Tennessee.

CURTIS M. ELLIOTT, *Nebraska*, has been promoted to associate professor of economics and insurance at the University of Nebraska. . . . ALVIN B. BISCOE, *Virginia*, was recently appointed dean of Faculties of the University of Georgia. Brother Biscoe had previously been dean of the College of Business Administration at this university. . . . CLEMENT S. LOGSDON, *Georgetown*, has joined the faculty of the University of North Carolina as professor of marketing. . . . LLOYD I. COVENEY, *Northwestern (Chicago)*, who resides in Los Angeles, has been admitted to partnership in the firm of Arthur Andersen and Company. . . . GEORGE H. HAINES, *Miami*, has recently joined the staff of the department of economics at Indiana University. . . . JAMES A. KERR, *Northwestern (Chicago)*, has moved to Tulsa, Oklahoma, where he is a procedures accountant for Standard Oil Company. . . . HALSEY E. RAMSEN, *Johns Hopkins*, has been made acting head of the department of industrial management in the School of Business Administration of Miami University, Oxford, Ohio. . . . WILLIAM L. BARBON, *Johns Hopkins*, formerly Fish tires district manager at Chicago, recently became district manager at Baltimore for this

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

- 1145 ALBERT J. MOFFITT, *Beta Sigma*, St. Louis
- 1146 CLARENCE D'AOUST, *Psi*, Wisconsin
- 1147 STANLEY F. ALLISON, *Alpha Epsilon*, Minnesota
- 1148 ROBERT J. CERNY, *Beta*, Northwestern-Chicago
- 1149 ORBA F. TRAYLOR, *Alpha Beta*, Missouri
- 1150 JOHN H. GIMBEL, JR., *Chi*, Johns Hopkins
- 1151 HARLEY R. MATTHEWS, *Epsilon*, Iowa
- 1152 FENTON P. MUEHL, *Psi*, Wisconsin
- 1153 WILLIAM D. HART, *Xi*, Michigan
- 1154 JOHN T. CLARK, *Gamma*, Boston
- 1155 ROBERT B. LIGON, *Alpha Chi*, Washington U.
- 1156 CLYDE R. WILLIAMS, *Beta Upsilon*, Texas Tech
- 1157 C. WILLIAM MAHNKEN, *Alpha*, New York
- 1158 RICHARD P. SHERIDAN, *Theta*, Detroit
- 1159 ROBERT E. MOORE, *Beta Omicron*, Rutgers
- 1160 WILLIAM E. FRANK, *Mu*, Georgetown
- 1161 CHARLES W. BUSCHMAN, *Beta Sigma*, St. Louis
- 1162 RUPERT A. PETERSON, *Alpha Rho*, Colorado
- 1163 EDWARD H. HAGEN, *Beta*, Northwestern-Chicago
- 1164 ROBERT S. WASLEY, *Alpha Nu*, Denver
- 1165 OMAR C. KLEINSCHMIDT, *Beta Sigma*, St. Louis
- 1166 ENRIQUE G. VERGARA, JR., *Omega*, Temple
- 1167 MILTON J. SCHULZE, *Alpha Chi*, Washington U.
- 1168 CLARENCE J. SCHAMEL, *Beta Sigma*, St. Louis
- 1169 JAMES H. HINES, *Beta*, Northwestern-Chicago
- 1170 JOHN J. HARRINGTON, *Gamma*, Boston
- 1171 WILLARD O. VETTER, *Zeta*, Northwestern-Evanston
- 1172 ARTHUR C. CLIFTON, *Alpha Pi*, Indiana
- 1173 PAUL BSTANDIG, *Alpha Delta*, Nebraska
- 1174 LYLE T. HANSE, *Alpha Epsilon*, Minnesota
- 1175 PARKE G. HOWARD, *Beta*, Northwestern-Chicago
- 1176 RICHARD M. HAUSE, *Alpha*, New York
- 1177 JOHN K. JONES, *Beta Iota*, Baylor
- 1178 LELAND O'CALLAGHAN, *Kappa*, Georgia-Atlanta
- 1179 PAUL E. COVENEY, *Zeta*, Northwestern-Evanston
- 1180 FORREST L. FOLTZ, *Alpha Epsilon*, Minnesota
- 1181 JOHN E. HUTCHENS, *Beta Theta*, Creighton
- 1182 GROVER C. HARVARD, *Kappa*, Georgia-Atlanta
- 1183 MELVIN J. JANZER, *Delta*, Marquette
- 1184 EDWARD S. BATCHELDER, *Gamma*, Boston
- 1185 JOHN M. OLIVER, *Zeta*, Northwestern-Evanston
- 1186 HOWARD F. BULTMAN, *Alpha Upsilon*, Miami
- 1187 CHARLES F. DUBOIS, *Psi*, Wisconsin
- 1188 GEORGE E. TRAUB, *Alpha Omega*, De Paul
- 1189 JOSEPH D. PFANKUCH, *Delta*, Marquette
- 1190 R. CARL RHOADS, *Omega*, Temple
- 1191 GLENN C. ASBURY, *Alpha Nu*, Denver

Baylor, on October 2, 1947, a son, William Alfred, Jr.

To Brother and Mrs. Hebert E. Markley, *Miami*, on October 7, 1947, a daughter, Sheila Mary.

To Brother and Mrs. James D. Thomson, *Northwestern (Beta)*, on October 29, 1947, a daughter, Barbara Jeanne.

To Brother and Mrs. Richard D. Ebeling, *Nebraska*, on October 30, 1947, a son, Robert Max.

To Brother and Mrs. J. Neil Hopkins, *Georgia (Kappa)*, on November 29, 1947, a daughter, Barbara Ann.

To Brother and Mrs. Theodore E. Voigt, *Northwestern (Beta)*, on November 30, 1947, a son, Donald Chris.

To Brother and Mrs. John F. Burke, *Georgia (Athens)*, on December 12, 1947, a son, William Francis.

To Brother and Mrs. Frank E. Hamilton, Jr., *Kappa (Georgia)*, on December 12, 1947, a son, Frank Eugene.

To Brother and Mrs. Richard C. Allgood, *Nebraska*, on December 13, 1947, a son, James Leonard.

## Pittenger Named to Nebraska State Post

BROTHER JAMES S. PITTENGER, *Nebraska*, has been appointed Administrative Assistant to the Governor of Nebraska, a position created by the 1947 Nebraska State Legislature. In this role as a public official, Brother



JAMES S. PITTENGER, Nebraska

Pittenger represents the Nebraska chief executive in the governmental affairs of the state, and serves as secretary on a number of state boards and commissions. Prior to his appointment as administrative assistant, Brother Pittenger served as secretary to the Governor.

"Pitt" is 28 years of age, married, and has one child. He was graduated from the University of Nebraska College of Business Administration in 1941, and served as aide-de-camp to Major General Anderson, deputy air force commander in the European theater, during the recent war. He was separated from the service as a lieutenant-colonel in January, 1947. "Pitt" is among the few Deltasigs who have chosen the political field of public life as a career, and from the measurement of results thus far, will go a long way.

concern. . . . JAMES A. MCBAIN, *New York*, has been promoted to treasurer of the Chase Safe Deposit Company of New York City. . . . LYLE E. CAMPBELL, *Kansas*, has again resumed his teaching duties at Emory University, Atlanta, Georgia, and, for the 12th consecutive year, been elected Secretary of the Georgia Society of Certified Public Accountants.

ROBERT L. DIXON, *Chicago*, was elected editor of *The Accounting Review* at a recent meeting of the association. . . . HARRY E. OLSON, *South Dakota*, is serving as secretary-treasurer of the South Dakota Society of Certified Public Accountants and as editor of the quarterly *Bulletin* published by the society. . . . CECIL J. HILL, *North Carolina*, president of the Junior Chamber of Commerce, is practicing law in Brevard, North Carolina. . . . WILLIAM H. WHITLEY, *North Carolina*, is employed at the Wachovia Bank and Trust Company in High Point, North Carolina. . . . EUGENE E. ROTH, *North Carolina*, also holds a position with the latter company. . . . HAROLD F. ENGLER, *Northwestern (Chicago)*, is in the sales department of the Burroughs Adding Machine Company, Chicago. . . . JAMES R. NOREN, *Northwestern (Chicago)*, recently undertook his duties as assistant manager of a branch of the International Harvester Company, twine division, on Davao Plantation of the Philippine Islands. Brother Noren was accompanied by his family. . . . WILLIAM W. JOHNSON, *North Carolina*, is with the Western Electric Company at Winston-Salem, North Carolina. . . . PAUL B. HAIGWOOD, *North Carolina*, now in New York, is with the General Electric Company at Schenectady.

BENJAMIN S. SCHILLING, JR., *Johns Hopkins*, has opened a public accountant office in Baltimore. . . . JAMES F. FOWLER, *North Carolina*, is with the International Corporation at Charlotte, North Carolina. . . . RALPH T. WEBER, *Detroit*, regional manager of the Chrysler Corporation, has just celebrated his 20th anniversary with that organization. . . . STANLEY A. J. GRZESZCZYK, *Pennsylvania*, has taken up residence in Oakland, California, as he travels in that area, doing internal auditing for the Golden State Co., Ltd. . . . CHARLES T. COBEEN, *Marquette*, has assumed his new responsibility as business manager of Marquette University. . . . JAMES L. JERTSON, *Marquette*, is Assistant Controller at the Boston Store, Milwaukee. . . . ARTHUR C. KELLER, *Marquette*, has accepted the position of office manager at Nunn-Bush Shoe Co., Milwaukee. . . . MILTON L. FLESHSIC, *Northwestern (Chicago)*, has gone to St. Louis to take over the position of production manager of the Sunnen Corporation there. . . . BRUCE FUTHEY, *Alabama*, spoke on the subject "A Case Study in Statement Analysis" before the Saginaw Valley Chapter of the National Association of Cost Accountants. Professor Futhey is also the author of the article "Accounting Instructional Staffs in Colleges and Universities."

## D I V I D E N D S

To Brother and Mrs. Paul Yuschak, *Temple*, on August 12, 1947, a daughter, Dorothy Vera.

To Brother and Mrs. Frank E. Shanahan, Jr., *Mississippi*, on August 15, 1947, a son, John Michael.

To Brother and Mrs. John H. Gimbel, Jr., *Johns Hopkins*, on August 31, 1947, a son, John Randolph.

To Brother and Mrs. Joseph B. Frey, *Baylor*, on September 9, 1947, a son, John Joseph.

To Brother and Mrs. Buster Stewart, *Georgia (Kappa)*, on September 17, 1947, a son, Donald Edward.

To Brother and Mrs. William A. Craven,

- 1192 JOSEPH R. GRAY, *Beta*, Northwestern-Chicago  
 1193 RICHARD C. ALLGOOD, JR., *Alpha Delta*, Nebraska  
 1194 DEAN E. IRVIN, *Alpha Delta*, Nebraska  
 1195 THOMAS B. LEE, *Beta Upsilon*, Texas Tech  
 1196 ABEL B. HUNTLEY, JR., *Chi*, Johns Hopkins  
 1197 NORBERT G. BAUSCH, *Beta Theta*, Creighton  
 1198 SAMUEL E. CARTWRIGHT, *Beta Nu*, Pennsylvania  
 1199 HENRY H. THOMAS, *Pi*, Georgia-Athens  
 1200 DONALD B. THOMSON, *Beta*, Northwestern-Chicago  
 1201 CORNELL H. ANDERSON, JR., *Delta*, Marquette  
 1202 MARC J. RATTE, *Beta Xi*, Rider  
 1203 DANIEL J. CARNEY, *Gamma*, Boston  
 1204 JAMES HOOPER, *Beta*, Northwestern-Chicago  
 1205 FREDERICK J. WOLZ, *Zeta*, Northwestern-Evanston  
 1206 EDWARD W. WITKOWSKI, *Beta*, Northwestern-Chicago  
 1207 DONALD M. WILDER, *Alpha Upsilon*, Miami  
 1208 EARL E. JOHNSON, *Beta*, Northwestern-Chicago  
 1209 THOMAS R. DIERKER, *Alpha Upsilon*, Miami  
 1210 GEORGE W. KRUEGER, *Zeta*, Northwestern-Evanston  
 1211 RICHARD C. KOCH, *Alpha Epsilon*, Minnesota  
 1212 WILLIAM J. HOLLANDER, *Beta Theta*, Creighton  
 1213 ROBERT J. MAIER, *Beta Omicron*, Rutgers  
 1214 JAMES H. GORSUCH, *Chi*, Johns Hopkins  
 1215 DONALD G. BERG, *Psi*, Wisconsin  
 1216 JOHN J. DOBSON, JR., *Alpha Beta*, Missouri  
 1217 WILLIAM J. RHATICAN, *Alpha*, New York  
 1218 WILLIAM P. HUSBAND, JR., *Gamma*, Boston  
 1219 CARL B. WEED, JR., *Omega*, Temple  
 1220 BOYD W. HARRIS, JR., *Alpha Lambda*, North Carolina  
 1221 LLOYD A. PROCHNOW, *Alpha Epsilon*, Minnesota  
 1222 ROBERT H. JOHNSON, *Zeta*, Northwestern-Evanston  
 1223 WILLIAM E. SCHUPPENHAUER, *Beta*, Northwestern-Chicago  
 1224 ELMER L. SABO, *Beta Tau*, Western Reserve  
 1225 THOMAS B. MATHUS, *Beta Sigma*, St. Louis  
 1226 ROBERT A. MCELROY, *Alpha*, New York  
 1227 ALPHONS A. PITTLERLE, *Delta*, Marquette  
 1228 HAMILTON H. SANGER, *Chi*, Johns Hopkins  
 1229 ELWOOD C. BARBEE, *Mu*, Georgetown  
 1230 RICHARD A. HERRMANN, *Alpha Upsilon*, Miami  
 1231 LEONARD R. WEITZEL, *Alpha Rho*, Colorado  
 1232 PAUL J. BOND, JR., *Beta*, Northwestern-Chicago  
 1233 ROGER A. LAUBACH, *Beta Xi*, Rider  
 1234 CHARLES P. WAGNER, JR., *Beta*, Northwestern-Chicago  
 1235 WAYNE R. MICHELSEN, *Zeta*, Northwestern-Evanston  
 1236 FRANK L. JOHNSON, *Beta Iota*, Baylor  
 1237 ROY W. MOHRMAN, *Alpha Iota*, Drake  
 1238 WILLIAM A. BRUEN, *Beta Sigma*, St. Louis  
 1239 REYNOLD E. CARLSON, *Zeta*, Northwestern-Evanston  
 1240 WILLIAM J. MAGEE, *Gamma*, Boston  
 1241 MALCOLM H. GILCHRIST, *Alpha Rho*, Colorado  
 1242 MICHAEL J. FERRARA, *Alpha*, New York

- 1243 ALFRED T. NARDI, *Chi*, Johns Hopkins  
 1244 W. WATTS MORGAN, JR., *Pi*, Georgia-Athens  
 1245 FRANCIS S. GREGORY, *Kappa*, Georgia-Atlanta  
 1246 EMIL E. KOSTNER, *Delta*, Marquette  
 1247 ALFRED M. REICHAERT, *Alpha*, New York  
 1248 CLARENCE A. MELOHN, *Beta*, Northwestern-Chicago  
 1249 CARL A. JOHNSON, *Alpha Upsilon*, Miami  
 1250 C. HOWARD WILSON, JR., *Beta*, Northwestern-Chicago

## Douglas Timmerman Named Chamber of Commerce Officer

DOUGLAS H. TIMMERMAN, Nebraska, has recently been appointed assistant executive officer of the Minneapolis Chamber of Commerce, by Emmett Salisbury, the president. In addition to his duties as assistant executive officer, Brother Timmerman will continue to serve as director of the civic affairs department. As a member of the Sixteenth Grand Chapter Congress Committee of Delta Sigma Pi, which Grand Chapter Congress was held in Minneapolis in August, 1947, Brother Timmerman assisted in the preparation and distribution of publicity.

Brother Timmerman joined the staff of the Minneapolis Chamber of Commerce in August, 1946, after being associated with the American Automobile Association. Prior to this, he had been the executive vice-president of the United States Junior Chamber of Commerce national headquarters in Chicago, an organization which, at that time, had a membership of over 100,000. Acting in the capacity of executive secretary, he also served with the St. Joseph, Missouri, Chamber of Commerce for a period of time.

## THE CENTRAL OFFICE REGISTER

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

JAMES H. CONNER, JR., *De Paul*; WALLACE B. BINDER, *Northwestern-Beta*, Wheaton, Illinois; CLARENCE P. AUSTIN, *Alabama Poly*, Arlington, Virginia; GEORGE K. NELSON, *Northwestern-Zeta*; RICHARD N. BLOOMQUIST, *Alabama*; MILTON FLECHSIG, *Northwestern-Beta*; NELSON C. BLOCK, *Northwestern-Zeta*; EDWARD C. PETERSON, *Northwestern-Zeta*, Wilmette, Illinois; JOHN M. OLIVER, *Northwestern-Zeta*; ROBERT F. KUGLER, *Marquette*, Milwaukee, Wisconsin; CLARENCE H. BLOEDORN, *Wisconsin*, La Crosse, Wisconsin; WALTON JUENST, *New York*, Brookline, Massachusetts; ALLEN L. FOWLER, *Pennsylvania*, Philadelphia, Pennsylvania; HOWARD B. JOHNSON, *Georgia-Kappa*, Atlanta, Georgia; JAMES B. SHAWHAN, *Drake*, Des Moines, Iowa; JOHN H. MUETTERTIES, *Wisconsin*, Elgin, Illinois; REXFORD W. GREGORY, *De Paul*; PAUL J. BOND, JR., *Northwestern-Beta*; JAMES R. CRODIAN, *Indiana*; JAMES P. GADDIS, *Indiana*, Frankfort, Indiana; HORACE F. BEERHALTER, JR., *Pennsylvania*, Lansdown, Pennsylvania; HOWARD J. KUSTERER, *Northwestern-Beta*; REYNOLD E. CARLSON, *Northwestern-Zeta*, Baltimore, Maryland; MARION W. SPRAGUE, *Texas Tech*, Evanston, Illinois; FRANK PERRY, *Detroit*, Los Angeles, California; PAUL E. REDMOND, *Ohio State*, Columbus, Ohio; and DONALD L. KETCHAM, *Northwestern-Zeta*.

## DENVER

THE DENVER ALUMNI CLUB is organized under the sponsorship of two very active charter members—Harold Hickey and John Nock. Acting president is Kenneth Motz and acting secretary is Glenn R. Davis. Luncheons are held every other Wednesday starting January 14 at the Denver Dry Goods Tea Room, fifth floor at 12:15 P.M. The attendance has been averaging about 25 to 30 members. We expect a future attendance of 50 to 75. A monthly dinner meeting will be held after we are better organized, beginning with a dinner luncheon. The alumni club will work directly with the active chapter in mock and formal initiation and all other functions in the future.

The Women's Auxiliary of Delta Sigma Pi sponsored the Christmas Snow Ball Dance, December 10, 1947. Prizes were given and an enjoyable time was had by all. Delta Sigma Pi has entered a strong basketball team in the intramural league. The standings are two wins and one loss to date.—AL BILLINGER \*

## CHICAGO

THE CHICAGO ALUMNI CLUB was ably represented on the air December 14, when our team of brother Deltasigs, President Edmond Satterwhite, Treasurer Rudy Weber, and Ken Hobbie competed on the "Gordons Dress-Up Quiz" program, over radio station WGN, Chicago. The opponents of our Deltasig team were from the membership of the "Rebekah Lodge," Number 174, and were very worthy ones. When the final score was added, it turned out to be a tie. Our team members felt very good about this, as they would have been slightly embarrassed to have defeated this fine team of ladies. Everyone was happy with the tie, and those Deltasigs who were present at the broadcast, and those who listened by way of the air, were very pleased with the manner in which our representatives performed.

The Chicago Alumni Club's Annual Christmas Stag was held at the Beta Chapter house, 42 East Cedar Street, December 18. A good time was had by all who braved the cold winter breezes to be there. About 60 Deltasigs enjoyed the venison procured by Vic Payton, and the committee in charge, until they were completely filled and said so.

We were back at Brother Toffenetti's Triangle Restaurant, 6 South Clark Street, for our regular January, third Thursday evening dinner, which fell on January 15. This had been designated as Alpha Omega Chapter Night. Brother Floyd A. Poetzinger, Iowa, very ably kept the group present interested with his talk on "Visual Aids in Selling." His relating of facts regarding actual work he has been doing with Ford Motor Company and Servel, as well as several other companies, brought to us some of the latest information concerning work being done in the "Visual Aid" selling field. Incidentally any Deltasigs who missed this meeting missed an opportunity to get Floyd's very special recipe for "Christmas Egg-nogs a la Poetzinger."

The mixed party for Deltasigs, wives and sweethearts, will be held sometime in April. Keep an eye open for announcement of the exact date of this important event. All Deltasig alumni and actives are invited to our regular Thursday, March 18 dinner. This will be at the Triangle Restaurant, 6 South Clark Street. It will be Beta Chapter Night, at which all Beta alumni and actives, will especially look forward to the renewing of old friendships in Delta Sigma Pi.—MERLE LODER





# NEW BUSINESS BOOKS

Compiled by **KENNETH S. TISDEL**, Alpha Chi,

Head, Circulation Dept., University of Missouri Library, Columbia, Mo.

## Accounting

**STANDARD COSTS FOR MANUFACTURING**, by Stanley B. Henrici, published by McGraw-Hill, 298 pp., \$3.50.

A description of the way in which standard cost techniques are used to control manufacturing expense and to simplify cost accounting procedures.

**ANATOMY OF DEPRECIATION**, by Luther R. Nash, published by Public Utilities Reports, Inc., 224 pp., \$5.

A discussion of utility accounting methods in effect or proposed by regulatory bodies or utility representatives, with particular reference to recent controversies.

## Business Letter-Writing

**CORDIALLY YOURS**, by Jack Carr, published by Graphic Books, 247 pp., \$5.

Styles in letter-writing that have helped the author in his career in direct mail. Many sample copies of successful letters are included.

**EFFECTIVE BUSINESS WRITING**, by Cecil B. Williams, published by Ronald Press, 442 pp., \$4.

Techniques of writing appealing, correct, efficient business letters and procedures for handling office mail.

## Economics

**MODERN ECONOMIC THOUGHT**, by Allan G. Gruchy, published by Prentice-Hall, 683 pp., \$4.25.

An analysis of the contributions of six men, including Thorstein Veblen, Richard T. Ely, and Rexford G. Tugwell, to American economic concepts based on the economic revision and reconstruction they advocated.

**KEYNESIAN REVOLUTION**, by Lawrence R. Klein, published by Macmillan, 230 pp., \$3.50.

The effect of the economic theories of Lord Keynes upon world economic problems. The Keynesian point of departure from classical theory, its applicability to other than "depression economics," and implications of social reform are stressed.

**SURVEY OF LABOR ECONOMICS**, by Florence Peterson, published by Harper & Bros., 862 pp., \$4.

A well-organized, comprehensive survey of the economics of labor. Contains basic factual data and major theories on employment and unemployment, wages and hours, unions and labor-management relations, and social security.

**ECONOMICS OF DISTURBANCE**, by David M. Wright, published by Macmillan, 124 pp., \$2.50.

A brief treatment of modern economics, pointing out ways of averting extremes in depression and prosperity. The conclusion is

reached that no mechanism spontaneously develops to adjust savings habits to variations in the amount of current investment which can be absorbed at a given time.

## Foreign Trade

**REBUILDING THE WORLD ECONOMY**, by Norman S. Buchanan & Friedrich A. Lutz, published by the Twentieth Century Fund, 447 pp., \$3.50.

America's role in foreign trade and investment; a survey of past experience, the present situation, the potentialities of international economic agencies, the risks of foreign investments under present world conditions, the need for multi-lateral trade and the obstacles to it.

**FOREIGN CREDITS AND COLLECTIONS**, by J. Rodrigues Sanchez, published by Prentice-Hall, 430 pp., \$5.

The basic principles of international trade and advice on the details of export trade practices.

**EXPORT-IMPORT BANKING**, by William S. Sharterian, published by Ronald Press, 406 pp., \$5.

Subtitled "the instruments and operations utilized by American exporters and importers and their banks in financing foreign trade," this is the first complete book written on the work of the foreign department of a bank, including the documents and data necessary for transactions.

**FREE TRADE—FREE WORLD**, by Oswald G. Villard, published by the Robert Schalkenbach Foundation, 288 pp., \$3.

The arguments against tariffs and for reciprocal trade treaties and free trade, with some of the economic history involved.

## Guaranteed Wages

**GUARANTEE OF ANNUAL WAGES**, by Abraham D. H. Kaplan, published by Brookings Institute, 278 pp., \$3.50.

This study examines the wage stabilization plan from the points of view of both employees and employers and analyzes the possible effects of industry-wide guarantees. Many weaknesses of annual-wage agreements are pointed out.

**GUARANTEE OF WORK AND WAGES**, by Joseph L. Snider, published by Harvard University Press, 202 pp., \$2.75.

A compact and incisive analysis of company plans of guaranteed annual wages, including abandoned plans as well as apparently successful ones. Of timely importance to business executives because it considers every phase of the problem.

## Human Relations in Industry

**HUMAN RELATIONS CASEBOOK FOR EXECUTIVES AND SUPERVISORS**, by Frances S. Drake & Charles A. Drake, published by McGraw-Hill, 201 pp., \$2.50.

Case histories of mismanagement on the part of executives and supervisors in industry offered in contrast to intelligence and foresight in human relations.

**HANDBOOK OF PERSONNEL MANAGEMENT**, by George D. Halsey, published by Harper & Bros., 411 pp., \$6.

Presents some of the methods tested and found successful in organizations of less than 3,000 employees with examples from a variety of work situations. Covers all aspects of personnel relations including day-to-day operation on section and department levels.

**PERSONNEL ADMINISTRATION**, by Paul J. W. Pigors & Charles A. Myers, published by McGraw-Hill, 562 pp., \$4.50.

This book stresses the psychological approach to the underlying principles and problems of personnel administration emphasizing the philosophy instead of giving a detailed analysis of systems and procedures.

**WORK AND EFFORT; THE PSYCHOLOGY OF PRODUCTION**, by Thomas A. Ryan, published by Ronald Press, 323 pp., \$4.50.

The application of psychology to the problems relating to productivity of men and women at work. Discusses conditions which result in better work without excessive effort, importance of light, fatigue control, accident prevention, and work simplification.

## Industrial Management and Control

**ORGANIZATION OF INDUSTRY**, by Alvin Brown, published by Prentice-Hall, 383 pp., \$5.35.

Principles of organization and reasons for the efficient operation of business enterprises. One chapter concerns the multiple organization.

**BOARD OF DIRECTORS AND BUSINESS MANAGEMENT**, by Melvin T. Copeland & Andrew R. Towl, published by the Harvard University Graduate School of Business, 214 pp., \$3.25.

A study of the individual and collective responsibilities of directors in the administration of American business corporations. Includes specific problems of administering companies in various stages of development and the way directors perform their duties.

**FILMS IN BUSINESS AND INDUSTRY**, by Henry C. Gipson, published by McGraw-Hill, 300 pp., \$4.

An outline of the essentials of film production and the best uses of films in business and industry. Valuable for prospective purchasers and users of non-theatrical films.

**BUSINESS PLANNING AND CONTROL**, by Floyd H. Rowland, published by Harper & Bros., 351 pp., \$4.

An executive's guide to sound management for the planning of efficient, profitable business organization. Part I is business planning and Part II is devoted to business control techniques.

**CONTROL CHARTS**, by Edward S. Smith, published by McGraw-Hill, 141 pp., \$2.50.

The purpose, construction and interpretation of charts of statistical quality control for executives concerned with manufacturing production. Stresses the practical applications rather than the mathematical formulas.

## Job Opportunities

**AIRLINE TRAFFIC AND OPERATIONS**, by Morris B. Baker, published by McGraw-Hill, 442 pp., \$4.50.

A manual of practical details for workers and prospective workers in airline traffic management. Describes many jobs and presents interline ticketing, air freight rates and types of cargo planes in use by the domestic air transport industry.

**YOUR CAREER IN BANKING**, by Dorcas E. Campbell, published by Dutton, 217 pp., \$3.

Facts about job opportunities in banking and ways of deciding whether or not you are fitted for bank work. Short biographies of leading bankers are given as an aid for those considering banking as a career.

**MAKE SELLING YOUR CAREER**, by Percy W. Ward, published by Longmans, Green, 351 pp., \$3.50.

Describes and demonstrates the how and why of success in selling, with every step in the selling process explained.

### Marketing and Market Analysis

**MARKET AND MARKETING ANALYSIS**, by Myron S. Heidingsfield & Albert B. Blankenship, published by Holt, 345 pp., \$3.

A description of methods for solving marketing problems with some discussion of statistical techniques.

**NEWSPAPER ADVERTISING**, by John V. Lund, published by Prentice-Hall, 472 pp., \$5.65.

Discusses the indispensability of complete and realistic analyses of a newspaper's market by explaining why such analysis is the practical way to sell space, and by showing how newspapers go about getting such information and interpreting it.

### Office Management

**OFFICE MANAGEMENT**, edited by Coleman L. Maze, published by Ronald Press, 387 pp., \$6.

Accurate and inclusive information on the best current practice in office management, organization and techniques of operation. An important handbook written under the auspices of the National Office Management Association and the work of over 100 contributing specialists in office administration.

**MANUAL OF PRACTICAL OFFICE SHORT CUTS**, compiled by the National Office Management Association, published by McGraw-Hill Book Co., 283 pp., \$3.50.

Six hundred and twenty-five practical work simplifications and ideas for use in offices, with suggested gadgets for office work.

**RECORDS MANAGEMENT AND FILING OPERATIONS**, by Margaret K. Odell & Earl P. Strong, published by McGraw-Hill Book Co., 351 pp., \$4.

A guide to management in setting up a separate records department and to the employees who work with the files, it shows the advantages and disadvantages of both decentralized and centralized files. It includes economical methods of records retention and disposal and the need for departmental policies.

### Pensions

**MODERN PENSION PLANS**, by Hugh O'Neill, published by Prentice-Hall, 391 pp., \$5.

Presents non-technical descriptions of the various types of pension plans, suggests criteria to be used in selecting a plan, and surveys 612 pension plans established since 1932. The most

complete and up-to-date publication on the subject.

### Purchasing

**PURCHASING**, by Stuart F. Heinritz, published by Prentice-Hall, 685 pp., \$5.35.

Principles and techniques of sound purchasing drawn from current studies in purchasing and reports of purchasing men of practices tested by the critical conditions of World War II.

### Retailing

**MARKETING DRUGS AND COSMETICS**, by Louis Bader & Sidney Picker, published by Van Nostrand, 349 pp., \$5.

A complete handbook covering adequately all problems of merchandising practice in these allied industries. It gives modern ideas on packaging, displaying, and advertising articles, regulations regarding labeling and pricing, and much statistical data.

**SUCCESSFUL LIQUOR RETAILING**, by Jack H. Hornsby & Thomas S. Harrington, published by Greenberg, 156 pp., \$3.

Money-making policies for the proprietor of a package liquor store or tavern.

**HOW TO OPERATE A REAL ESTATE BUSINESS**, by Stanley L. McMichael, published by Prentice-Hall, 465 pp., \$5.

Business methods, principles and practices in the field of real estate by a well-known authority. Selling, rentals, appraisals, compensation, and publicity are part of the coverage.

**CREDIT AND COLLECTION MANAGEMENT**, by William J. Shultz, published by Prentice-Hall, 840 pp., \$4.75.

The operation of mercantile credit, management of credit offices, methods of investigating credit rating, and handling retail transactions on credit are treated.

### Salesmen and Salesmanship

**MAN ALIVE**, by Robert E. Moore, published by Harper & Bros., 223 pp., \$3.

Enthusiastic book on selling as a profession and its importance in American business based upon the personal experiences of many leading sales executives.

**REBUILDING THE SALES STAFF**, by Saul Poliak, published by McGraw-Hill, 512 pp., \$4.

Practical techniques for the selection and training of salesmen together with a selected list of visual education films.

**HANDBOOK OF SELLING**, by Charles B. Roth, published by Prentice-Hall, 369 pp., \$5.

Advice to aid the salesman in making the proper psychological approach to different types of buyers.

**FIVE GREAT RULES OF SELLING**, by Percy H. Whiting, published by McGraw-Hill, 271 pp., \$3.50.

Presents five basic practical pointers on effective salesmanship which apply to retail selling, jobber, specialty, and door-to-door selling. How to get the prospect interested, how to present facts, how to make people want to buy, how to answer objections, and how to close a sale.

### Transportation

**STRUCTURE OF TRANSCONTINENTAL RAILROAD RATES**, by Stuart Daggett & John P. Carter, published by University of California Press, 173 pp., \$4.

The pattern of freight rates for the exchange of goods between California and the East. Physical characteristics of the western territory and principal routes are described, as well as the mechanism of transcontinental rate-making, terminal rates, rate groups, profiles, and comparative levels of class and commodity rates.

**TRANSPORT FACILITIES, SERVICES AND POLICIES**, by Emory R. Johnson, published by Appleton-Century Co., 418 pp., \$3.50.

Five modes of transportation are treated—railroads, pipe lines, highways, inland waterways and ocean transportation, and air transportation. Each is described simply—the facilities used and the services rendered, the peculiar problems, rate structures, and character of government regulation are set forth in parallel for each form of carriage.

**INTERSTATE COMMERCE AND TRAFFIC LAW**, by George L. Wilson, published by Prentice-Hall, 700 pp., \$7.35.

A statement of provisions of the Interstate Commerce Act pertaining to each phase of traffic management, with a selection of significant court decisions and opinions affecting the rights and duties of shippers and carriers.

## Appointed Manager Office Machine Branch

**BROTHER LODGE D. STAUBACH**, Michigan, has recently been appointed assistant branch manager of the Boston office of the Burroughs Adding Machine Company. Brother Staubach was graduated from the University of Michigan in 1924, and started his career with Burroughs immediately after graduation as office manager in the Newark, New Jersey branch. In 1930, he was transferred to the sales department in Newark and remained there as a senior field representative and later as supervisor of selected accounts until 1941, when he was promoted to branch manager of the Flint, Michigan branch.

He remained there until 1943, and was appointed in that year as manager of the Rochester, New York Branch transferring later in the same year to Bridgeport, Connecticut as manager. He remained there until May 1, 1947 when he assumed his new duties in the Boston branch.

## YOUR NEW ADDRESS

must be reported promptly to

The Central Office of

Delta Sigma Pi

222 West Adams Street

Chicago 6, Illinois

Your future contact with your fraternity and the receipt of The DELTASIG and other publications depends entirely upon you.



# CHAPTERS

## Eastern Regional Meeting Scheduled for April

THE SECOND POSTWAR Regional Conference of Delta Sigma Pi will be held in Philadelphia on the weekend of April 9, 10, and 11. This meeting is being sponsored jointly by Omega Chapter at Temple University and Beta Nu Chapter at the University of Pennsylvania. It was prompted by the colored movies that were shown at the Grand Chapter Congress, of the Regional Conference that was held in the Deltasig Lodge at Atlanta in April of 1947. After seeing these movies the various delegates from our eastern chapters decided to hold a similar meeting during this college year. Plans are well along and at least eight chapters will be represented at this meeting. Delegations are expected from Alpha Chapter, New York University; Mu Chapter, Georgetown University; Chi Chapter, Johns Hopkins University; Omega Chapter, Temple University; Beta Nu Chapter, University of Pennsylvania; Beta Xi Chapter, Rider College; Beta Omicron, Rutgers University; and Beta Rho Chapter, also from Rutgers University.

Arrangements have been made at the Hotel Penn-Sheraton to accommodate all of the out-of-town guests. This hotel is within two blocks of the Beta Nu Chapter house where one-half of the two day conference will take place. Omega Chapter house will be the scene of the final days' meetings. Naturally all members of Delta Sigma Pi are welcome whether they are members of the eight neighboring chapters or not. Possibly a lull in campus activities in other universities will permit many more delegates to attend than are presently anticipated. The following program will give you some idea of the weekend that is planned and should encourage you to make every effort to attend.

### Friday, April 9, 1948

- 6:00 P.M. Registration and Open House  
*Beta Nu Chapter House*
- 11:00 P.M. Yellow Dog Initiation

### Saturday, April 10, 1948

- 10:00 A.M. Opening Business Session  
*Beta Nu Chapter House*
- 1:00 P.M. Luncheon  
*Houston Hall, University of Pennsylvania*
- 2:30 P.M. Second Business Session  
*Houston Hall, University of Pennsylvania*
- Movies of Delta Sigma Pi
- 9:00 P.M. Informal Dance  
*Hotel Penn-Sheraton*

### Sunday, April 11, 1948

- 10:00 A.M. Final Business Session  
*Mitten Hall, Temple University*
- 1:30 P.M. Luncheon  
*Omega Chapter House*

Registration Fee of \$10.00 includes registration, luncheons, open house, and informal dance.

## Hotel Penn-Sheraton

### Rates

Single .....	\$3.50 per day
Double .....	\$5.00 and \$6.00 per day
Twin Beds .....	\$6.50 and \$7.50 per day
Three or more to a room....	\$2.50 per day

All reservations must be made before FRIDAY, MARCH 26, 1948, with the Chairman:

Robert O. Hughes  
Beta Nu Chapter of Delta Sigma Pi  
3902 Spruce Street  
Philadelphia 4, Pa.

Send \$1.00 advance registration fee with your request. If you plan to arrive later than 8:00 P.M. enclose one night's deposit for your room as the hotel will not hold rooms after this hour without a deposit.

## Rose of Deltasig Contest

DURING THE SIXTEENTH GRAND CHAPTER CONGRESS in Minneapolis, the official delegates from the many chapters in attendance unanimously voted to establish an annual contest to select an "International Rose of Delta Sigma Pi." Each chapter will have the privilege of submitting an entry, who would be their own "Rose of Delta Sigma Pi," to The Central Office. The Central Office will in turn submit these entries to a competent Judging Committee, who will select a final winner. At the Sixteenth Grand Chapter Congress a special committee was appointed to formulate a set of rules for this contest, with Howard Patterson of Beta Xi Chapter as its chairman. This committee recently sent a draft of the proposed rules of the contest to the chapters and asked for their suggestions in this connection. These rules, with several minor revisions, have now been approved by the Executive Committee of Delta Sigma Pi, and the first annual contest will be held this year.

Some chapters have already selected their "Rose of Delta Sigma Pi" with appropriate ceremony, and have submitted her photograph to The Central Office. All chapters are urged to submit their entries to The Central Office before the established deadline date of March 15, 1948. The announcement of the winner of the "International Rose of Delta Sigma Pi" for 1948 will appear in the May issue of The DELTASIG.

### RULES OF THE "ROSE OF DELTASIG" CONTEST

#### PURPOSE

1. To stimulate interest among the many chapters of Delta Sigma Pi and to create friendly competition among these chapters.
2. To bring the name of the fraternity before the public.
3. To establish a traditional annual event, highlighting one of the activities of Delta Sigma Pi.

#### PROCEDURE

1. Each chapter desiring to compete in the contest will elect a girl to represent that chapter as their "Rose."
2. The chapter must submit a photograph of their candidate, approximately 8" x 10" in size, to the Central Office, on or before March 15, of each year.
3. The Central Office will submit these photographs to a competent Judging Committee, who will select the final winner whose photograph will be published in the May issue of The DELTASIG.

#### RULES

1. The picture submitted to the Central Office must be approximately 8" x 10" and a bust photograph.
2. The girl chosen as the chapter "Rose" must be enrolled in the university or college in which the chapter is established.
3. The chapter may select their candidate from the School of Commerce and Business Administration girl students, or from

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the entire student body of the university or college, as they desire.

4. Should the registration of girls be so small as to seriously handicap the chapter in this contest, they can petition the Central Office for permission to expand their source of candidates and an alternative plan will be authorized.

#### LOCAL OPERATION

1. The individual chapter "Rose" shall be chosen by popular vote of the undergraduate members of the chapter.
2. It is suggested that each chapter present their "Rose" with some token of remembrance, such as a bouquet of red roses, the official flower of Delta Sigma Pi, or a crown of red roses.
3. It is suggested that these local ceremonies be held in connection with appropriate major chapter social activities, in order that as large an audience as possible can be in attendance.
4. The local publicity committee should be aggressive in having this event adequately covered by the press and so that suitable publicity of a dignified manner may be distributed, not only on the campus, but also in local and state newspapers, or other publications.

## IOWA

**EPSILON CHAPTER** at the State University of Iowa opened the year with two big assets. A strong desire to rise to the 100,000 point level in the Chapter Efficiency Contest. Secondly a hat full of plans and activities coupled with a determination to put as many of these plans into effect as is feasible.

Pledging was the first step taken in the direction of a stronger and more active chapter. Under the guidance of Head Master Paulson a meeting of prospective candidates was arranged. The functions, ideals, and aims of Delta Sigma Pi were explained by Professor Wendell R. Smith and Brother Brown. The meeting then adjourned to a smoker. In charge of arrangements and refreshments were Brothers Barrett, Ames, Kern, and Foster.

Brother Brown, delegate to the Grand Chapter Congress, is in charge of a committee to activate the Alumni Placing Service in this chapter. The plan to be used is now having the finishing touches put on it by Brother Brown and Professor Walter Daykin. Full details of this unique plan will be forwarded by this correspondent as soon as the plan has been completed and is in effect.

The newest activity at Epsilon Chapter is the series of bi-monthly luncheons. Each luncheon features a speaker from the world of business. Following the talk is a question and answer period. Thus members are kept up to date with the current problems and trends in the business world. In addition to members, pledges and faculty, several alumni living in this area have attended regularly. A revolving toastmaster plan is in effect for these luncheons. Each toastmaster has the privilege of designating one of the brothers as the succeeding toastmaster. The new toastmaster chooses the speaker for the next meeting while the retiring toastmaster is in charge of other arrangements for the next luncheon. Since this chapter has no chapter house at the present time these luncheons have been very successful in enabling the brothers to gather informally.

Feature event of the social calendar for Epsilon Chapter was the annual Christmas Formal Dance. The highlight of the evening was the crowning of the "Rose of Delta Sigma Pi." From thirty lovely candidates the members of the chapter finally voted Miss Marian Carstens as the winner. Head Master Paulson

was in charge of the ceremony. Two attendants were also honored. Pictures of the candidates had been exhibited in the window of a local department store. Voting was close and required several eliminating ballots in order to narrow the field and arrive at the selection of a winner.

Culminating the semester was the initiation of pledges, when 31 candidates were initiated. The consistent high quality of the pledges, now active brothers, insures a great future for Epsilon Chapter of Delta Sigma Pi.—ROBERT W. THACKER

## PENNSYLVANIA

**BETA NU CHAPTER** held a dual celebration on Friday, November 7, 1947. It was the 40th anniversary of Delta Sigma Pi and a testimonial to Brother Allen L. Fowler, newly elected Grand President. Dinner was served at the M.L.A. Club at 15th and Walnut Streets. Brother Thomas Mullaney acted as toastmaster. Brother Fred Floyd was the principal speaker for the evening, and he told of the growth of our fraternity during its 40 years of existence. He also stressed the advantages of belonging to Delta Sigma Pi. Brother Floyd then introduced our Grand President who, after a few modest remarks, told about future plans of Delta Sigma Pi. He then led the group in renewing our oath of allegiance. Brother Howard Wright, Beta Nu Chapter, and John McKewen, past Grand President of Delta Sigma Pi from Chi Chapter, also addressed the group. The last event of the evening was the launching of a campaign to raise \$15,000 by Brother Bill Rohrer. The money will be used to liquidate the mortgage and erect recreation rooms as an addition to the rear of our chapter house. This event was certainly a most memorable one because it was the largest gathering of Deltasigs from Beta Nu Chapter since way back when.

Friday night, December 12, was hell night. The following day a formal ritual, catered dinner, and house party in the evening were given for our new brothers. The following men were initiated: Robert E. Gladden, Frank L. Strong, Bert C. Daikeler, Earl T. Culp, Robert A. Evans, and Raymond Dion.

Tuesday night, January 13, 1948, our third successful professional meeting was held. Guest speaker was Dr. J. Russell Doubman, faculty member of our chapter, who spoke on the topic "Opportunities Existing in the Field of Advertising." Following the introductory speech of Brother Doubman, the meeting was thrown into an open discussion. A large percentage of actives as well as a number of alumni and guests were present.

On Saturday night, January 24, 1948, our chapter celebrated its 16th birthday. A party was held at the chapter house. Music for dancing was supplied by Fred Terry and his Dance Timers. At midnight a large birthday cake was presented. It was decided that the girl whose birthday was closest to that of our chapter birthday would cut the cake. The honor was shared by two of our brothers' sweethearts, as they both were born on the same day. The cake was delicious. It was an excellent party and a good time was had by all who attended. Unfortunately we had a blizzard that day and it kept many of our brothers away. However, 20 couples weathered the storm and were sure glad they did.

Beta Nu and Omega Chapters will be hosts at the Eastern Regional Conference to be held the weekend of April 9, 10, 11, 1948. We extend a hearty invitation to any Deltasig who would care to attend. Extensive plans are being formulated to insure a good time for all. For details see special article elsewhere in this issue.—CHARLES M. WATTERS

## NEBRASKA

**ALPHA DELTA CHAPTER'S** fall initiation on November 16 welcomed 15 new brothers into Delta Sigma Pi. The ritual was held at the Hotel Cornhusker, followed by the traditional Sunday morning breakfast in the Lancaster Room. New faculty members are Dr. C. J. Kennedy and Laurie Robertson; undergraduate members are: Wendall Busboom, Don Cary, Bob Franke, Bill Fuhr, Warren Hinrichs, Eldon Huff, Gordon Humbert, Roger Larson, George Polski, John Schaller, Bill Spikes, Bob Stillinger, and Dick Windrum.

Our professional program has provided an interesting variety of thoughtful subjects. Harold Storm, publicity director of radio station WOW, presented a sound-color film entitled, "Regimented Raindrops," dealing with government and individual efforts to harness the water and anchor the soil of the great Missouri Basin. Beginning with scenes of the Rocky Mountains in the west, the saga of the fight against soil erosion through the various climate belts eastward to Iowa was graphically depicted. Another dinner meeting brought James B. Dalton, FBI agent-in-charge of the Iowa-Nebraska district, to tell us of the varied activities of the FBI during war and peace. So interestingly did Mr. Dalton speak of the procedures of investigation and apprehension of saboteurs and "crackpots" that the question period after his talk was of an hour and a half's duration. Other phases of the important professional meetings include a plan for a tour of the First Trust Company here in Lincoln. The growing number of industrial firms in this area is furnishing us with a fertile field in which to carry on our industrial tours program, and greater activity along that line is planned.

A number of good prospects for membership have been introduced at our bi-monthly dinner meetings. Since we are losing a number of our brothers through mid-year graduation, acquiring new members to replace our losses and keep the chapter strong is the activity which will receive top priority in the coming months.

While concerned chiefly with the growth and professional activities of the chapter, we have had a little time for social affairs. Highlighting the winter season's social events was the Christmas Party of December 6, combining a dinner at the Continental Restaurant and a dance at Brother Dinsdale's ever-popular Turnpike Ballroom into a happy evening. The occasion was all the more enjoyable because of the presence of our good brothers and their ladies from Beta Theta Chapter at Creighton University in Omaha. Earlier in the year, we were their guests at the Ralston Country Club in Omaha, and we are looking forward to similar pleasant occasions in the future.

The second semester's events lead off with a congratulatory dinner for January graduates on February 2, a joint active-alumni dinner. Following this will be the annual Scholarship Recognition Banquet of the College of Business Administration, to be held on February 12. The banquet is sponsored by Alpha Delta Chapter and the local chapters of Phi Chi Theta and Alpha Kappa Psi. Considerable publicity is being given the affair through posters placed in campus buildings and through articles in the *Daily Nebraskan*, campus newspaper. All students are invited to attend, although space limits attendance to 500.

Our best wishes to all chapters for continued growth in '48. We'll be seeing you at the top of the Efficiency Contest standings.—ELDON HUFF.

## RUTGERS—School of Business Administration

THE NEW LOOK at Beta Omicron Chapter refers not only to those new outfits we've been seeing lately on the brothers' wives and dates, but also to the presence of 25 new members in our midst. This is our way of saying that Beta Omicron Chapter is keeping up with the times. At the beginning of the fall term in 1947, the Rutgers University School of Business Administration was separated from the Rutgers Newark Colleges of Arts and Sciences and became a two year undergraduate school requiring for admission the completion of two years of liberal arts courses. To Beta Omicron Chapter, this meant that pledging had to be restricted to students whose remaining stay in college was limited to two years. The effect was to cut approximately in half, the time that each brother had to spend as an active undergraduate member of Delta Sigma Pi. The obvious answer was a redoubled pledging effort. We are happy to report that Beta Omicron Chapter has been able to both maintain and strengthen its position, and that quality has not been sacrificed to quantity in this effort.

Our winter initiation, held on January 17 at the Newark Athletic Club, was tangible evidence of our expanded pledging policy. In addition to the induction of the 25 undergraduate members, one honorary member—Gustave E. Wiedenmayer, vice-president, cashier, and director of the National Newark and Essex Banking Company—and one faculty member—Edward B. McConnell of the law department of the School of Business Administration, Rutgers University—were initiated into Delta Sigma Pi. Brother George R. Esterly, dean of the Rutgers University School of Business Administration, was toastmaster at a banquet following the initiation. The evening's guest speaker, Brother Wiedenmayer, gave the 72 active, alumni, and faculty members present some interesting insights into the position of the banker in an inflated economy.

Members of Beta Omicron Chapter continue this year, as in the past, to be the most active group in school affairs. In a recent election of the Student Council, the student governing body at the Rutgers University School of Business Administration, seven of the nine council positions went to Deltasigs. The brothers elected and their positions are as follows: president, Ed Smykay; treasurer, Walter Cogan; secretary, Bob Topping; second year representatives, Russel Baker and Bob Brown; and first year representatives, Bob Brunner and George Stryker. In addition to this representation on the Student Council, a majority of the officerships in the various professional clubs of the school are held by members of Delta Sigma Pi.

In November, we were treated to a professional program that was quite unique and enjoyable. Colonel Hugh A. Kelly, chairman of the board of the Hudson and Manhattan Railroad, spoke to the chapter on international affairs. Colonel Kelly, who was wartime aide and security officer to former Secretary of State James Byrnes, told of a formal state dinner in St. James Palace in London in which he was requested to sing for the assembled representatives of the Big Five powers. The Colonel not only sang, but united the entire gathering in one of the few instances of complete international harmony. Following the worthy example of the Big Five diplomats, Beta Omicron Chapter too requested a song from Colonel Kelly. We trust that those present at the London Conference had as enjoyable an evening as ours turned out to be.

Social activities got off to a grand start with

the Founders' Day formal dance on November 15. One of the most gratifying features of the affair was the presence of so many of our alumni and faculty brothers. Topping an evening of fun for all was the selection of Miss Lillian Moore, Brother Moore's sister, as Rose of Deltasig. The festive spirit of the Founders' Day dance was carried over into our two big holiday celebrations, the Christmas and New Year house parties. Both of these events threatened, through sheer force of numbers, to burst the sturdy timbers of our chapter house. Our landlord, Brother Hank Morgan, assures us, however, that the old place withstood the onslaught and that he is still on speaking terms with the neighbors. This we can say, though, that a good time was had by all; and we hope that you Deltasigs from our other chapters have as happy a New Year as ours has proven to be.—ROBERT BROWN

## GEORGETOWN

TEN NEW BROTHERS, the choice of five Deltasigs during class elections, and the bringing of outstanding speakers to the campus, placed Mu Chapter among the leading organizations at Georgetown University this winter. Welcomed into Delta Sigma Pi on December 6, were: John T. Doran, Newark, N.J.; Guy Ferri, Hamburg, Pa.; Paul E. Nelson, Ardley, N.Y.; Robert W. Grove, Arlington, Va.; Vaughan G. MacDonald, Chevy Chase, Md.; Alexander J. Nader, Altoona, Pa.; David G. Poe, Cynwyd, Pa.; Timothy F. Preece, Waterloo, Iowa; James M. Thompson, Minneapolis, Minn.; and Louis J. Zickar of Farrell, Pa. Representative Henry O. Talle (R. Iowa), member of the Joint House-Senate Committee on Economics, was the guest speaker at this initiation banquet, and there were timely remarks by Rev. Thomas J. Murray, S.J., vice-regent of the School of Foreign Service, and Dr. Jose deS. Coutinho, faculty advisor and Mu Chapter charter member. To the two unassuming fellows behind this initiation, goes the "red rose of Deltasig" for this issue: Senior Warden M. McNamara and Junior Warden Henry W. Eiring. Also, when we went to press in January, these brothers were already preparing a pledge program for the spring.

It was in November that Mu Chapter brought Willis C. Armstrong, State Department advisor for economic affairs, and Mr. Earl Bunting, then president of the National Association of Manufacturers, to the campus. In separate speeches, well attended by brothers, alumni, students, faculty members, and guests, Mr. Armstrong discussed the "Marshall Plan," and Mr. Bunting, now chairman of the board, NAM, presented his organization's views on "National Housing and Future Prospects for College Men." Mu Chapter arranged a press conference for Mr. Bunting at Washington's famous Hotel Mayflower, and following the speech, he and Mrs. Bunting were honor guests at a reception held in the chapter house.

At a December 14 professional meeting, Mervyn Pritchard, was the guest. Educational attache at the British Embassy, Mr. Pritchard spoke on "University Education in Great Britain" before an informal chapter house gathering of Brothers, students, and guests. A month later, UNRRA official, Dr. Carl Wetzel, recently returned after two and one-half years in China, discussed the military forces and current problems of that nation. He supplemented his talk with colored slides of China.

Meanwhile, the December class elections brought the following Deltasigs to office: James Micheaux, vice-president of junior (day) class; Harry C. Sisenbeiss, sergeant-at-arms of junior (day); Robert Davis, sergeant-at-arms, junior (evening); Timothy F. Preece,

secretary, freshman (day), and your correspondent, historian, junior (evening). Also, the Georgetown Chapter of the Society for the Advancement of Management elected Brother Charles Quill as its president.

Grand Secretary-Treasurer H. G. Wright of Chicago, honored Mu Chapter with a visit on January 16. He expressed his enthusiasm for the progress and expansion of Delta Sigma Pi at an afternoon luncheon, and was guest of honor in the evening at a reception held at the chapter house. The Brothers certainly enjoyed meeting him, and we feel sure that "Gig" had a good time also.

Writing of good times reminds us: Mu Chapter has a lot of them. Out-of-town brothers would do well to visit us on Saturday night for informal dancing. In addition to these weekly affairs, there were three outstanding socials during the early winter: December 19 at the annual Christmas Party girl friends and wives enjoyed Brother Dick Haven's famous hot spiced cider in addition to the dancing, and the pre-war custom of inviting the "next-door neighbors" was revived. On November 22 the brothers attended the annual Georgetown-George Washington 'grudge game' with their dates and then a buffet supper, dancing followed at the chapter house. Repetitious of these was the New Year's Eve party!

And now, Bon Voyage to John D. Fountain! Graduated in February from Georgetown's Foreign Service School, he sails March 16 for Europe, where he will carry on his studies at Zurich, Switzerland. Elected to succeed him as Mu Chapter's scribe, was Jim Micheaux, who, as chairman of the professional committee, has made arrangements for William H. Green, President of the American Federation of Labor to speak before Mu Chapter this spring.—ROBERT T. JORDAN

## SOUTH DAKOTA

ON JANUARY 22, 1948, the Alpha Eta Chapter had its last get together of the first school semester. It was a banquet held in honor of the five brothers who are leaving the chapter at the end of this semester. After the dinner, which consisted of ham with all the "trimmings," a talk was given by R. F. Patterson, dean of the School of Business Administration.

Many years ago this chapter was fortunate enough to have a house. That house was destroyed by fire in the late twenties, and since that time the chapter has been without. Recently we have held our meetings in the Coyote Cove of the Union Building, but since our chapter has grown in numbers, and since there is a great possibility of pledging many more in the years to come, our sights are now set on obtaining a house for the Alpha Eta Chapter here at the University. Head Master Nygaard has appointed a committee to look into the possibilities of obtaining a house.

Two years ago, when the veterans returned to school once more, our chapter was reactivated by four brothers who returned to this campus. Since then we have been growing steadily from these four to our present number, 32. Because of the lack of numbers we have been unable to enter into as many activities as we would like to. One of these is the chapter news letter called the *Alpha Eta News Letter*. This letter will have its first post war publication next semester. Much effort is being put forth to obtain the present addresses of the alumni of this chapter so that the news letter may be sent to them.

Head Master Nygaard has appointed committees to take care of our social and professional functions for the coming semester. Like the other chapters, we obtain speakers from the business world to speak to our members.—RICHARD W. NORD



ALPHA SIGMA CHAPTER, ALABAMA, BANQUET which was held on December 4.

## KANSAS

SINCE REACTIVATION of Iota Chapter took place less than two months ago, all the energy and attention of the chapter members has been devoted to reorganization. By-laws were drawn, photos were taken, tentative schedules were proposed, and numerous other details have occupied our time. But now, we feel that we are ready to really start rolling and make a creditable showing in the 1948 Chapter Efficiency Contest. Head Master James, along with his committees, has worked out a very interesting program for the present spring semester. We hope to bring the pledging of new members, professional meetings and informal get-togethers to the forefront of our activities.

A splendid start in the right direction will be the industrial tour of the plant of The Good-Year Tire and Rubber Company of Topeka, Kansas. The itinerary will include the accounting departments, laboratories, warehouses, and actual manufacturing departments.

Pledging is to get underway with an invitational smoker on February 19 for the actives, faculty members and prospective pledges. The important aims of the fraternity will be set forth for the benefit of our guests. Our professional committee, under the leadership of Stuart Lambers, has made arrangements for entertainment and plenty of refreshments. Smokers have been planned by the committee for later dates for the purpose of acquainting the actives with the future members of Iota Chapter.

We look upon the professional activities to be the highlight of our planning. Professional Committee Chairman, Richard Wahl has arranged a very fine program to engage the attention of our members, pledges, alumni and student body. We feel that we have secured a very worthy prize for our Business School Meeting in Mr. Kenneth V. James, business specialist of The United States Department of Commerce in Kansas City. Mr. James' record indicates that much should be gained by his contacts with the commercial world. Several men have been contacted for our Founders' Day celebration on March 16, and we know we will have a constructive program. Invitations will be extended to the alumni of the surrounding area and hopes are high that they will be here in full force to learn more of our activities, renew acquaintances, and have the opportunity to meet with our new members. Our professional program has much to offer as we believe it is to our advantage to keep abreast of the

latest developments and trends in business and industry, and learn first-hand from the man in the field. We are planning to publicize many of our professional meetings to the benefit of the entire student body.

Plans are developing for the active participation of Iota Chapter in the intramural program on the "Hill." Although we reactivated too late to enter in the basketball tourney we will be well represented in such spring events as track and field, and softball which should be an excellent way to gain further recognition and publicity for the fraternity on the campus.—  
BILL D. JOHNSON

## ALABAMA

COMMERCE DAY at the University of Alabama has become a reality once more with the reactivation of the Student Commerce Association. The plans were conceived in the Fall Quarter of 1947 when our Head Master appointed a committee to contact the class officers of the School of Commerce and Business Administration, the dean and faculty, and representatives of Alpha Kappa Psi and Phi Chi Theta, to work out a program on behalf of the entire school.

The Student Commerce Association was reactivated under the able leadership of Delta-sig Fred B. First, and with the full backing of Dean Lee Bidgood, the faculty members, and the student body, the date of January 20 was designated Commerce Day to commemorate the date on which, 28 years ago, our School of Commerce and Business Administration first opened its doors.

The day's program began with a general assembly at 11 A.M. in Foster Auditorium. The main address was entitled, "What Alabama Has to Offer Its Educated Youth" and was delivered by Hugh Comer, President of Avondale Mills, Inc., one of the most prominent textile industries in the South. Mr. Comer is also president of the University of Alabama Alumni Association. He was introduced by Thomas W. Martin, who is president of the Alabama Power Company, and who was recently voted one of the fifty outstanding business men in the country.

Following a luncheon given for all the visiting business-men of Alabama, and others participating in the day's program, a tour of the university campus was conducted by commerce seniors, ending in an inspection of facilities of the School of Commerce and Business Administration. Discussions were then held in the Commerce Building with an exchange of prob-

lems facing students and proposed solutions and suggestions being offered by key businessmen especially invited for this part of the day's program. With individual faculty members acting as moderators, separate panels were conducted in the fields of Accounting, Finance and Transportation, Management, and Marketing. The moderators were, respectively, Dr. S. Paul Garner, Dr. Marcus Whitman, Dr. Langston T. Hawley, and Professor Leroy J. Nations.

Concluding the Student Commerce Association's program for January 20 was the Commerce Day Ball, music for which was furnished by the nationally-known orchestra of Charlie Spivak in cooperation with the University of Alabama Cotillion Club. Alpha Sigma Chapter is proud to have taken the initiative on this occasion to help promote closer affiliation between the commercial world and students of commerce, one of the primary purposes for which Delta Sigma Pi was organized. We sincerely hope that the annual observance of Commerce Day will gain in scope and emphasis during the years to come.

We are happy and proud to welcome the following members whom the actives honored at a banquet on December 4: James B. Baber, Rex W. Black, Edward Z. Carrell, Walker R. Greaves, Harold H. Hays, Laurens W. Jones, John H. Lee, James S. McGinty, Eugene P. McKibbin, Theo K. Mitchelson, Richard W. Stockard, William W. Tubbs, and John D. Wise, Jr. The banquet was a success in every way and was thoroughly enjoyed by the 100 actives, charter members, other alumni, distinguished guests, their wives and dates. We again want to express our sincere thanks to Brother Fred T. Johnston, who officiated so commendably as Master of Ceremonies, and Faculty Member W. Paul Thomas, who brought us the principal address.

We began the new year with the following officers: Head Master, Gayle Haughton; Senior Warden, William S. Boyd, Jr.; Junior Warden, Earl Furlong; Chancellor, Warren A. Sedberry; Treasurer, Frank T. Duval; Scribe, James M. Clark; Historian, John E. Taylor; Senior Guide, T. Maury Thames, Jr.; Junior Guide, Charles H. Coleman. Under the leadership of these men 1948 promises to be another successful year.—LEONARD C. BLANTON

## MISSOURI

WE ARE PROUD to announce that Alpha Beta Chapter has repeated last year's performance by again leading the nation in the Chapter Efficiency Contest at an intermediate point. We had 64,000 points at the end of 1947. The path seems clear for another 100,000 point by the end of this school year. This amazing total for the first fifteen weeks is indicative of the efforts which the 90 members of this chapter are putting forth. Twelve active committees with supervisors and coordinators are working in unison in order that the principal objectives of Delta Sigma Pi may be realized.

John Pelot, chairman of the committee to sponsor our candidate for the International Rose of Delta Sigma Pi, and John R. Smith, in charge of publicity, are both doing splendid work in this stimulating contest. The first week in December Pelot's committee, spearheaded by Bill Conboy, observed the fine points of beauty among some thirty prospective candidates for the title. Out of this group, ten of the most beautiful girls were selected to be judged by the entire membership of Alpha Beta at a special meeting held on December 16. From these ten semi-finalists the brothers chose Miss Betty Prichard of Memphis, Tennessee, to represent them in the national contest. Miss Prichard is a student at Christian College for girls in Columbia, and we feel cer-

tain she will offer plenty of competition to other chapter candidates.

On December 13, approximately 25 Deltasigs of Alpha Beta Chapter were the guests in St. Louis of Beta Sigma Chapter of St. Louis University. Our St. Louis brothers overlooked nothing in planning a day of real hospitality and entertainment which included two industrial tours, a banquet at the Town House Rathskeller and a dance in the evening for those who desired to attend.

The industrial tours were conducted through the Pevely Dairy Co., which is one of the largest in the world, and the St. Louis *Globe-Democrat*. Both tours were very interesting and the members were shown the processes necessary in the pasteurization and bottling of milk and the publication of a great daily newspaper respectively. The brothers of Beta Sigma Chapter are to be commended for their sincere hospitality and generosity, and by such action have demonstrated the real fraternal spirit that should predominate among all brothers.

At a professional meeting on December 2, Deltasigs heard one of the foremost jewelers in the state discuss the jewelry profession. He was John Buchroeder of the Buchroeder Jewelry Co. in Columbia. Mr. Buchroeder told members that the jewelry business was a promising field for any young man who is willing to undergo the rigid training and study necessary to master the trade.

On January 6, 1948, Deltasigs met in Read Hall for the final business and professional meeting of the current semester. For this occasion we were fortunate in securing as our speaker Mr. Earl Brown, who gave an instructive talk on chain stores and their place in the modern retailing picture. Mr. Brown is the public relations representative for nineteen chains throughout Missouri and includes among his clients such well known companies as Sears-Roebuck and Western Auto supply. With headquarters here in Columbia, Mr. Brown calls on all the various Missouri retail outlets of the chains he represents with the express purpose of building and improving the goodwill that exists between the chains and the ultimate consumer.

Also at this meeting, plans were made for a "Graduating Senior" banquet to be held Sunday evening, January 18. A banquet of this type is held near the close of each semester in honor of those who will soon be leaving the school and active participation in the chapter by virtue of their graduation.—BOB McCLAIN

## ST. LOUIS

FOR QUITE SOME TIME, in fact since the St. Louis University-University of Missouri football game played at Columbia, Missouri, Beta Sigma Chapter awaited the opportunity to repay Alpha Beta Chapter for the hospitality it extended to members of our chapter attending the game. After a period of several months, final arrangements were completed, and on December 13 approximately 30 members of Alpha Beta Chapter journeyed to St. Louis to be our guests on an industrial tour of two business plants. Activities for the day consisted of a tour of the Pevely Dairy Company in the morning, noon lunch at St. Louis University's new cafeteria, a tour of the St. Louis *Globe-Democrat* in the afternoon and dinner at Town Hall early in the evening. Later in the evening members of the two chapters attended the "Annual Christmas Party" given by the Alumni Association of the School of Commerce and Finance. All in all we believe it was a day well spent in fostering closer relations between two neighboring chapters. We hope that some time in the not too distant future another such gathering can be

arranged and held in St. Louis.

Our first meeting of the new year was held at the Kingsway Hotel on January 8, 1948. Members of the alumni chapter were invited to attend this meeting in order that they might be afforded the opportunity of acquainting themselves with the ideas and program of the active chapter. At this time Head Master Mattingly tendered his resignation due to pressing business matters and Senior Warden Bruen was elected to fill the vacancy. Junior Warden Marin and Brother Opplinger were then elected to fill the vacancies of Senior Warden and Junior Warden respectively. Brother Mattingly's resignation is a loss that will indeed be felt. The chapter extends to Brother Mattingly its best wishes for success in his new field of endeavor.

Brother Marin then announced the progress of the pledge program and the preparations which have been made for the "Pledge Dance" to be held on February 7, 1948 at the Hotel Claridge, and for the formal initiation which is scheduled for March 7, 1948.

At the conclusion of the meeting the pledges were introduced to all the members of the active and alumni chapters by Brothers Bruen and Marin. After the introductions were completed everyone adjourned to the "Palm Room" for the evening's entertainment. Although the chapter has been required to revise its program on several occasions in the past few months due to unforeseen circumstances, we feel that once again we are on the path to surpassing all previous records established by Beta Sigma Chapter.—RAYMOND N. AUGSBURGER

## MICHIGAN

A STUDENT-FACULTY COFFEE hour was Xi Chapter's last important operation in the year 1947. This event, sponsored by Xi Chapter in co-operation with the faculty of the School of Business Administration, was held in the Grand Ballroom of the Michigan League just before the Christmas recess. This Coffee Hour was carefully planned; talked-up by the actives and pledges; and given publicity by means of an article in *The Michigan Daily*, attractive posters, handbills, and class announcements by faculty members; furthermore, each first-term student was invited by mail. As a result, faculty-wives served coffee to over 300 guests. Students and faculty members made good use of this opportunity to become better acquainted, and we Deltasigs made a special effort to make the newer students feel at home.

The great success of our Coffee Hour was largely due to the fine work done by the committee headed by Brother John Davidsen and to the faculty-wives whose activities were coordinated by Mrs. Russell A. Stevenson, the wife of our dean. Our thanks also go to our schoolmate, Mr. Tom McNall, and the members of his band whose enjoyable music made this affair even more gala.

December also marked Xi Chapter's 26th birthday, and, as usual, this memorable occasion was celebrated by means of a "Pledge Formal." It is a pleasure to say that several alumni brothers were able to attend this dance which was held at the Washtenaw Country Club.

Xi Chapter also had some very interesting business activities during the closing weeks of 1947. One evening, Mr. Walter E. Drury of Argus, Incorporated talked to us about some of the public relations aspects of their business, and on the following day, we went on a special tour through the company's Ann Arbor plant. We had the opportunity to follow the growth of a camera from the lens-grinding stage until it was packed and ready for shipment.

Following the Christmas recess, Xi Chapter activities immediately resumed their usual rapid pace. Almost before we realized it, hell week was over, and initiation day was upon us. At that time we also had the pleasure of initiating a new member of the faculty, Mr. Kenneth L. Block. Many of you Minnesota brothers may recognize the name, as Brother Block is a graduate of the University of Minnesota where he was very active in campus affairs.

It is also gratifying to be able to say that when the spring semester begins next week, many of our classes will be held in completed sections of the new School of Business Administration Building. Construction work will continue on the unfinished sections.—GEORGE A. ELGASS

## GEORGIA—Atlanta

KAPPA CHAPTER INITIATED ten new members on December 13 and 14, with a banquet following the formal initiation on December 14, to welcome our new brothers into the fraternal ranks of Delta Sigma Pi. In pursuance of our rush program, we have pledged three additional men and expect to add to this group eight or ten promising neophytes to round out another large pledge class for initiation about the last of March. Training of this class will be supervised by Ralph Page, who was elected junior warden, following the resignation of Al Snedgen. Howard Clark has also found it necessary to resign as scribe, and Melvin Richardson was elected to fill this vacancy.

On November 13, a delegation from Kappa Chapter and the Atlanta Alumni Club journeyed to Auburn, Alabama, to assist Beta Lambda Chapter in staging its Founders' Day celebration. Howard B. Johnson, our Grand Council member, was the principal speaker. Others making the trip were: Lowell White, Harold Duncan, Ben Binford, Sam Denmark, Jim Hardy, Fred Hedges, Julian Athon, and Bob Williams.

Deltasig Lodge was host at a professional program and banquet on December 7. The speaker was Honorable George B. Hamilton, treasurer of the State of Georgia; and who is also treasurer of the National Democratic Committee. Mr. Hamilton discussed the worthiness and importance of the democratic way of life. The program was planned and supervised by Brother Sam Denmark, chairman of our professional program committee. A New Year's party was held at Deltasig Lodge on Wednesday night, December 31. Arrangements were handled by Julian Athon, and the party was declared by one and all to be one of the best in a long time.

One of the school's largest and most successful functions of the year was held on Wednesday, November 26, under the able direction of Brother Bill Marr. This event was the "Fourteenth Annual Homecoming Banquet" of the Atlanta Division of the University of Georgia, and took place in the school's new gymnasium-auditorium. Brother Marr, who was chairman of the banquet committee, was assisted by several Deltasigs as chairmen of his sub-committees; Jack Beckham headed the ticket sales committee; Joe Woods was in charge of entertainment; Jim Gower, Kappa neophyte, handled the promotion; and Marcus Morris assisted in program arrangements. Principal speaker for the occasion was Brother Abit Nix, *Georgia-Athens*, one of the most outstanding and best beloved business men in the State of Georgia; his subject was "The Significance of Homecoming." Toastmaster for the evening was Professor William F. Lozier, alumnus and former chancellor of Kappa Chapter. In attendance were more than 1,000 students, alumni, and guests to honor those whose un-

tiring efforts through the years have perpetuated the growth of our school, the third largest evening college in the nation.

Two dances were held at the school recently under the sponsorship of Interfraternity Council. These consisted of an informal dance on Friday night, December 19, followed by a formal dance on Saturday night, December 20. Much credit for the success of these functions goes to Head Master Ben W. Binford, who is president of Interfraternity Council.

A recent announcement by Dr. George M. Sparks, Director of the Atlanta Division of the University of Georgia, revealed plans for the construction of a \$2,500,000 ten-story combination library and classroom structure to house the school. This new building will be erected on a site adjacent to the present school structure. Dr. Sparks stated that although the new building will be ten stories high, only four stories are scheduled for construction this year.—FRANK T. DAVIES

## MINNESOTA

**THE FORMAL INITIATION** of 20 new actives into the Alpha Epsilon Chapter has practically doubled the chapter strength. Already the new Deltasigs are taking hold in the chapter. Morris Dettman has taken over Dick Peterson's job as social chairman, as Pete is our newly elected senior warden. The treasurer's job, as a result of a special election, went to another new active, Edward Alberts. Joe Solien, the past treasurer is in the hospital with a case of pneumonia. The report is that he will be out soon, but he felt he would be unable to do a good job then, as it will take too much time to catch up on his studies.

Also included in the latest initiation were two faculty members. We feel that Andreas G. Papandreou and Edwin H. Lewis will be a definite asset to the fraternity. Brother Papandreou is in the advanced general economics and government regulations field while Brother Lewis teaches marketing. From all indications we are expecting to see them around the chapter house quite often during the coming season.

Definite plans have been under way for over a month for the annual "Palm Beach Party" to be held February 7. Everyone is doubling his effort to make this year's party the best ever. The house will be stripped of its furnishings and in their place there will be palm trees, grass, lattice work with trailing vines and flowers, lawn chairs, etc. The reason why everyone is outdoing himself for this party is fairly apparent as we have word that *Look Magazine* is sending a photographer to cover the event. Here's keeping our fingers crossed.

The Twin City Alumni Club will be holding their monthly meetings at the chapter house from now on. The first of these meetings to be held here will be on January 21. A capacity crowd is expected. The program will start with dinner, after which is a program "with an all-star Delta Sigma Pi cast." The "cast" includes Richard Kozelka, dean of the School of Business Administration, Wally Hyde, vice-president of Cargill, Inc., Sumner E. Whitney, resident partner of Piper, Jaffray and Hupwood, and Stanley Oliver Powell, first vice-president of the Minneapolis Federal Reserve Bank.

The house was very quiet over the Christmas vacation with the exception of a very fine Alumni sponsored Christmas Party and an equally fine New Years Eve Party planned by a couple of actives. Even with many of the boys away for the holidays the parties were well attended by both town actives and the alumni. The future is looking very bright for the Alpha Epsilon Chapter with a new house to look forward to and a grand alumni organization working with us and for us.—KENNETH F. LIGHTY

## DENVER

**THE ALPHA NU CHAPTER** of Delta Sigma Pi has set the year of 1948 as one of the best in its history. Delta Sigma Pi came through with a majority of the school offices. Class officers are sophomore president, John Mangine; treasurer, Howard Roers; junior class president, Cliff McCain; treasurer, Cy Colburn; senior class president, Tom Moss. The following offices are held throughout the university: secretary of the Phi Epsilon Phi, Francis McGregor; vice-president, Chet Mason; president, School of Aeronautics, Francis McGregor; vice-president, Hotel & Restaurant Management, Bob LaFlower; catering management, Randy Boltwood.

The main event outlined for the winter quarter will be the formal initiation of 20 pledges on February 1, 1948, at 1:30 P.M., at the Olin Hotel with a banquet following the initiation. The members of our recently reorganized Denver Alumni Club will be on hand to perform the ritual. They have shown a great deal of interest in the activities of the chapter and their help has been a boost to us. A semi-formal winter dance has also been planned for February 29.

We have set up a publicity committee and are making extensive plans of our own regarding an honorary member. We have AN-400 coming up this spring and the chapter is planning to top the Gardner Cowles initiation of Alpha Iota Chapter at Drake University. Things are beginning to work out in a smoother fashion now and the new officers are eagerly pursuing their duties. We promise you will be hearing a lot from Alpha Nu Chapter at Denver in the near future.—ALVIN L. BILLINGER

## The Priceless Ingredient

SOME YEARS AGO, E. R. Squibb Sons ran an advertisement in the *Saturday Evening Post*, which remains today a classic among advertisers as a stirring example of what is known as story copy for association purposes. The text of this famous advertisement dealt with the story of an old man of Bagdad, who was approached by a youth who had spent freely of his money, but had nothing to show for it. Said he to the Wise man "How can I receive the most for my money?" To which the wise man replied "Look for the Priceless Ingredient, which is the Honor and Integrity of the Maker of the product."

Certainly the advice given to this youth can be readily applied to fraternities. For the Priceless Ingredient of any fraternity is its members, and upon their actions is based its worth. A fraternity is not an intangible thing. It breathes and is alive. It is capable of action, and its strength lies in its members. The heart of any fraternity is the quality of these members, and their actions and feelings towards it are closely interwoven with its standing, both in the minds of outsiders and its own members.

Thus the "cloth and cut" of the members form the pattern of its web, for like a spider spinning a web, the fraternity is formed into a pattern, a pattern of either true gold based on achievement and merit, or a loosely woven pattern of brass which tarnishes under the slightest scrutiny.

Each chapter is a cord in this pattern and a link to the center of it where all cords are joined. The center remains as long as the links are strong. When one of these links becomes loose and tarnished, then the fabric in the pattern is torn, and the whole pattern threatened. Each link can be kept strong only through the ability of the workers who hold it there, keeping the links from tarnishing or becoming loose.

There cannot be too many workers for each link can hold only a certain number, and are weakened by the strain of unwieldy numbers. Each worker must be willing and earnest, and eternal vigilance is the only safeguard that prevents a tear in the pattern. When new workers are needed in any link they must be carefully screened to see that they possess the necessary attributes of willingness and self-sacrifice that will keep the link strong. They must be able to work harmoniously with the others, for the greatest peril to the pattern is internal dissension among the workers which is caused by unwieldy membership and careless screening. Each worker must carry his share, and if this is done then the pattern remains strong, but if any worker acts only for personal motives he does not help the others, for the pattern of true gold is formed through truth.

At the head of each link is a worker who is selected by the others to lead them, because he most fits the qualities and concepts of the fraternal idea, the pattern of the web. His is a position of trust, for on his shoulders falls the responsibility of seeing that the link is kept strong, and only through the cooperation of the others can he achieve this. If there is none or very little, his work is doubled, and he alone must bear the brunt of their actions, as blameless as he may be.

These workers are not animals, but intelligent beings. Each has a mind, and a heart, and a conscience. And he has personal feelings, which must be considered. At times the work grows hard, and many times the only reward for achievement is the internal satisfaction that comes from a job well done. The workers are capable of all types of emotion and in the counsels held by the leader, they make known their desires, and discuss and formulate the future plans for keeping the link strong. If each is embodied with an intense desire of carrying out the plans agreed upon by the majority, then nothing may hurt the pattern but when they refuse to accept the will of the majority, then they seriously imperil the pattern, for *UNITY* is the most important attribute of all.

The pattern of Delta Sigma Pi is a strong one, for it possesses the Priceless Ingredient that many seek, but few find. Its links are strong, because those in the past have made them strong. We at Alpha Chapter feel we possess the "Priceless Ingredient," for our link has been built on the ideals outlined above. To insure it, we shall continually struggle to uphold these ideals, that those who follow us shall find the link as strong as our predecessors left it. For only through the possession of the "Priceless Ingredient" can we who depart feel that we have fulfilled our duties adequately and fully, leaving behind us a link joined with many other links forming a strong gold pattern of truth, unity and harmony.—JACK LECLAIR

## NORTHWESTERN—Chicago

**BETA CHAPTER**, on Chicago Campus of Northwestern University, can look back with pleasure on the semester ended in February as one filled with fraternity activity. The semester opened with three combination rushing parties and professional meetings which featured such varied and highly interesting speakers such as Deltasig Ken Hobbie, sales manager for Driver-Harris Company; and Bill DeCorrevant, former Austin High and Northwestern football star, now playing with the champion Chicago Cardinals professional football team.

Although a great deal of emphasis was placed on professional projects, the social calendar was also filled with activity. On February 14 the "Rose Parade," a free all-campus



dance, spotlighted the selection of a campus girl as "Rose of Deltasig" for the year. This dance met with such favor on campus that it is projected to be an annual affair. The Halloween party at the chapter house featured not only bobbing for apples and Hallowe'en antics but also a scavenger hunt arranged by Social Chairman Ronnie Ade. Among the items on the list was a feminine bathing suit, with femme inside! Two out of the four teams came through on this score. The annual Christmas party, handled completely by the pledges as part of the pledge training program for the fall semester. It was a great success and the evening's entertainment brought out some unusual and unexpected histrionic talent among the pledge group. Rounding out the calendar were Sunday afternoon open houses for each of the sororities on campus. These are always popular affairs and provide not only dancing to the country's best orchestras (via our record collection), but also refreshments and, in general, make a pleasant afternoon of meeting new people and renewing old friendships. Beta Chapter combined with Zeta Chapter of Northwestern and Alpha Omega Chapter of De Paul, for a really big celebration of Founders' day. The party was a bang-up affair featuring not only dancing to a good orchestra and refreshments for all, but some really fine entertainment as provided by brothers of both chapters. On February 7 the semester's social activity was culminated in the semi-annual formal initiation banquet which was held at the LaSalle Hotel in Chicago. On this night the new brothers were availed of the privilege of following the old Beta Chapter custom of treating the other actives.

There was only one discordant note that arose during the semester and that occurred when Brother Milton Flechsig was forced to resign his office as senior warden, which he handled most capably, and move to St. Louis.—CHARLES E. PLUMMER

## KENT STATE

BETA PI CHAPTER at Kent State University started out the winter quarter of the school year with pledging activities as first on the agenda. After holding a very successful smoker at Vale-Edge Dairy's "Maple Room" in neighboring Ravenna, Ohio, the active chapter selected 21 outstanding men from the College of Business Administration as being worthy of invitation to pledgship. Additions to the business administration faculty in the past year warranted the acceptance of several new faculty brothers. January 26, marked the beginning of the pledge period for the neophytes and the formal initiation of both undergraduate and faculty members took place with a banquet following Saturday, February 21.

On Tuesday, January 27, thirty-one active members of the Beta Pi Chapter migrated to Cleveland, Ohio, for the afternoon. The trip was made through a contact with a former Beta Pi alumnus and faculty member, Brother Harold R. Nissley of General Electric in Cleveland. G. E.'s Nela Park Light Institute was the destination of the brothers. After a delicious luncheon with the compliments of General Electric, a two-hour conducted tour of the Light Institute enlightened the Beta Pi membership to the value of light, industrially, academically, and domestically. Brother Leonard Jarvis is to be thanked for making the contact with Brother Nissley and arranging for transportation.

Brother Roy Newsome, master of festivities for the chapter and as a result, master of ceremonies at all functions of the Beta Pi Chapter found a very able speaker for the February 21, installation banquet in the person of



CHRISTMAS BANQUET OF BETA PI CHAPTER at Kent State University. Over eighty Deltasigs and guests were present for this banquet which was held in the popular Robin Hood Inn in Kent, Ohio.

Mr. John O'Brien, manager of the Better Business Bureau of Akron, Ohio. Mr. O'Brien is actively cooperative with the university in that students in business ethics receive practical experience through work for the Akron bureau. Honesty and sincerity in business are high in the demands of Delta Sigma Pi and Mr. O'Brien makes practical ethics his business.

Standing high in the plans for the future of the Beta Pi Chapter here at Kent State University is a house building fund. By appointment from Head Master Robert Rector, Brother Owen McCafferty is heading a committee which is investigating various suggestions for raising the requisite cash. Long range planning will bring a Beta Pi Chapter house to Kent State's campus.

Activities for the winter quarter were brought to a close with a professional meeting and banquet on March 6. Plans for the spring quarter include four professional meetings, a dinner dance commemorating the Beta Pi Chapter birthday on June 15, and two meetings open to the College of Business Administration.—HARLAN MCGRAIL

## RUTGERS—University College

ON JANUARY 12 Beta Rho Chapter had the pleasure of playing host to J. D. Thomson, Assistant Grand Secretary-Treasurer of Delta Sigma Pi. We were glad to meet Brother Thomson and to learn first hand what the latest news was from The Central Office. Of particular gratification was the turnout of ten alumni brothers, many of whom are charter members of Beta Rho Chapter. Those who put in an appearance were: Jack Marko, Douglas Coull, Ronald Clarkson, Gerard Kennedy, Jim Desmond, Bob Robertson, Bill Brahm, Jack Armstrong, George Whitmore and John Taylor. All of us are looking forward to a return visit from Brother Thomson when he again has an opportunity to drop out our way.

There were three events which were outstanding on our calendar during the holiday season. On December 12, open house was held for all prospective pledges at the Robert Treat Hotel, Newark. Upon completion of introductions, all candidates were briefed on the character and aims of Delta Sigma Pi and then entertained by a round of refreshments and revelry. This affair was followed on December 17, by the regular bi-monthly professional din-

ner meeting, also held at the Robert Treat Hotel. On that occasion Mr. S. Guernsey Jones, vice-president of the National Newark and Essex Banking Company addressed the brothers on the subject of "Banking and its Relationship to the Community." Climaxing the year's activities Beta Rho Chapter held its annual New Year's Eve party at the home of Brother Knowles.

Formal pledging of candidates for this year's initiation will take place on February 18, following a professional dinner meeting at the Savoy Plaza Restaurant, East Orange, New Jersey. Mr. Carl Schaick, district manager of the General Electric Supply Corporation will address the group at that meeting on the subject of "Increased Sales Promotion during the Spring Months." The initiation this year will be conducted on May 1, at which time Beta Rho Chapter will add 24 new members to its roster. Since graduation will take only seven of the brothers, we expect to be in very good shape to start the following year.

On the local political scene, two of our members were voted into office in the Student Activities Association during the recent election. Head Master Jim McLoughlin garnered for himself the office of vice-president and Joe Sink moved in as treasurer. Another Deltasig, Stanley Knowles was appointed as chairman of the Spring Prom Committee. As a result of these placements, Beta Rho Chapter is in an enviable position to make itself the outstanding organization in student administrative functions. For additional information on our activities, we refer you to our monthly edition of the *Beta Rho*ster.—JOSEPH F. MCGINNIS

## WESTERN RESERVE

BETA TAU CHAPTER brought in the New Year with a gala New Year's Eve party at the home of Ralph King in Lakewood. The alumni and pledges were invited and approximately 30 couples turned out for the first event of the New Year. Beverages, refreshments, and dancing highlighted the evening and a grand time was had by all who attended. A small fee was charged per couple which completely covered the expenses for the whole evening.

Informal initiation of pledges will be held on Saturday, January 31, at the American Legion Hall in East Cleveland, and the formal ceremony will take place the following day in the Chester Room of the Hotel Allerton. A written examination, based on the Pledge Manual, was administered to the pledges by



BETA NU CHAPTER, PENNSYLVANIA, BIRTHDAY PARTY which was held at the Chapter House on January 24. The birthday cake was cut by two visiting ladies whose birthday coincided with that of the chapter.

Junior Warden Wathen. At a regular business meeting on January 16, a final vote was taken and 14 men have been selected. Those men who will become members of Delta Sigma Pi are Walter Carder, Daniel J. DeAngelis, Kenneth W. Dight, Edward Gibson, Robert Haskins, Walter Klekota, Milan Milosovich, Wilbur Pepper, John E. Turner, Theodore M. Turner, Henry Vander Wiel, Joseph Vitale, David Wheeland and Edward J. Wojniak. Following the formal ceremony, which is under the direction of Brother Bloch, there will be a dinner honoring the new members. A committee has been formed to plan a pledging program which will eliminate any defects which were uncovered during this past semester of pledging. The program will be designed to secure the best men possible for future pledging and to instill in them qualities which will advance this chapter in the future.

Frank B. Wildrick, director of personnel for the Erie Railroad, gave the second in a series of lectures on "Careers in Marketing." The topic of this lecture was transportation, and he discussed the objects and long-range program of the railroad. He also listed the advantages found in the field of transportation and noted especially the pension plan promoted by the railroad, stressed the importance of hard work, and the possibility of starting at the bottom and working up. Brother Martin is handling publicity and other business angles connected with this series of lectures which is being sponsored by Delta Sigma Pi in conjunction with the marketing department. The next lecture will be based on market research.

A sales tax stamp contest for the purpose of raising a fund to help finance the buying of a plot of land has just been concluded. For the contest the fraternity was divided into two teams, the losing team giving a party for the winner. One of the requirements of pledges is for each of them to collect \$300 in sales tax stamps and the fraternity receives three per cent on the total value. An executive committee has been formed to plan an agenda for every business meeting. This will speed up business meetings so that it will be possible to cover everything at one meeting.

Brother Fredrickson is handling requirements necessary to meet our quota in the Chapter Efficiency Contest. The Delta Sigma Pi basketball squad lost out in their bid for the play-offs in an intramural basketball program. Two leagues have been in operation for intramural bowling and the Deltasigs are resting in second place in the West Side league and an-

other team composed of members and pledges have just taken over first place in the East Side league. A play-off between the two teams from Delta Sigma Pi would be something to look forward to.—GLENN H. DENGLER

## OKLAHOMA

BETA EPSILON CHAPTER has held an average of two smokers a month during the past college semester. Men from all phases of business have spoken to the chapter members and guests on their fields. One of the most recent smokers of particular interest was held Wednesday evening, January 28, 1948, in the Blue Room of the Student Union Building. Mr. John H. Beland and Mr. Raymond J. Dusek, associated with Merrill, Lynch, Pierce, Fenner and Beane, brokerage firm, talked to us about security markets and business trends. It was an informal roundtable discussion and gave all present a brighter outlook on the depression possibility.

Deltasigs here at Oklahoma are looking forward to the installation of a business week similar to those held at other large universities. *The Beta Epigram*, Beta Epsilon Chapter's publication, is just off the press and is soliciting student opinion on the business week idea as well as opinions as to ways to better the Business Administration School and create greater school spirit.

Beta Epsilon Chapter pledged and initiated 19 men and one honorary member the past semester. This brings our total active membership to 33. Lyall C. Barnhart was initiated as an honorary member. Brother Barnhart is vice-president and comptroller of The First National Bank and Trust Company, the largest bank in Oklahoma City. Beta Epsilon Chapter chose Mr. Barnhart because of his outstanding contributions to the community and his willing assistance to Delta Sigma Pi. We consider him a great asset to the fraternity.

Some of the greatest help for the chapter has come from Brother Ronald B. Shuman, professor of Business Management in the School of Business Administration. Brother Shuman contributed financially to Beta Epsilon Chapter in the early months of reactivation, which tided us over until we gained strength. He also has offered to award the Delta Sigma Pi ring to the individual member who contributes most to the progress of the fraternity. Brother Shuman has attended meetings regularly, and his guiding hand has been invaluable. Such support is

the backbone of the fraternity and we want to say, "Thanks, Brother Shuman." Beta Epsilon Chapter also wants to express its appreciation to The Central Office Staff for their help and efficiency. That staff is certainly leading all of us in the Chapter Efficiency Contest.—FRANK P. FONVILLE, JR.

## MARQUETTE

DELTA CHAPTER is once again in full swing under the leadership of its newly elected officers. At our January 7 meeting, Robert Kugler became our new head master; while Bob Schmitz was elected senior warden; Rod Lanzer, junior warden; Don Roettgers, scribe; Norm Kaye, treasurer; Ed Gora, historian; and James Kliebhan, master of festivities.

At the close of last semester we formally pledged 18 men at the Ambassador Hotel. We completed our first father-son brotherhood, with the pledging of Brother William Schendt, Jr., Delta 474, whose father Brother William Schendt, Sr., is Delta 44.

In conjunction with our January 7 election of officers, final plans were made for our Rose of Deltasig. Pictures will be submitted January 16, at our senior farewell stag. A decision will then be reached as to our selections.

As we look into the coming semester, we see a rather heavy social and professional schedule. Plans for another pledging of prospective members are being made. This will begin with a smoker March 30, at the Tunnel Inn. No definite plans have been made as yet for our "Chapter Birthday Banquet," nor our spring dance, but indications have it that we will go back to the pre-war days of a formal dinner dance.

Our professional activities are well under way this semester. E. Lehrbaumer spoke January 4, on the duties of the purchasing agent of the City of Milwaukee. He stressed the advantages of a centralized purchasing department. We feel assured that our subsequent professional meetings will prove as interesting as this one was. Recent reports from our alumni club have been very promising. Indications are that a chapter house is not too far off in the future.

Fraternity leagues are well under way in both bowling and basketball. Although we are not championship contenders in either league, everyone is having a swell time. Under Brother Van Lieshaut, our athletic director, we have submitted two bowling teams this year. League bowling is held weekly at the Knights of Columbus.

As we now enter the final semester of the year, the whole chapter has its eyes set on the 1948 Chapter Efficiency Contest. A well rounded program has been scheduled for the coming semester, so that our goal may be reached.—DON A. ROETTGENS

## GEORGIA—Athens

ON DECEMBER 7, at the Holman Hotel, Pi Chapter held its formal initiation and banquet for the 13 members in the fall quarter pledge class. Bob Williams was on hand to explain to the new brothers that "Things Are Not Always As They Seem." Our own Alex Lindholm, of the Fulton National Bank of Atlanta, Georgia, gave a very interesting talk as the principal speaker of the evening.

On Friday February 13, Pi Chapter celebrates its "26th Anniversary" with a formal dance. This function is becoming an institution again here at Georgia, the late war having interrupted it for a few years. Master of Festivities Stuart McGarity, is in charge of planning. Brother McGarity served on the committee for the "25th Anniversary" dance

last year which was such a huge success. The Georgia Bulldog Band has been signed again and Memorial Hall will be decked out in old gold and royal purple for the occasion.

Don Bracewell has been accorded the honor of escorting our sponsor, Miss Anne Gunnels, to the dance. However, according to protocol, Head Master Joe Erquitt will escort her during the leadout. Miss Gunnels, our "Rose of Deltasig," will be crowned with the official red rose and will be presented with a favor to commemorate the occasion.

The members of Pi Chapter entertained a group of rushees at the Georgian Hotel Sunday night, January 18. An interesting talk on the purposes and scope of Delta Sigma Pi was given by our faculty advisor, Brother Burke. Refreshments were served and an hour of fellowship was enjoyed by the members and rushees.

At the last professional meeting in December, Miss Anne Seawell, director of placement, University of Georgia, spoke to the brothers on job opportunities in the fields of business and commerce. The division of placement is maintained by the University of Georgia for the purpose of helping the businesses of the State of Georgia and assisting graduates to locate a proper job. Any business which is interested in employing graduates and alumni can use this service with no charge. It is not the duty of the placement division to find a specific job for each applicant but to arrange for interviews between the applicants and interested firms. The placement service maintains a file of all applicants along with a file of all job openings. To promote closer cooperation between the placement Division and the fraternity, Pi Chapter has appointed a committee to serve in a liaison capacity. The committee will keep the brothers informed of job opportunities as well as advising the placement division on graduating brothers.

January, 1948, marks the publication date of Volume One, Number One, of the new *Pi Piper*. Printed in black-and-white, it replaces the old *Pi Piper* mimeographed on colored paper. A four-page, very newsy paper, it is printed to facilitate mailing to members, alumni, and friends of Pi Chapter.

The dream of securing a chapter house for Pi Chapter is still a dream. Contributions have been few and slow. Most of the money received thus far has been from active members. It is difficult to give money without getting something in return. However, as alumni, a chapter house would mean a great deal when visiting Athens. The drive to secure funds from the alumni will continue until the school quarter ends in March. After that time other plans will be put into effect.—JOSEPH R. HARMON.

## OHIO STATE

NU CHAPTER was again first in scholarship the past quarter. Last year, we were awarded a plaque for attaining the highest scholarship point hour ratio of the fraternities in the Council of Fraternity Presidents. We now have a good start towards making it two years in succession. As to individual scholarship, Brother Joe Eder came through with perfect grades again. Brothers Eder, William Weeks, and Paul Redmond were initiated into Beta Alpha Psi, the accounting honorary at Ohio State.

The pledge class was recently increased to 24 men. Twelve of these men are eligible to be initiated this quarter, while the others will undoubtedly become actives in the spring. Initiation this quarter will be held March 7, at the Fort Hayes Hotel. The ritual will be performed by a group of Columbus alumni headed by Brother James Hamilton, district sales manager for the H. J. Heinz Company. Brother Ed-

ward C. Danford, manager of the Cleveland office of the Mutual Life Insurance Company of New York, will speak at the banquet following initiation.

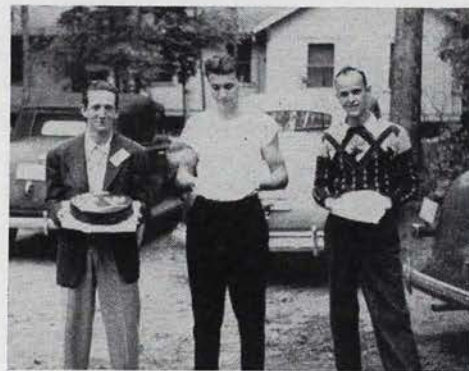
In January, Nu Chapter elected a new Faculty Advisor. He is Brother James Davis, assistant professor of Business Organization, and a Life Member of Alpha Beta Chapter. Brother Davis recently received his doctor's degree here at Ohio State.

We continue to have interesting speakers at our professional meetings. At our rushee dinner meeting, Mr. Charles Johnson, a prominent realtor in Columbus, told us some of the facts and problems of the early real estate development in Columbus. Our latest speaker was a Deltasig from Northwestern—Brother C. Harry Emanuelson, general agent for the Massachusetts Mutual Life Insurance Company. He gave us a very interesting and informative talk on selling life insurance. A joint professional meeting with Phi Chi Theta is being planned for the near future.

Plans are being made for Nu Chapter's annual "Rose Formal" which will be held during the spring quarter. The alumni will be notified when plans are complete, and we sincerely hope that many of the alumni will be able to be there. We have a lot of fun at our dances, so come on out and have a good time.—PAUL E. REDMOND

## Kappa Chapter Holds Cake Race

ON SATURDAY, October 11, Kappa Chapter, of the University of Georgia, Atlanta Division, held its annual cake race for male



WINNERS IN KAPPA CHAPTER'S CAKE RACE. Left to right: Tommy Southwell, first place winner; Jack Williams, second place; and Alan Blaisdell, third place.

students. The scene of this event was Deltasig Lodge, Kappa's beautiful fraternity retreat on the outskirts of Atlanta. Despite the gray overcast and threat of rain, there was an excellent showing of visitors in attendance to compete for the three handsome cakes offered as prizes. Winners in the race over a rough, four-fifth mile course were: Tommy Southwell, first place; Jack Williams, second place; and Alan Blaisdell, third place.

Following the race there was a short meeting with several informal talks by local alumni and active members about Delta Sigma Pi and fraternities in general. Upon conclusion of the meeting, refreshments were served, and Deltasigs and their guests relaxed amid the comforts of Deltasig Lodge. Kappa Chapter considers the annual cake race one of its most successful rush functions, having found it highly effective over a number of years, and heartily recommends similar athletic events to those chapters which have experienced difficulty in staging adequate rush programs.

## NORTHWESTERN— Evanston

ZETA CHAPTER, still growing, added 12 new brothers to our roster on January 24. We had the initiation at the chapter house during the day, and an initiatory dinner and dance in the Illinois Room of the La Salle Hotel in the evening. The new brothers include 11 undergraduates and one faculty member—Joseph W. Towle, assistant professor of Management of the School of Commerce. The dinner and dance were great successes, thanks to the careful preparations made by our social chairmen—Brothers Popp and Ruck—and we were happy to welcome many of our alumni back for a swell time. The evening was climaxed by the presentation of Zeta Chapter's representative to the "Rose of Deltasig" contest, Miss Gayle Marie Evans.

A house corporation was recently formed for Zeta Chapter, and the quarterly contributions of all actives has been increased by a substantial amount. We're not ready to start building immediately, but the alumni will be glad to know that we are still hoping and working for a house of our own and, barring another war, we'll have it in the near future.

Intramural sports are in full swing at Northwestern, and Zeta Chapter manages to provide plenty of competition for the other fraternities on campus. We had a football team, this fall, and now have a basketball and a bowling team in action. With initiation over, we find ourselves a little short of pledges. However, we plan to remedy this situation as soon as possible. Our next professional meeting is scheduled for January 29, so this will be a good opportunity for the actives to meet possible new pledges. As graduation day is creeping closer and closer for many of our actives, we realize that pledging will be a very important part of Zeta Chapter's activity in the near future.—FRANK E. EVERETT

## TEXAS

AFTER A SUCCESSFUL pledge training period 18 new members were initiated into Beta Kappa Chapter of Delta Sigma Pi. This initiation was held on January 11, at the Driskill Hotel. After appropriate ceremony George Wolford was elected as Keeper of the Parchment Roll to fill the vacancy that occurred by a recent resignation. The new undergraduate members are Joe Burgan, Tyler; Luther Baldwin, Phillips; Tommy Carrington, Gilmer; E. B. Dawson, Corsicana; Mickey Elliott, Hemphill; Vaughn Highsmith, Menard; James W. Kirk, Bertram; Ralph Mahaffey, Falfurias; Dixon Manly, Cotulla; Wilbut Mills, Nacogdoches; Harmon Parrott, Waco; Leroy Smith, Paris; Alvin Shipp, Texarkana; James Webb, Corpus Christi; and George Wolford, McKinney. New faculty members are Arthur Holt, Dr. A. H. Chute, and Arthur Graydon.

At the last meeting for the first semester, Beta Kappa Chapter elected Jim Coats as head master for the second semester to succeed Ray Keenan. Other new officers are John B. Evans, senior warden; Dixon Manly, junior warden; Jack Sullivan, scribe; Charles Stewart, treasurer; Bill Hodges, chancellor; and Bob Wright, historian. These new officers have taken hold of the chapter's reins and are planning an intensive program for the balance of the semester. Beta Kappa Chapter has reviewed its position in the Chapter Efficiency Contest and is determined to place much higher in the standings that will appear in March.—R. L. WRIGHT

## MIAMI

ALPHA UPSILON CHAPTER initiated 31 new brothers on December 16, 1947. Immediately following the ceremony, the brothers retired to the Huddle for the initiation banquet. Budd Gore, sales promotion manager of the H and S Pogue Company of Cincinnati, Ohio, was the principal speaker on the program. His topic, "Business Opportunities for the College Graduate," was of vital interest to all in attendance. Brother Frederick Davis, by virtue of his unimpeachable integrity, was chosen to be entrusted with the position of the Keeper of the Parchment Scroll. George Johnson was also elected to replace Charles Spurry as the treasurer of the chapter. Brother Spurry, who graduates in February, was highly commended for a job well done.

Two more business luncheons have been held since the last writing, with continuing successes. On November 17, 1947, M. L. Frederick, director of personnel for the Peat, Marwick, and Mitchell Company of New York City, was entertained by the Alpha Upsilon Chapter. Mr. Frederick spoke to the 42 members present on "The Accounting Field Today." Interest in Mr. Frederick's subject was not restricted to the brothers majoring in the accounting field as he presented the relationships between accounting and other fields of business.

Nine guest speakers graced the platform at another luncheon on January 20, 1948. The nine speakers were the brothers graduating next month in whose honor the luncheon was held. Each graduating senior gave a brief recital of the type of work he is going into and the reasons for his choice. Merchandising and accounting were the principal fields of endeavor that were mentioned, with jobs in these two fields ranging all the way from feed salesmen and sales training programs to traveling auditors and bookkeepers.

On January 14 the chapter traveled to Cincinnati, Ohio, to visit the International Business Machine Company's offices in that city. About 25 brothers made the trip. The company has a well planned tour on which visitors are conducted. The efficiency and speed of the latest machine methods of expediting administrative records and correspondence were demonstrated to the group by the well qualified guides. The group left Oxford at one o'clock the afternoon of the trip, and did not return to the campus until almost six o'clock that evening. In closing, may Alpha Upsilon Chapter wish the best of luck to those brothers leaving Miami at the end of this semester.—HERMAN H. HALE, JR.

## BAYLOR

BETA IOTA CHAPTER started off the winter term by installing its newly elected officers in an early meeting. Those presiding are: Dawson Malone, head master; Bob Clayton, senior warden; Ben Binford, junior warden; Jim Marrs, scribe; Joe Joiner, treasurer; L. A. Pittman, historian; Chuck Stone, chancellor. With the change in the administration at Baylor, Dr. Monroe Carroll, *Beta Iota*, dean of the School of Business, was appointed acting dean of the university. In Dr. Carroll's place in the School of Business is Professor N. S. Foster, *Beta Iota*, who is the temporary head.

At our regularly scheduled professional meeting held at the Roosevelt Hotel on January 5, 1948, eight pledges formed the winter term pledge class. Instead of an outside speaker for the occasion, Brother John Heard eloquently outlined the objectives and purposes of the fraternity for the prospective members, pointing out that Delta Sigma Pi is

seeking men who are both compatible and enthusiastic.

A committee which has been studying the problem of voting on new members submitted their ideas to the chapter on Monday, January 19, 1948, and they were received and accepted wholeheartedly. Jack Tutt, committee chairman, suggested a longer period of observation consisting of a semi-formal professional meeting, an informal stag party, and a regular business meeting. These meetings will enable the members to become fully acquainted with each prospect before the final vote.

Harlan D. "Tex" Friend, senior business and journalism major from Flora, Illinois, has been named editor of the *Waco Record*, a weekly newspaper distributed in Waco and surrounding territory, it was announced Thursday, January 22, 1948. Brother Friend will put out his first edition on January 30. He has been working on the classified advertising staff on the *Waco Record*, servicing about 35 accounts. As a member of Delta Sigma Pi, Friend is editor of the *Ledger*, monthly Beta Iota Chapter periodical that is circulated to all Schools of Commerce in the United States and to all Beta Iota Chapter alumni. Beta Iota Chapter launched into the new year with a large intramural sport program in view and a goal of 100,000 points as a final score in the Chapter Efficiency Contest.—J. PHILLIP HOWARD, JR.

## DRAKE

THE INITIATION OF GARDNER COWLES into the honorary ranks of Alpha Iota Chapter of Delta Sigma Pi might well be termed the highlight of that chapter's fall activities. Although Alpha Iota Chapter was active throughout the summer months, its members agreed that the number one factor for the fall semester was to continue to build up the war-depleted ranks. That has been done and the Gardner Cowles' initiation is, in a sense, a climax and a tribute to Alpha Iota Chapter's excellent progress.

Gardner Cowles is one of the Midwest's best known figures. Publisher of the *Des Moines Register and Tribune* Newspaper, Brother Cowles' interests also include a Minneapolis newspaper, *Look* magazine, the R & T Syndicate, and the Cowles radio stations. But to persons not well acquainted with midwestern activities, Cowles is perhaps best known as the man who accompanied the late Wendell Willkie on his world-wide tour in 1942.

Later, last year in fact, Brother Cowles was selected to join other nationally known publishers in a round-the-world excursion to study international problems—particularly the problems of food and political understanding between nations. His editorials based on this trip were widely read throughout the nation. The name "Cowles" is magic to many midwesterners, particularly Iowans. He is an unquestioned leader in commerce. It was, therefore, entirely appropriate that Jack Schmitz, head master of Alpha Iota Chapter, suggest Gardner Cowles, as a man well worthy of becoming an honorary member of Delta Sigma Pi. Cowles' acceptance of the honor is indeed a tribute to Delta Sigma Pi.

Three faculty members of the College of Commerce and Finance were initiated in October along with 14 pledges. Seven Drake University faculty members are now members of Alpha Iota Chapter. Our chapter is now at its greatest strength since the war's end and has planned an extensive program for the coming months. To feature several professional meetings and at least one campus project of major importance is the chapter's aim. The program also calls for the initiation of another large pledge class in the spring.—WILLIAM E. SHOTWELL

## NEW YORK

ON SUNDAY, February 1, Alpha Chapter extended the honor of brotherhood to seven new members. Following an intensive and rigorous training period, these pledges having come through with flying colors, were officially elevated to brotherhood. Following the official ceremonial induction, they were feted with a dinner held at the Fifth Avenue Hotel.

This was one of the best classes ever put through; each man having great potentials of leadership, and possessing to the fullest extent the necessary qualities of fraternalism. To aptly phrase it "the fraternity has great expectations regarding the future accomplishments of these new brothers." Each possesses exceptional ability of one kind or another, that we shall quickly put to good use.

The dinner was highlighted with a talk by our faculty advisor, Dr. A. M. Neilson. Dr. Neilson spoke on the great value that each member receives from his affiliation with Delta Sigma Pi. He felt that any brother who performs his duties and obligations, and who sacrifices himself in any way, will easily receive much more value than those whose primary motive is selfish. He emphatically asserted that "the reward is always greater than the sacrifice." Brother Neilson's talk was enthusiastically received by all the brothers, for his interest and devotion to Delta Sigma Pi, have long ago distinguished him in our eyes, from those, whose only interest is themselves.

Following the dinner, the brothers adjourned to the chapter house, where our latest additions were able for the first time to thoroughly enjoy themselves, being at last freed from the stigma of being a "Goat." A few, however, apparently unable to believe that it was all over, still jumped whenever the word goat was mentioned, and whenever the telephone rang. Thus marked the end of a memorable day for all of us. For the solemnity and regalness of initiation day, is as impressive to us who are thoroughly familiar with it, as it is to those who view it for the first time.

The affair was saddened by the knowledge that this was the last time that Al Reichart would be with us as an active brother. For Al, one of our brightest lights, is graduating this February; and his absence leaves a vacancy that will be very hard to fill. Al was one of the merriest brothers, and always had a good word and a smile for everyone at all times. He was always very active in fraternity affairs and gave freely of his time and energy to us. There is some consolation in the thought "That our loss will be the alumni's gain."

Alpha Chapter was very delighted in having the opportunity of entertaining Brother Mathews of Kappa Chapter who was with us at the dinner and during Hell Week. We hope that he enjoyed himself, as we take great pleasure in entertaining brothers from other chapters, who drop in to see us whenever they are in the city. In fact we would be very disappointed if a Brother visiting this metropolis failed to drop in and see us at 40A MacDougal St., Washington Square South.

Our bouquet of the month goes to Brother Jim Crayhon who at the present time is industriously engaged in setting up the March issue of the *Alphanac*, which is regularly sent out to all. In line with a policy of "each issue better than the last," Jim, who comes from a long line of newspaper men, is burning the midnight oil more on the paper, than he did for even his final exams.

Also to Brother Art Linsner whose versatility in school affairs is directly responsible for the tremendous increase in the prestige of Delta Sigma Pi up at school. With untiring effort he has welded the "Violet Skull" into a close-knit, smoothly functioning group, making it a dominant force in commerce affairs. Al-

though Delta Sigma Pi has long held a place of high esteem at New York University, through Art's efforts it is now "the fraternity" at school.

Alpha Chapter is filled with men like these; untiring, unselfish, and possessing the true fraternal ideals. And as long as we have men like these our position at school will remain unchallenged. For they are men of Delta Sigma Pi, men of commerce, and the world is better for their living upon it.—JOHN C. LECLAIR

## SOUTH CAROLINA

**BETA GAMMA CHAPTER** of Delta Sigma Pi is practically at a standstill due to the fact that the inevitable always happens. Final examinations came into the limelight this week and all extracurricular activity has been neglected. Beta Gamma Chapter is proud of the fact that it is number 18 in the Chapter Efficiency Contest with a total of 32,500 points. The chapter is striving to reach the maximum of 100,000 points.

Fourteen new members were welcomed into Beta Gamma Chapter at the formal initiation held December 19, 1947. The new brothers to join the International Fraternity of Delta Sigma Pi were Wallace P. Barnes, Edwin Bingenheimer, Kenneth E. Brockington, Lewis C. Crouch, Robert Fowler, Glenn J. Mack, John Nettles, William O'Cain, Porter Rivers, Robert P. Sanders, Bobbie N. Taylor, Dixon P. Timmerman, Leroy Weeks, and Wallace Wharton. The new initiates were entertained at a banquet the following night, December 20, 1947.

The last business meeting of Beta Gamma Chapter for the fall semester was held at Harper College, 7:30 P.M., January 9, 1948. Election of officers was held and the results are Head Master, Herbert W. Traylor; Senior Warden, Samuel A. Benson; Junior Warden, Morris W. Phillips, Jr.; Treasurer, Olin F. Moody; Scribe, Bobbie N. Taylor and the DELTASIG Correspondent, Glenn J. Mack.

The alumni club of Columbia, S.C., is in the process of being reorganized through the tireless efforts of Brothers John Turnbull, Frank Meeks, Frank Taylor, and Bill Whitney.

Plans are in the making to bring the professional tennis team of Bobby Riggs-Jack Kramer, who are touring the country, to Columbia, S.C. Beta Gamma Chapter of Delta Sigma Pi and the Y.M.C.A. are underwriting these plans. On Saturday, January 17, 1948 an informal dance was given in honor of the brothers we are losing through graduation this semester. I extend on behalf of the brothers of Beta Gamma Chapter a most hearty invitation to drop in to see us at Tenement 14, University of South Carolina, when you come to, or pass through Columbia, South Carolina.—JAMES A. COBB, JR.

## RIDER

**BETA XI BROTHERS** welcomed 1948 in true spirit. True spirit, not only because of the attendance at the New Year's house party but also because of traveling through the snow-piled terrain of the East. Brother Ritz made the gourmets happy by preparing a spaghetti dinner fit for the House of Savoy. Dancing followed, and of course the usual horn-blowing, etc., that marks New Year festivities.

Hail the champions! The Bellevue Avenue boys were co-winners of the Rider College touch football league. Outstanding playing and excellent sportsmanship left no doubt to the many spectators at the play offs that Beta Xi Chapter deserved the trophy.

Planned events are taking shape as this issue goes to press. The Beta Xi Chapter Rose has been selected, and the voting committee has



**KAPPA CHAPTER, GEORGIA-ATLANTA, PROFESSIONAL PROGRAM AND BANQUET** which was held at the Deltasig Lodge on December 7. Speakers' Table, Left to right: President Harold O. Duncan, Atlanta Alumni Club; H. Clyde Kitchens, president Deltasig Lodge; Ben Binford, head master Kappa Chapter; Honorable George B. Hamilton, treasurer of the State of Georgia and guest speaker; William F. Lozier, toastmaster; Professor William B. Pirkle; and Roy Drukenmiller, principal of Russell High School.

kept the winner's name secret. So well has the secret been kept that it is general opinion that the committee members should be chosen for the Atomic Control Commission.

The Rose will be announced and a crown of roses will be placed upon her head during the ceremony at the initiation formal. In addition to the honor, the lovely lady will receive an evening gown, a wrist watch and a photograph of herself. Alumni members will soon be organized in an active Beta Xi Chapter Alumni Club. A register of all members is being compiled by the undergraduate brothers. The booklet will be published soon.

James D. Thomson, Assistant Grand Secretary-Treasurer from Chicago, was present at a recent meeting. Interesting facts were brought forth by Brother Thomson as he spoke on the activities of The Central Office, his current eastern trip, the regional meeting, future plans of Delta Sigma Pi and other fraternal business.

Many of the brothers are already shaking silver into the bag in anticipation of the regional meeting. Beta Xi Chapter hopes to have at least 80 per cent of its members present.—ARTHUR J. UNGERLEIDER

## NORTH CAROLINA

**BY THE TIME** the present issue of The DELTASIG reaches you, Alpha Lambda Chapter will have increased its membership through initiation of its pledge class of 19 men. In addition to its program for informal initiation, the chapter has made plans for the formal initiation ceremonies, a buffet supper, and a dance. The new men, who have been under the able guidance of Brother Monroe Landreth since becoming pledges, should prove valuable additions to our chapter and the entire fraternity.

Of special interest among the professional activities of our chapter, was a recent meeting which featured a talk on "Job Opportunities in Production," by Professor Dykstra, head of the production department of the School of Commerce. A great deal of interest was shown in this program, which was attended by the entire chapter and many guests from the School of Commerce. Similar professional activities are planned for the remainder of the year, in addition to inspection trips of several industrial plants located in the surrounding area.

Alpha Lambda Chapter is now conducting a drive which has as its goal the raising of funds for a chapter house. The drive is being conducted by the alumni committee, headed by Brother Bill Mason, and the trustees of the "Chapter Building Fund." Much interest, on the part of both the active brothers and alumni, has been shown in this campaign. It is the

desire of our chapter to be able to build a house after conditions become more stable. The present house, which is being rented, is fast becoming inadequate, as the chapter's membership and activities on the campus are continuing to expand.

As we enter the last half of the current school year, interest is mounting in the Chapter Efficiency Contest. A large number of points have already been submitted to the Central Office. Alpha Lambda Chapter is anticipating a score of 100,000 points upon tabulation of the final results.—J. EDWARD FAULKNER, JR.

## TEMPLE

**A MEMBER OF THE FACULTY** of the Temple University School of Business and Public Administration was initiated into Omega Chapter on December 5. The new brother, James Henry Pye, Jr., is an instructor in insurance. He received his B.S. from Pennsylvania Military College in 1943, and then went to the University of Pennsylvania for his M.S. Brother Pye, who intends to be married shortly, did not keep his fraternity pin long. Miss Martha Hess is the proud wearer of Brother Pye's fraternity pin. Other new brothers initiated on December 5 are George M. Curio, Brother Thomas McCormack, and Brother Edward McLean. A party was held in honor of the new brothers on December 19.

By the time of publication Omega Chapter will have celebrated its twenty-fifth birthday. It is planned to make this celebration one of the most outstanding events of the year. Omega Chapter was installed on February 23, 1923. Tentative plans for Omega's birthday party call for an afternoon tea on the afternoon of Friday, February 20, to which members of the faculty will be invited. Following the tea, open house will be held on Friday night. There will be a dinner on Saturday afternoon, and a dance on Saturday night. It is hoped that many of the original members of Omega Chapter will be on hand for the festivities. A prize will be awarded to the man present with the lowest Omega number.

Officers elected to head Omega Chapter during the coming year are Head Master, Matthew H. Parry; Senior Warden, Edward J. Sodoma; Junior Warden, James Love; Treasurer, Henry W. Hochstrasser; Scribe, Robert March; Chancellor, Donald L. Scanlon; Historian, Frederick J. Robinson.

Omega Chapter is conducting a campaign to secure a television set for the chapter house. The chapter is sponsoring a raffle to aid in the raising of funds for this project. In conjunction with the raffle and for the same purpose

active members are engaged in selling magazine subscriptions. The bowling team, which has been champion for three years in succession, has started the season in the right direction to retain its title. Two games have been played so far with Omega winning one, and being tied in the other.

A very good indication as to how far Omega is going to progress is the number of alumni now taking an active part in fraternity affairs. It is encouraging to see more alumni than ever and it does much to promote the feeling of fraternity.

## TEXAS TECH

**BETA UPSILON CHAPTER** initiated its first professional activity as a chapter of Delta Sigma Pi by conducting a tour of the Ford Motor Plant in Lubbock, Texas, December 8, 1947. Elmer Tarbox, manager of the plant is also president of the Texas Technological College Ex-Students Association. He was cognizant of our keen interest and attempted to show us the various points of the plant in a very educational and interesting manner. Our first group of pledges, which had been selected December 4, 1947, was also impressed by our first tour.

From a group of 636 male students in the Division of Business Administration, we selected a group of 16 men as our preliminary pledge group. These 16 men were invited to a rush function which was held in the Administration Building of the College. Brother Root, Dean of Business Administration, gave an interesting talk on the advantages of a professional fraternity for students of Commerce and Business Administration. Senior Warden Bill Hutcheson, gave a short history of Delta Sigma Pi with its aim and purpose. The obligations and duties of membership were explained to the prospective pledges by Junior Warden Bill Hilgenfeld. A sheet of paper was passed around the room for the pledges to show any indication of joining our fraternity. The entire group of 16 showed marked interest in the fraternity and all indicated a preference to join. Likewise, our membership was impressed by the attitude and intelligence of our prospective pledge group.

The first social function of our chapter was an informal dance given in honor of the new pledges at Larrimore's Dance Studio. Brother T. C. Root was faculty executive for the dance. Howard E. Golden, our faculty advisor, was

unable to attend the dance because of an out of town engagement.

Eight of our members will be graduated January 31, 1948. Among this group will be Head Master, Rayford L. Moody, who has done so much to bring a chapter of Delta Sigma Pi to Texas Technological College. In appreciation of his valuable services and helpful guidance, the Beta Upsilon Chapter voted unanimously to give him a gold gavel for his key chain. Our first Beta Upsilon newsletter will be published January 25, 1948. It is our aim to publish a newsletter that will be influential and educational for our membership and pledges as well as our alumni.—**JOHN W. WELLS**

## JOHNS HOPKINS

**FOR ITS FIRST SMOKER**, and to set the year's professional program going in high gear, Chi Chapter was fortunate in securing, as speaker, Head Coach Cecil Isbell of the Baltimore Colts—Baltimore's recently organized professional football club. Timed to take place at the height of the football season and given efficient advance publicity, the smoker created a large amount of interest on the campus. A large crowd attended and Chi Chapter was enormously pleased with the event and all those who helped to make it such a success, particularly Brother Jim Fry, the chairman of the professional committee, who was responsible for all the details.

The optimism generated by the success of the first smoker was further increased by Chi Chapter's membership committee's announcement that one-half the quota of new members for this year had been secured. Later, it devolved upon Brother John Gimbel, to make the announcement that two of his committee's pledges had been dropped at the eleventh hour. However, at a very fitting ceremony, our ritual team initiated into Chi Chapter six new members: Morgan Gibson, Jr.; Joseph White; Walter Hiser; Rahiban Odette; Edward Mullen; Charles Sparenberg. The night after the initiation Chi Chapter, on December 13, celebrated its birthday with a party and dance and so brought to a close its activities for the calendar year.

Entering the new year, Chi Chapter continued its professional program with a January 15 smoker at which complete motion pictures, in color, were shown of two of the Baltimore

Colts football games. As at the first smoker, there was a large attendance, and during the evening Brother Ed. Jacob, Chi Chapter's headmaster, speaking a few appropriate words, made the formal presentation of the Delta Sigma Pi Scholarship Key to the winner for the academic year 1946-47.

On January 17, at a banquet given by the Baltimore Alumni Club, the members of Chi Chapter were fortunate in meeting the entire Grand Chapter Executive Committee, in whose honor the banquet was given. Members of this committee are Grand President Allen L. Fowler of Philadelphia, William J. Durgin of New York and John L. McKewen of Baltimore. All in attendance were Grand Secretary-Treasurer H. G. Wright and Assistant Grand Secretary-Treasurer J. D. Thomson, both of Chicago. At this time it was formally announced that the 1949 Grand Chapter Congress will be held in Baltimore in September 1949. Chi Chapter is honored to have had its invitation accepted for this event and is proud to begin to make plans for it.—**PARK P. HOWARD**

## CREIGHTON

**BETA THETA CHAPTER** turned out almost to the man for the Alpha Delta Chapter's "Xmas Party," given in Lincoln before Christmas. The party was a wonderful success, consisting of dinner, and dancing at the "Turnpike." Praises for that chapter's work are indeed to be expressed by one and all of our chapter. It was a party well planned.

Something new was tried at Creighton in January. The Interfraternity Council sponsored an activity called "Inter-Frat Night." The first trial of the idea was given at the Birchwood Club in Omaha. The evening began with a short entertainment, a magic show given by Father Hayden, a member of the Creighton Faculty. Immediately following the show was dancing, and later a light lunch. The idea proved so successful that the council has decided to sponsor a similar activity each month.

At the last business meeting in January, a new senior warden was elected to replace the retiring officer, William Polen. Philip McCarthy was elected to the post. It was suggested at the meeting that a plaque be presented to the School of Commerce on which would be inscribed the names of the Deltasigs who were killed in action. Also, plans were made for the next initiation, to take place in March. This initiation of new members will bring Beta Theta Chapter up to its full strength. Plans were also discussed for the business and professional meetings to be held next semester. The members of Beta Theta Chapter are eagerly awaiting the final decision in the contest for the Rose of Deltasig. And we are working, with the Chapter Efficiency Contest always in mind.—**WILLIAM S. MATTHEWS**

## TENNESSEE

**ALPHA ZETA CHAPTER** at the University of Tennessee entertained approximately 40 prospective pledges on January 28, 1948. Our intent was to interest them in the purposes of Delta Sigma Pi and to later pledge those who we feel show a genuine interest in the fraternity and who will work with us in building a greater chapter. We also had with us Professor Robert Laws, a member of the department of economics here at Tennessee. Professor Laws has expressed great interest in our organization and is to aid us in making important chapter decisions. The program will open as a regular professional meeting to acquaint the prospective pledges with one of the purposes of Alpha Zeta Chapter and of Delta Sigma Pi. Afterwards refresh-



**ALPHA CHAPTER, NEW YORK.** FIRST ROW, Left to right: Ernest Nothelfer, Kevin Wright, Richard Routh, Anthony Noel, Robert McElroy, and William Hammel. SECOND ROW: John Dunn, William Dralle, William Parker, Clifford Milton, Jerry Caldarelli, John Taylor, Walter Rios, Edward Malinowski. THIRD ROW: Gerald Reynolds, James MacKenzie, Stephen Koch, William Kiefer, Carl Carbone, Wallace Nowel, Otto Meyer, Donald Withers, Edmund Powers, Vincent Dunn, William Florentz, Arthur Linsner. FOURTH ROW: Rodney Stahl, John Wallace, James Souran, Harold O'Sullivan, John LeClair, James Crayhon, LeRoy Klemm, Alfred Reichart, and Paul Lee.

ments will be served and an informal discussion will be held to explain the purpose of the meeting and for the actives to meet the men they happen not to know.

We have a Deltasig now at the head of the industrial management department at the University of Tennessee. He is Professor C. A. Slocum who came here last quarter from Ohio State University. It is interesting to note that the majority of our department heads in the College of Business Administration are members of Delta Sigma Pi.

Alpha Zeta hopes that with the pledging and later initiation of a substantial number of the prospective pledges it will have no trouble in topping last year's record and going on to be among the winners this year in the chapter efficiency contest. Alpha Zeta also would like to express sincere thanks for the Christmas cards we received from many chapters and from our alumni.—WALTER S. ADAMS

## LOUISIANA

POST CHRISTMAS ACTIVITIES of Beta Zeta Chapter at Louisiana State University were resumed on January 8 with a luncheon meeting being held at a local restaurant. The activities of the chapter were hampered to a considerable extent by the close-

ness of the first semester final examinations. Our second regular meeting of the New Year also consisted of a luncheon meeting. Due to the end of the first semester being in January, further meetings of the chapter were postponed until February.

Through mid-term graduation the chapter is losing some valuable active members, but we are hoping that they will remain active alumni members. The following actives are graduating: Ogden H. Hall, M. Paul LeBlanc, Herbert P. Dawkins, James E. Henry, William S. Walker, Bruce T. Wilgus, and Earl G. Williamson. These men will receive bachelor of science degrees. The chapter is also losing an active graduate student, H. Gordon Pruyn, who will receive his master of business administration degree.

Plans for an active spring semester have been made and the plans include the engagement of a number of prominent businessmen as speakers. Foremost among the prominent speakers we hope to have is the Governor of Louisiana, the Honorable James H. Davis. Also included are plans for a spring initiation. At this initiation the chapter will initiate Dr. T. H. Cox, professor of Business Administration, in addition to many new undergraduates. We believe that the coming semester will prove to be as good if not better than the semester just ended.—ROBERT S. WISE, JR.

- 344 VERNON R. GRADY, Oconto, Wis.
- 345 PHILIP A. HALL, Royal Oak, Mich.
- 346 R. PHILIP HARTER, East Rochester, N.Y.
- 347 DONALD KRELL, Ann Arbor, Mich.
- 348 WILLIAM D. LABAW, Chicago, Ill.
- 349 JOHN C. LIADIS, Detroit, Mich.
- 350 J. J. PHELAN, Oak Park, Ill.
- 351 ROBERT D. RACINE, La Grange, Ill.
- 352 SAMUEL N. SPRING, II, Detroit, Mich.
- 353 T. J. WARD, Grosse Point, Mich.
- 354 NICKLOS WEBER, JR., Ann Arbor, Mich.
- 355 EDWARD WISNIEWSKI, Detroit, Mich.

### PI—Georgia (Athens)

December 7, 1947

- 365 CHARLES A. BATTLE, JR., Ellaville, Ga.
- 366 VERNON E. CASE, Chattanooga, Tenn.
- 367 F. R. CRITTENDEN, JR., Pelham, Ga.
- 368 GEORGE E. DANIEL, Macon, Ga.
- 369 CECIL C. DAVIS, Chipley, Ga.
- 370 JOSEPH J. DIXON, JR., Camilla, Ga.
- 371 F. D. DURDEN, Graymont, Ga.
- 372 POPE M. ELLARD, Cornelia, Ga.
- 373 JOHN E. FEARS, JR., Madison, Ga.
- 374 MALCOLM C. JERNIGAN, Tampa, Fla.
- 375 ROBERT J. MERCHANT, Willacoochee, Ga.
- 376 D. REID MERRITT, Buford, Ga.
- 377 JAMES E. NIVENS, Gainesville, Ga.

### CHI—Johns Hopkins

December 12, 1947

- 247 MORGAN S. GIBSON, JR., Baltimore, Md.
- 248 JOSEPH W. WHITE, Baltimore, Md.
- 249 WALLER B. WISER, Baltimore, Md.
- 250 RAHLBAN E. ODETTE, Towson, Md.
- 251 EDWARD F. MULLEN, Annapolis, Md.
- 252 CHARLES F. SPARENBERG, Baltimore, Md.

### PSI—Wisconsin

October 19, 1947

- 392 ALFRED J. DEBELL, Bristol, Wis.
- 393 GEORGE FAIT, Silver Lake, Wis.
- 394 MERLYN C. RUE, Fond du Lac, Wis.
- 395 JOHN B. MURRELL, Philadelphia, Pa.
- 396 ROBERT E. HAYES, Monroe, Wis.
- 397 CLAYTON B. PETERSON, Madison, Wis.

January 11, 1948

- 398 ORVILLE W. VORPAGEL, Plymouth, Wis.
- 399 GORDON F. WARE, Madison, Wis.
- 400 CLARENCE J. FENZAU, Lancaster, Wis.
- 401 DERRY W. WAGNER, Madison, Wis.
- 402 ROBERT J. MARKOWSKY, Milwaukee, Wis.
- 403 MAURICE M. SAUER, Oregon, Ill.
- 404 R. C. GLUTH, Milwaukee, Wis.
- 405 JOHN H. MCCOSKER, Milwaukee, Wis.
- 406 HAROLD E. BOHNSACK, Plymouth, Wis.
- 407 LAWRENCE CARLOVSKY, Fond du Lac, Wis.

### OMEGA—Temple

December 14, 1947

- 473 JAMES H. PYE, JR., Narberth, Pa.
- 474 GEORGE M. CURIO, Newfield, N.J.
- 475 THOMAS J. MCCORMACK, Philadelphia, Pa.
- 476 EDWARD MCLEAN, Vineland, N.J.

### ALPHA BETA—Missouri

October 26, 1947

- 479 DONALD BRECKENRIDGE, University, Mo.
- 489 JOHN E. BRET, Jefferson City, Mo.
- 490 LOUIS E. BRET, JR., Bonnots Mill, Mo.
- 491 EDWARD F. BRODIE, Kansas City, Mo.
- 492 JOE A. BURNS, Hornersville, Mo.
- 493 ROBERT A. BUSSE, Webster Groves, Mo.
- 494 ROBERT L. BUTLER, Placerville, Calif.
- 495 CARVEL J. COLE, JR., St. Louis, Mo.
- 496 WILLIAM R. DEMARAY, Joplin, Mo.
- 497 DANIEL P. FINNEY, Brentwood, Mo.
- 498 WILLIAM W. GLEBOFF, St. Louis, Mo.
- 499 LAWRENCE R. HAUBEIN, Lockwood, Mo.



### DELTA—Marquette

December 6, 1947

- 464 VICTOR A. BREUCKMAN, Racine, Wis.
- 465 PATRICK M. GAHAGAN, Milwaukee, Wis.
- 466 ANTHONY J. GAHN, JR., Milwaukee, Wis.
- 467 ROBERT M. GLEISNER, Milwaukee, Wis.
- 468 JOHN D. KERSLAKE, Milwaukee, Wis.
- 469 HARRY J. KLEE, Fond du Lac, Wis.
- 470 HOWARD C. MILLER, Milwaukee, Wis.
- 471 PATRICK L. MILLER, Milwaukee, Wis.
- 472 HAROLD L. NASS, Milwaukee, Wis.
- 473 JAMES H. ROTH, Milwaukee, Wis.
- 474 WILLIAM J. SCHENDT, Milwaukee, Wis.
- 475 ROBERT F. SCHINDERLE, Mayville, Wis.
- 476 PAUL H. SLEGER, Manitowoc, Wis.
- 477 CLIFFORD H. THOMA, Milwaukee, Wis.
- 478 EDWARD C. VAN BECKUM, Milwaukee, Wis.
- 479 DONALD J. WOLF, Milwaukee, Wis.
- 480 LOUIS S. JABLONSKI, Milwaukee, Wis.
- 481 CHARLES J. TOBIN, Milwaukee, Wis.

### IOTA—Kansas

December 4, 1947

- 295 DUANE A. JAMES, Independence, Kan.
- 296 WALTER C. EMERY, Kansas City, Kan.
- 297 EVERETT D. LAND, JR., Mission, Kan.
- 298 ROBERT B. DOCKING, Lawrence, Kan.
- 299 RAYMOND L. MOORE, Lexington, Mo.
- 300 CHARLES M. WARDIN, Lawrence, Kan.
- 301 D. N. FULTON, Kansas City, Mo.
- 302 RICHARD W. WAHL, Saxman, Kan.
- 303 HAROLD R. NICHOLS, Hoxie, Kan.
- 304 BILL D. JOHNSON, Nickerson, Kan.
- 305 EDGAR L. K. JOHNSON, Independence, Mo.
- 306 STEWART F. LAMBERS, St. Joseph, Mo.
- 307 JAMES E. SWALWELL, Topeka, Kan.
- 308 GORDON L. WALTERS, JR., Anthony, Kan.

### KAPPA—Georgia (Atlanta)

December 14, 1947

- 462 FRED I. BLACKMON, Hapeville, Ga.
- 463 C. B. FARMER, Atlanta, Ga.
- 464 WILLIAM N. EDGE, JR., Atlanta, Ga.
- 465 ALAN B. BLAISDELL, Decatur, Ga.
- 466 GLENN C. BLAISDELL, Decatur, Ga.
- 467 RICHARD L. BOGGS, JR., Atlanta, Ga.
- 468 O. G. OWNBY, JR., Atlanta, Ga.
- 469 EUELL FRAZIER, Columbus, Ga.
- 470 BYRON R. KITCHENS, Tifton, Ga.
- 471 AUBREY SIMPSON, Atlanta, Ga.

### MU—Georgetown

December 6, 1947

- 380 JOHN T. DORAN, Newark, N.J.
- 381 GUY FERRI, Hamburg, Pa.
- 382 ROBERT W. GROVE, Arlington, Va.
- 383 VAUGHAN G. MACDONALD, Chevy Chase, Md.
- 384 ALEXANDER J. NADER, Altoona, Pa.
- 385 PAUL E. NELSON, Ardsley, N.Y.
- 386 DAVID G. POE, Cynwyd, Pa.
- 387 TIMOTHY F. PREECE, Waterloo, Iowa
- 388 JAMES M. THOMPSON, Minneapolis, Minn.
- 389 LOUIS J. ZICKAR, Farrell, Pa.

### XI—Michigan

January 11, 1948

- 334 KENNETH L. BLOCK, Ann Arbor, Mich.
- 335 ALEXANDER J. BACON, Detroit, Mich.
- 336 JOHN T. BANKUS, Lynn, Mass.
- 338 SAMUEL L. BELLANCA, Mt. Morris, N.Y.
- 339 ROBERT J. CLARKE, Jackson, Mich.
- 340 FRANCIS E. COCSDILL, Detroit, Mich.
- 341 ORRIN DELAND, Adrian, Mich.
- 342 LAWRENCE C. DRAKE, Hempstead, N.Y.
- 343 ERNEST A. EIBACH, Detroit, Mich.

- 500 L. J. BENNINGER, Bowling Green, Ohio  
 501 DOLPH CREWS, Springfield, Mo.  
 502 G. R. CROUCH, Bethany, Mo.  
 503 H. E. DONLEY, Wartensburg, Mo.  
 504 WILLIAM W. HOWLETT, Hartford, Mich.  
 505 ORBA F. TRAYLOR, Columbia, Mo.  
 506 THOMAS L. WHISLER, Columbia, Mo.  
 507 JOHN G. HEINZELMAN, Kansas City, Mo.  
 508 GEORGE M. HULVER, Concordia, Mo.  
 509 LEONARD E. HUTCHISON, Springfield, Mo.  
 510 ROLAND H. JACELS, Cole Camp, Mo.  
 511 KLEBER C. JONES, JR., Columbia, Mo.  
 512 MARVIN F. LAMMERS, Boonville, Mo.  
 513 WALTER R. LONG, Springfield, Mo.  
 514 JOHN E. McLAUGHLIN, Kansas City, Mo.  
 515 JOHN J. McNAMARA, Mentor, Ohio  
 516 VICTOR E. MOORE, Poplar Bluff, Mo.  
 517 J. CLYDE NIELSEN, Columbia, Mo.  
 518 TED A. NORWOOD, Jefferson City, Mo.  
 519 JOHN S. PELOT, Marshall, Mo.  
 520 RILEY R. QUICK, Independence, Mo.  
 521 SELDON RIGGINS, Marshall, Mo.  
 522 JAMES G. ROSE, South Orange, N.J.  
 523 RAY SACEHORN, Concordia, Mo.  
 524 FRED C. SCHLUNZ, Ottumwa, Iowa  
 525 ANDREW J. SHIRK, Columbia, Mo.  
 526 JOHN R. SMITH, Ft. Smith, Ark.  
 527 HOWARD M. SODERSTROM, Columbia, Mo.  
 528 HAROLD A. SPENCE, St. Louis, Mo.  
 529 WARREN C. STICE, Harrisonville, Mo.  
 530 GALE B. STRANK, Wellsville, Mo.  
 531 JOHN H. STRETCH, Kansas City, Mo.  
 532 CHARLES W. VAUGHAN, Columbia, Mo.  
 533 WILLIAM S. WADDELL, Versailles, Mo.  
 534 WILLIAM L. WASSON, Harrisburg, Ill.

ALPHA GAMMA—Penn State

December 12, 1947

- 393 DAVID M. HUBER, JR., Lancaster, Pa.  
 394 LEONHART G. JENSEN, Geddes, S.D.  
 395 JESS T. HILLER, Ridgewood, N.J.  
 396 WILLIAM A. SCHREYER, Williamsport, Pa.  
 397 GEORGE F. DORRANCE, Elkland, Pa.  
 398 ALEXANDER MAURO, Washington, D.C.  
 399 DONALD E. REIST, Mount Joy, Pa.  
 400 THOMAS C. BOTSFORD, Philadelphia, Pa.  
 401 ARTHUR W. EVANS, Philadelphia, Pa.  
 402 NELSON R. DAVAGE, Pittsburgh, Pa.  
 403 EDWARD J. LEFEVRE, West Chester, Pa.  
 404 OWEN J. GIBLIN, Drexel Hill, Pa.  
 405 BERT L. AGNEW, Aspinwall, Pa.  
 406 JOHN L. MAPES, Long Island, N.Y.  
 407 ALAN G. HACK, JR., Shamokin, Pa.  
 408 HAROLD N. LENKER, Millersburg, Pa.  
 409 C. PHILIP MOORE, JR., York, Pa.

ALPHA DELTA—Nebraska

November 16, 1947

- 363 WENDAL L. BUSBOOM, Glenvil, Neb.  
 364 DONALD V. CARY, JR., Lincoln, Neb.  
 365 ROBERT S. FRANKE, Wood River, Neb.  
 366 WILLIAM F. FUHR, Spencer, Neb.  
 367 WARREN W. HINRICHS, Beatrice, Neb.  
 368 ELDON S. HUFF, Lincoln, Neb.  
 369 GORDON L. HUMBERT, Crawford, Neb.  
 370 ROGER T. LARSON, Dakota City, Neb.  
 371 GEORGE R. POLSKI, St. Paul, Neb.  
 372 JOHN H. SCHALLER, Lincoln, Neb.  
 373 WILLIAM F. SPIKES, St. Paul, Neb.  
 374 ROBERT H. STILLINGER, Columbus, Neb.  
 375 RICHARD G. WINDRUM, Dawson, Neb.  
 376 LAURIE S. ROBERTSON, Lincoln, Neb.  
 377 CHARLES J. KENNEDY, Lincoln, Neb.

ALPHA EPSILON—Minnesota

January 10, 1948

- 458 EDWARD P. ALBERTS, Duluth, Minn.  
 459 JAMES V. ALDRIDGE, St. Paul, Minn.  
 460 ROBERT E. BOLL, Minneapolis, Minn.  
 461 LUVAIN BUE, St. Paul, Minn.  
 462 BOYD K. CADWELL, Minneapolis, Minn.  
 463 WILLIAM F. COLAN, Minneapolis, Minn.  
 464 MORRIS D. DETTMAN, Minneapolis, Minn.

- 465 HENRY A. DORFF, JR., Minneapolis, Minn.  
 466 JOHN C. HUNSINGER, Minneapolis, Minn.  
 467 ANDREAS PAPANDREOU, Minneapolis, Minn.  
 468 RICHARD G. JAEHNING, Morton, Minn.  
 469 VERNON L. KNUDSEN, Minneapolis, Minn.  
 470 JOHN R. KUJAWA, St. Paul, Minn.  
 471 ROLAND E. OVERVOLD, Moorhead, Minn.  
 472 MARVIN L. PANEK, Howard, S.D.  
 473 ROBERT D. SCHAIBLE, St. Paul, Minn.  
 474 RICHARD H. SCHLADER, Minneapolis, Minn.  
 475 HARVEY E. SKAAR, Minneapolis, Minn.  
 476 EDWIN H. LEWIS, Minneapolis, Minn.  
 477 JEROME H. SWENSON, Moorhead, Minn.  
 478 HAROLD L. THOMSEN, Osmond, Neb.  
 479 GEORGE W. WAGNER, Bovey, Minn.

ALPHA ZETA—Tennessee

December 7, 1947

- 250 JAMES B. HOLT, Johnson City, Tenn.  
 251 FRANK K. KING, Kingsport, Tenn.  
 252 THOMAS H. LESTER, Lenoir City, Tenn.  
 253 FRED C. McCORKLE, Knoxville, Tenn.  
 254 ERNEST P. NEWBERN, JR., Memphis, Tenn.  
 255 STEPHEN H. RHEA, Memphis, Tenn.  
 256 JAMES R. SCANLAN, Chattanooga, Tenn.  
 257 THEODORE L. WEBER, Memphis, Tenn.

ALPHA IOTA—Drake

October 18, 1947

- 230 MELVIN W. ALLISON, Des Moines, Iowa  
 231 FRED W. ANDERSON, Radcliffe, Iowa  
 232 JAMES K. DYSART, Des Moines, Iowa  
 233 NORMAN W. FOSS, Latimer, Iowa  
 234 PAUL E. LAY, West Des Moines, Iowa  
 235 LARRY E. LEAVERTON, Des Moines, Iowa  
 236 R. K. MULHERN, Des Moines, Iowa  
 237 MAURICE NITCHALS, Fort Des Moines, Iowa  
 238 GEORGE A. OLSEN, Des Moines, Iowa  
 239 RICHARD PLATTE, Wapello, Iowa  
 240 HARRY J. REAMES, Des Moines, Iowa  
 241 ROBERT SULLIVAN, Fort Des Moines, Iowa  
 242 VIRGIL WESTERCAMP, Oskaloosa, Iowa  
 243 ALBERT AUGUSTINE, Des Moines, Iowa  
 244 RAYMOND V. CRADIT, Des Moines, Iowa  
 245 FLOYD S. HARPER, Des Moines, Iowa

ALPHA RHO—Colorado

December 14, 1947

- 349 JACK L. BALCH, Burley, Idaho  
 350 TOWNSEND BLANKENSHIP, Lafayette, Colo.  
 351 D. W. CALDWELL, Center, Colo.  
 352 JOHN B. CRAMER, Boulder, Colo.  
 353 FRED L. DUNCANSON, Winnebago, Minn.  
 354 CLAIR E. FREEMAN, JR., Denver, Colo.  
 355 R. E. FRYBACK, Colorado Springs, Colo.  
 356 WILLIAM G. GRIGSBY, Sioux Falls, S.D.  
 357 RICHARD T. HEPWORTH, Evanston, Ill.  
 358 THOMAS H. HUTCHINSON, Boulder, Colo.  
 359 A. E. KENDIG, Wheatland, Wyo.  
 360 JOHN L. KILZER, Boulder, Colo.  
 361 JOHN L. KING, Greeley, Colo.  
 362 LEROY D. MOLONEY, Monte Vista, Colo.  
 364 RICHARD PHILLIPS, Nampa, Idaho  
 366 JOE S. REYNOLDS, Greeley, Colo.  
 367 THEODORE G. SCHMIDT, Scottsbluff, Neb.  
 368 JAMES H. SHANER, Denver, Colo.  
 369 NORTON C. SEEBER, Chicago, Ill.  
 370 WILLIAM H. SMITH, Evanston, Ill.  
 371 LLOYD J. SUGASKI, Elyria, Ohio  
 372 JOSEPH L. FRASCONA, Boulder, Colo.  
 373 J. M. GRIEST, Boulder, Colo.

ALPHA SIGMA—Alabama

August 13, 1947

- 358 WILLIAM S. BOYD, JR., Laurel, Miss.  
 359 WALTER G. BRIDGES, University, Ala.  
 360 JAMES M. CLARK, University, Ala.  
 361 CYRUS H. COLE, Hazel Green, Ala.  
 362 C. H. COLEMAN, Talladega, Ala.

- 363 MAURICE F. COX, Tuscaloosa, Ala.  
 364 FRANK T. DUVAL, Birmingham, Ala.  
 365 FREDERICK B. FIRST, Birmingham, Ala.  
 366 HENRY B. GIBBS, Birmingham, Ala.  
 367 SAMUEL C. ROUNTREE, University, Ala.  
 368 THOMAS M. THAMES, Tuscaloosa, Ala.  
 369 JOHN A. WOOTON, JR., Madison, Miss.  
 370 JOHN E. TAYLOR, Birmingham, Ala.  
 371 LUTHER F. JOHNSON, Selma, Ala.

December 4, 1947

- 372 JAMES B. BAKER, Hatton, Va.  
 373 REX W. BLACK, Guin, Ala.  
 374 EDWARD Z. CARRELL, Birmingham, Ala.  
 375 WALKER R. GREAVES, Belleville, N.J.  
 376 HAROLD H. HAYS, Montgomery, Ala.  
 377 LAURENS W. JONES, Montgomery, Ala.  
 378 JOHN H. LEE, Birmingham, Ala.  
 379 JAMES S. MCGINTY, Frisco City, Ala.  
 380 E. P. MCKIBBIN, Lesterville, Mo.  
 381 RICHARD W. STOCKARD, Birmingham, Ala.  
 382 WILLIAM W. TUBBS, Tuscaloosa, Ala.  
 383 JOHN D. WISE, JR., Hazelhurst, Miss.  
 384 THEO K. MITCHELSON, Palatka, Fla.

ALPHA UPSILON—Miami

December 16, 1947

- 417 BERNARD C. BROOKS, Cleveland, Ohio  
 446 JOHN R. RITCHEY, Cincinnati, Ohio  
 448 CHARLES R. SMITH, Cohasset, Mass.  
 453 WARREN BARTLEBAUGH, Springfield, Ohio  
 454 WILLIAM B. BAXTER, Short Hills, N.J.  
 455 JACK D. BERNHARDT, Cincinnati, Ohio  
 457 LEO J. BOYLAN, Cleveland Heights, Ohio  
 458 ROBERT CISAR, Solon, Ohio  
 459 JAMES M. COULTER, Cleveland, Ohio  
 460 ELIJAH CRAWFORD, Hamilton, Ohio  
 461 R. MURRAY DALTON, Troy, Ohio  
 462 FREDERIC H. DAVIS, Detroit, Mich.  
 463 EARL R. DULLI, Hamilton, Ohio  
 464 WILLIAM O. DYSARD, Troy, Ohio  
 465 WILLIAM H. FILTER, Wauwatosa, Wis.  
 466 EARL A. GASE, Hamilton, Ohio  
 467 ROBERT L. GILLILAND, Franklin, Pa.  
 468 WILLIAM HANSELMAN, Russellville, Ohio  
 469 JAMES W. HANSEN, Jamestown, N.Y.  
 470 ROY H. HARRIGER, Brookville, Pa.  
 471 WILLIAM A. HENNEKEY, Rochester, N.Y.  
 472 EDWARD A. JACKSON, Franklin, Ohio  
 473 GEORGE JOHNSON, North Lawrence, Ohio  
 474 NORMAN H. LIETKE, Rocky River, Ohio  
 475 MALCOLM W. OWINGS, JR., Norwood, Ohio  
 476 DAVID LAWRENCE PURDOM, JR., Xenia, Ohio  
 477 JOHN ROBINSON, North College Hill, Ohio  
 478 VIRGIL N. SHURTS, Mason, Ohio  
 479 JOHN G. SMALE, Elmhurst, Ill.  
 480 H. ALAN SMITH, Amelia, Ohio  
 481 JOHN L. WINTER, Western Springs, Ill.

ALPHA PHI—Mississippi

January 8, 1948

- 256 LLOYD M. BRIDGERS, Jackson, Miss.  
 257 HOWARD BROWN, Jackson, Miss.  
 258 CHARLES L. BRUECK, JR., Forest, Miss.  
 259 WILLIAM R. COOK, Jackson, Miss.  
 260 JAMES R. COPELAND, Laurel, Miss.  
 261 ARTHUR H. DUNACIN, Hattiesburg, Miss.  
 262 JOSEPH R. FANCHER, JR., Canton, Miss.  
 263 CECIL C. FOX, Canton, Miss.  
 264 JASPER C. HERRIN, JR., Durant, Miss.  
 265 MILTON S. HOOPER, Kosciusko, Miss.  
 266 JOE K. JACOBS, Tupelo, Miss.  
 267 SAMUEL N. JENNINGS, Kosciusko, Miss.  
 268 L. B. LAMPTON, Jackson, Miss.  
 269 LEONARD V. LOCKLEY, JR., Scooba, Miss.  
 270 WILLIAM M. LOYD, JR., Cleveland, Miss.  
 271 CHARLES D. McCOOL, Louisville, Miss.  
 272 ROBERT S. McLAURIN, JR., Brandon, Miss.  
 273 RALPH H. MARBLE, Leland, Miss.  
 274 THOMAS A. ROMANO, Norwich, Conn.  
 275 GUY M. ROWLAND, Walnut, Miss.  
 276 R. L. SMITH, Tupelo, Miss.



- 277 WYLIE C. STEVENS, JR., Hamilton, Miss.  
 278 JACK R. TAYLOR, Glendora, Miss.  
 279 LOUIS L. VISE, JR., Lucedale, Miss.  
 280 HORACE M. WATKINS, Jackson, Miss.  
 281 ALTON E. WINDSOR, Oxford, Miss.  
 282 JASPER B. BROWN, JR., Carrollton, Miss.

BETA GAMMA—South Carolina

December 18, 1947

- 221 LEWIS C. CROUCH, Columbia, S.C.  
 225 WALLACE P. BARNES, Florence, S.C.  
 226 EDWIN W. BINGENHEIMER, Columbia, S.C.  
 227 D. KENNETH BROCKINGTON, Andrews, S.C.  
 228 BOBBY L. FOWLER, Union, S.C.  
 229 GLENN J. MACK, Columbia, S.C.  
 230 JOHN L. NETTLES, Beaufort, S.C.  
 231 WILLIAM M. O'CAIN, Columbia, S.C.  
 232 PORTER RIVERS, JR., Sumter, S.C.  
 233 ROBERT W. SANDERS, JR., Columbia, S.C.  
 234 BOBBIE N. TAYLOR, Kershaw, S.C.  
 235 DIXON P. TIMMERMAN, Edgefield, S.C.  
 236 LEWIS R. WEEKS, West Columbia, S.C.  
 237 WILLIAM WHARTON, JR., Columbia, S.C.

BETA EPSILON—Oklahoma

December 14, 1947

- 205 LYALL BARNHART, Norman, Okla.  
 206 REX D. JOHNSON, Moore, Okla.  
 207 NATHAN G. BAKER, Ft. Smith, Ark.  
 208 H. B. FRANK, JR., Yukon, Okla.  
 209 JOHN E. WHEATLEY, Yukon, Okla.  
 210 GERALD E. DIXON, Hazelton, Kan.  
 211 VICTOR M. THOMPSON, JR., Thomas, Okla.  
 212 WILLIAM B. KENNEDY, Wewoka, Okla.  
 213 FRANK W. BEECHER, Norman, Okla.  
 214 WALTER THOMPSON, Oklahoma City, Okla.  
 215 JACK L. JONES, Seminole, Okla.  
 216 JACK R. SILLS, Vinita, Okla.  
 217 RALPH R. LINNEY, Oklahoma City, Okla.  
 218 JULIAN L. CENTER, Norman, Okla.  
 219 WILLIAM BRANHAM, Oklahoma City, Okla.  
 220 TRACY KELLY, Bristow, Okla.  
 221 JAMES E. SLOAN, Oklahoma City, Okla.  
 222 LUDWELL WALKER, Oklahoma City, Okla.  
 223 RICHARD BARBER, Oklahoma City, Okla.  
 224 MORRIS B. PETERSON, Tulsa, Okla.

BETA ZETA—Louisiana State

December 3, 1947

- 229 DENIS A. BARRY, II, New Orleans, La.  
 230 CARL J. BELLARD, Church Point, La.  
 231 HARRY BENEFIEL, Kenner, La.  
 232 JOHN T. BLANCHARD, Baton Rouge, La.  
 233 JAMES Q. COCKERHAM, Baton Rouge, La.  
 234 JOHN I. DANIEL, III, Zachary, La.  
 235 JOHN F. D'GEROLAMO, Baton Rouge, La.  
 236 RALPH W. DOERNER, Baton Rouge, La.  
 237 EDWARD M. EGAN, Shreveport, La.  
 238 JESSE L. HARPER, JR., Shreveport, La.  
 239 HOLMES M. HOGUE, Shreveport, La.  
 240 A. ESCO KNIGHT, JR., Bogalusa, La.  
 241 THOMAS R. LEDBETTER, Cheneyville, La.  
 242 THOMAS C. LEWIS, Shreveport, La.  
 243 JOAQUIN L. RINCÓN, Coloso, Puerto Rico  
 244 ERNEST McADAMS, JR., Baton Rouge, La.  
 245 GEORGE P. OVERBEY, Jackson, Miss.  
 246 C. A. PATTERSON, Gulfport, Miss.  
 247 THOMAS H. PERKINS, Brookhaven, Miss.  
 248 WILLIAM W. PERKINS, Brookhaven, Miss.  
 249 CHARLES E. ROE, Elizabeth, La.  
 250 WILLIAM P. RUSSELL, Baton Rouge, La.  
 251 MILTON W. SCHOBBER, Shreveport, La.  
 252 ROBERT E. WARREN, JR., Hammond, La.  
 253 MAX E. WATSON, Tallulah, La.  
 254 JESSE D. WHITE, Baton Rouge, La.  
 255 ROBERT J. WILSON, Little Rock, Ark.

BETA THETA—Creighton

November 2, 1947

- 206 THOMAS L. J. ARKWRIGHT, Omaha, Neb.  
 207 EUGENE DENDINGER, Hartington, Neb.  
 208 WILLIAM T. DRESLER, Omaha, Neb.

- 209 JOHN E. HUTCHENS, Lincoln, Neb.  
 210 RICHARD F. JOHNS, Grand Island, Neb.  
 211 DAVID L. KEATING, Yankton, S.D.  
 212 CLEMENT P. McCARTY, Hartley, Iowa  
 213 EDWARD G. O'DONNELL, Omaha, Neb.  
 214 ROBERT L. STOLZ, Colwich, Kan.

BETA IOTA—Baylor

November 17, 1947

- 238 R. M. FIELDER, JR., Abilene, Tex.  
 239 WILFORD E. FLOREY, JR., Overton, Tex.  
 240 G. K. HARCOURT, San Antonio, Tex.  
 241 WYATT H. HEARD, Marietta, Ga.  
 242 LEROY HOWARD, Dallas, Tex.  
 243 JAMES B. JACKSON, JR., Bryan, Tex.  
 244 WALTER L. JACKSON, JR., Ranger, Tex.  
 245 SYVERT H. JONES, Waco, Tex.  
 246 BURNETT C. KING, Ft. Worth, Tex.  
 247 RUSSELL S. LIVINGSTON, Palmer, Tex.  
 248 CECIL E. MASSEY, Stamford, Tex.  
 249 KELLY McCANN, Dallas, Tex.  
 250 WILLIAM A. MERONEY, Waco, Tex.  
 251 HAROLD S. OLSON, Loup City, Neb.  
 252 JOE R. OSBORN, Jonesboro, Ark.

BETA LAMBDA—Alabama Poly

December 9, 1947

- 270 HAROLD D. BRANDES, Birmingham, Ala.  
 271 THOMAS M. BOTSFORD, Opelika, Ala.  
 272 FERRIN C. CAMPBELL, Laurel Hill, Fla.  
 273 HENRY G. CARTER, Prattville, Ala.  
 274 JACK COURSEY, Anniston, Ala.  
 275 HENRY B. DAWSON, JR., Mobile, Ala.  
 276 JOHN B. DUNCAN, Talladega, Ala.  
 277 DAVID F. GUESS, Pensacola, Fla.  
 278 JAMES R. JOHNSON, JR., Columbus, Ga.  
 279 FRANK JONES, Salem, Ala.  
 280 HARRY M. KINNEY, JR., Columbus, Ga.  
 281 JOE E. LAWLESS, Bessemer, Ala.  
 282 EMORY M. MCKINNEY, Auburn, Ala.  
 282 WILLIAM R. PARDUE, Selma, Ala.  
 284 WALTER S. PARKER, JR., Notasulga, Ala.  
 285 WILLIAM E. PITTS, Montgomery, Ala.  
 286 JACK C. SOX, Birmingham, Ala.  
 287 RANKIN W. TIPPENS, Auburn, Ala.  
 288 WILLIAM W. VANN, Trussville, Ala.  
 289 CHRISTOPHER C. WHATLEY, Opelika, Ala.  
 290 TOM M. WOOD, Birmingham, Ala.  
 291 FLOYD G. WORRELL, Columbus, Ga.  
 292 CHARLES P. ANSON, Auburn, Ala.  
 293 ROBERT B. McGEHEE, Auburn, Ala.

BETA NU—Pennsylvania

September 30, 1947

- 393 FRANK C. BAGDAN, Pompton Plains, N.J.  
 December 13, 1947  
 394 EARL T. CULP, Philadelphia, Pa.  
 395 BERT C. DAIKELER, Cynwyd, Pa.  
 396 RAYMOND DION, Philadelphia, Pa.  
 397 ROBERT A. EVANS, Philadelphia, Pa.  
 398 ROBERT E. GLADDEN, Camden, N.J.  
 399 FRANK L. STRONG, Philadelphia, Pa.

BETA XI—Rider

February 6, 1948

- 388 VICTOR J. AMBROSINO, Gloversville, N.Y.  
 389 ROBERT A. BORMUTH, Trenton, N.J.  
 390 LOUIS BOTTERI, Trenton, N.J.  
 391 E. DWIGHT CLARK, Wallingford, Conn.  
 392 JOHN F. COTTRILL, Poughkeepsie, N.Y.  
 393 GEORGE E. SPERNYAK, Corning, N.Y.  
 394 HARRY H. DAVIS, Trenton, N.J.  
 395 NICHOLAS DOROZINSKY, Nesquehoning, Pa.  
 396 ALASTAIR M. FRASER, Rock Tavern, N.Y.  
 397 SEBASTIAN FRAULINO, Middletown, Conn.  
 398 ROBERT K. GEIGER, Sayreville, N.J.  
 399 DONALD C. HACKLEY, Englewood, N.J.  
 400 PAUL F. HAMMEL, Allentown, Pa.  
 401 EDWARD G. HAWKINS, Mount Holly, N.J.  
 402 WILLIAM T. McCLAIN, JR., Trenton, N.J.  
 403 DONALD W. McVAY, Metuchen, N.J.

- 404 JOSEPH A. MESKILL, Trenton, N.J.  
 405 JOHN J. MOORE, Newark, Del.  
 406 PAUL L. ORCHANIAN, Cliffside Park, N.J.  
 407 WILLIAM R. RITCHIE, Newark, Del.  
 408 PATRICK W. RODDEN, Kingston, N.Y.

BETAOMICRON—Rutgers

January 17, 1948

- 164 ROBERT A. CUNNINGHAM, Newark, N.J.  
 165 CHARLES A. DE MARZO, Orange, N.J.  
 166 JAMES J. ELLIS, Joliet, Ill.  
 167 JOSEPH J. ERRICO, Union, N.J.  
 168 HARRY P. ERWINSKI, Jersey City, N.J.  
 169 JAMES FLIER, Ridgewood, N.J.  
 170 WILLIAM FREDERICKSON, Elizabeth, N.J.  
 171 RAYMOND E. JONES, Jersey City, N.J.  
 172 JOHN E. KAMAK, Elizabeth, N.J.  
 173 ARTHUR R. LAUTZ, Newark, N.J.  
 174 GEORGE T. MILLER, JR., Union City, N.J.  
 175 ANTHONY RASTELLI, Newark, N.J.  
 176 JOHN P. SKWAREK, East Orange, N.J.  
 177 EUGENE B. STADLER, Murray Hill, N.J.  
 178 EDWARD J. STAHL, Irvington, N.J.  
 179 EDWARD G. STUTZ, Irvington, N.J.  
 180 WILLIAM M. SUTPHEN, Irvington, N.J.  
 181 WILLIAM R. SYBESMA, Wyckoff, N.J.  
 182 WILLARD A. THOMPSON, Teaneck, N.J.  
 183 LOUIS J. TONINI, Newark, N.J.  
 184 JOHN R. TOPPING, JR., Belleville, N.J.  
 185 RICHARD VAN ALSTYNE, Plainfield, N.J.  
 186 RICHARD H. VERSEPUT, Hoboken, N.J.  
 187 FRANCIS J. WEBER, Maplewood, N.J.  
 188 JOHN H. WEINMANN, Montclair, N.J.  
 189 GUSTAVE WIEDENMAYER, South Orange, N.J.  
 190 EDWARD McCONNELL, Upper Montclair, N.J.

BETA PI—Kent

November 15, 1947

- 122 WILLIAM B. TAYLOR, JR., Akron, Ohio  
 123 DONALD J. CLOUGH, Cleveland, Ohio  
 124 EDWARD A. POESE, Kent, Ohio  
 125 MORRIS D. GALLOWAY, Pearsall, Tex.  
 126 EDWARD R. SPISAK, Lakewood, Ohio  
 127 ANTHONY F. THOMAS, Kent, Ohio  
 128 CLAY W. BAKER, JR., Akron, Ohio  
 129 LAWRENCE P. AVRIL, Youngstown, Ohio  
 130 RAY W. RENO, Cochranton, Pa.  
 131 DONALD C. WRENTMORE, Kent, Ohio  
 132 ROBERT McKEE, Euclid, Ohio  
 133 HUBERT A. HOWES, Trafford, Pa.  
 134 JOSEPH G. STOSICK, Akron, Ohio  
 135 HENRY D. BURY, Kent, Ohio  
 136 WILLIAM C. UNDERWOOD, Kent, Ohio  
 137 CHARLES J. HAAG, Kent, Ohio  
 138 WILLIAM A. STUMPF, Springfield, Ohio  
 139 MELVIN G. LAMPE, Parma, Ohio  
 140 VINCENT J. HUDEC, Akron, Ohio  
 141 LEONARD C. JARVIS, Cleveland, Ohio  
 142 OWEN J. McCAFFERTY, Cleveland, Ohio  
 143 HAROLD WASHBURN, Cuyahoga Falls, Ohio

ATTEND

The Eastern Regional Conference

April 9, 10 & 11, 1948

Hotel Penn Sheraton

Philadelphia, Pennsylvania

For reservations contact

Robert O. Hughes  
 Beta Nu Chapter of Delta Sigma Pi  
 3902 Spruce Street  
 Philadelphia 4, Pennsylvania

# CHAPTERS

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

**ALABAMA** (Alpha Sigma, 1926), UNIVERSITY OF ALABAMA, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, TUSCALOOSA, ALA.  
 H.M. Gayle Haughton, 60 Cedar Crest, Tuscaloosa, Ala.  
 S.W. William S. Boyd, Jr., Box 769, University, Ala.  
 Treas. Frank T. Duval, General Delivery, University, Ala.  
 Scribe James M. Clark, Box 2902, University, Ala.

**ALABAMA POLY** (Beta Lambda, 1931), ALABAMA POLYTECHNIC INSTITUTE, DEPARTMENT OF BUSINESS ADMINISTRATION, AUBURN, ALA.  
 H.M. A. J. Hill, 251 Payne St., Auburn, Ala.  
 S.W. Leonard A. Robinson, 437½ Wright's Mill Rd., Auburn, Ala.  
 Treas. Michael N. Parker, 305 S. College, Auburn, Ala.  
 Scribe Kenneth W. Feltham, 143 W. Glenn, Auburn, Ala.

**BAYLOR** (Beta Iota, 1930), BAYLOR UNIVERSITY, SCHOOL OF BUSINESS, WACO, TEX.  
 H.M. Dawson Malone, 1410 S. 5th, Waco, Tex.  
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 Scribe James H. Marrs, 609 Dutton, Waco, Tex.

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

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

**DENVER** (Alpha Nu, 1925), UNIVERSITY OF DENVER, COLLEGE OF BUSINESS ADMINISTRATION, DENVER, COLO.  
 H.M. Homer J. Bell, 1054 Bannock, Denver, Colo.  
 S.W. Harry J. McDargh, 319 Gaylord, Denver, Colo.  
 Treas. Frederick O. Jeffries, 601 Colorado Blvd., Denver, Colo.  
 Scribe Gerald W. Maxwell, 1119 Vine, Denver, Colo.

**DE PAUL** (Alpha Omega, 1928), DE PAUL UNIVERSITY, COLLEGE OF COMMERCE, 64 E. LAKE ST., CHICAGO, ILL.  
 H.M. Frank C. Tyler, 1116 E. Marquette Rd., Chicago, Ill.  
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**DETROIT** (Theta, 1921), UNIVERSITY OF DETROIT, COLLEGE OF COMMERCE AND FINANCE, DETROIT, MICH.  
 H.M. John F. Joliat, 2461 Atkinson, Detroit, Mich.  
 S.W. Robert L. Fregolle, 14805 Winthrop, Detroit, Mich.  
 Treas. John R. Gavigan, 17380 Bircherest Dr., Detroit, Mich.  
 Scribe William G. Loughlin, 16558 Roselawn, Detroit, Mich.

**DRAKE** (Alpha Iota, 1924), DRAKE UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, DES MOINES, IOWA  
 H.M. Robert W. Kautz, 1142 24th St., Des Moines, Iowa  
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 Treas. Gerald J. O'Brien, 1020 14th St., Des Moines, Iowa  
 Scribe Paul E. Lay, 400 9th St., West Des Moines, Iowa

**GEORGETOWN** (Mu, 1921), GEORGETOWN UNIVERSITY, SCHOOL OF FOREIGN SERVICE, 37th AND O STS. N.W., WASHINGTON, D.C.  
 Chapter House: 3042 Cambridge Pl., N.W., Washington, D.C.  
 H.M. George K. Taylor, 3042 Cambridge Pl., N.W., Washington, D.C.  
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 Treas. Harry C. Eisenbeis, 3042 Cambridge Pl., N.W., Washington, D.C.  
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**GEORGIA** (Kappa, 1921), UNIVERSITY OF GEORGIA, ATLANTA DIVISION, 24 IVY ST., ATLANTA, GA.  
 H.M. Benjamin W. Binford, 592 Park Ave., S.E., Atlanta, Ga.  
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**GEORGIA** (Pi, 1922), UNIVERSITY OF GEORGIA, COLLEGE OF BUSINESS ADMINISTRATION, ATHENS, GA.  
 H.M. Joseph M. Erquitt, 20 S. Lumpkin St., Athens, Ga.  
 S.W. Donald F. Bracewell, Joe Brown Hall, Athens, Ga.  
 Treas. Thomas V. Padgett, Joe Brown Hall, Athens, Ga.  
 Scribe Theo H. Yeager, Jr., Milledge Hall, Athens, Ga.

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

**IOWA** (Epsilon, 1920), STATE UNIVERSITY OF IOWA, COLLEGE OF COMMERCE, IOWA CITY, IOWA.  
 H.M. Robert L. Paulson, 725 E. Washington, Iowa City, Iowa.  
 S.W. Ralph S. Brown, 702 N. Dubuque, Iowa City, Iowa.  
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 Scribe George H. McNeal, 818 E. Market, Iowa City, Iowa.

**JOHNS HOPKINS** (Chi, 1922), JOHNS HOPKINS UNIVERSITY, SCHOOL OF BUSINESS ECONOMICS, BALTIMORE, MD.  
 H.M. Edgar S. Jacob, Columbia Pike, Ellicott City, Md.  
 S.W. John H. Gimbel, 1817 Wilkens Ave., Baltimore, Md.  
 Treas. Albert A. Carey, 3928 Ednor Rd., Baltimore, Md.  
 Scribe Park P. Howard, 3202 Guilford Ave., Baltimore, Md.

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

**KENT** (Beta Pi, 1942) KENT STATE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, KENT, OHIO  
 H.M. Robert T. Rector, 213 Highland Ave., Kent, Ohio.  
 S.W. William L. Myer, 143 S. Water St., Kent, Ohio  
 Treas. Max A. Williams, Box 593, Windham, Ohio  
 Scribe William G. Giesse, Box 123A, Windham, Ohio.

**LOUISIANA STATE** (Beta Zeta, 1929), LOUISIANA STATE UNIVERSITY, COLLEGE OF COMMERCE, BATON ROUGE, LA.  
 H.M. Ray O. Pierce, Box 6739, University Station, Baton Rouge, La.  
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 Treas. John F. Savage, Box 8576, University Station, Baton Rouge, La.  
 Scribe John F. D'Gerolamo, Rt. 3 Box 142, Baton Rouge, La.

**MARQUETTE** (Delta, 1920), MARQUETTE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, 1217 W. WISCONSIN AVENUE, MILWAUKEE, WIS.  
 H.M. Robert F. Kugler, 2862 N. 27th St., Milwaukee, Wis.  
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 Treas. Norman J. Kaye, 2947 S. 49th St., Milwaukee, Wis.  
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**MIAMI** (Alpha Upsilon, 1927), MIAMI UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, OXFORD, OHIO  
 H.M. John E. Frech, P.O. Box 10, Miami University, Oxford, Ohio  
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 Scribe James S. Pearson, 111 The Pines, Miami University, Oxford, Ohio

**MICHIGAN** (Xi, 1921), UNIVERSITY OF MICHIGAN, SCHOOL OF BUSINESS ADMINISTRATION, ANN ARBOR, MICH.  
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**MINNESOTA** (Alpha Epsilon, 1924), UNIVERSITY OF MINNESOTA, SCHOOL OF BUSINESS ADMINISTRATION, MINNEAPOLIS, MINN.  
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 Scribe Hugo Koerner, 1029 4th St. S.E., Minneapolis, Minn.

**MISSISSIPPI** (Alpha Phi, 1927), UNIVERSITY OF MISSISSIPPI, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, OXFORD, MISS.  
 H.M. Banks E. Smith, Box 436, University, Miss.  
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 Treas. Charles F. Dismukes, Box 312, University, Miss.  
 Scribe Robert H. Mullett, Box 719, University, Miss.

**MISSOURI** (Alpha Beta, 1923), UNIVERSITY OF MISSOURI, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, COLUMBIA, MO.  
 H.M. Philip C. Tyler, 1108 Locust, Columbia, Mo.  
 S.W. William H. Conboy, 620 College, Columbia, Mo.  
 Treas. Walter C. Sellards, 703 Range Line, Columbia, Mo.  
 Scribe Robert A. Busse, 500 College, Columbia, Mo.

**NEBRASKA** (Alpha Delta, 1924), UNIVERSITY OF NEBRASKA, COLLEGE OF BUSINESS ADMINISTRATION, LINCOLN, NEB.  
 H.M. Ernest F. Fruhbauer, 1521 Washington St., Lincoln, Neb.  
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 Treas. Benjamin C. Krafka, 1527 M St., Lincoln, Neb.  
 Scribe Joseph W. Fiala, 1527 M St., Lincoln, Neb.

**NEW YORK** (Alpha, 1907), NEW YORK UNIVERSITY, SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, WASHINGTON SQ., NEW YORK, N.Y.  
 Chapter House: 40A Washington Sq. S., New York, N.Y. (Gramercy 5-8996)  
 H.M. Richard R. Routh, High St., Norwood, N.J.  
 S.W. Kevin J. Wright, 2735 Marion Ave., Bronx, N.Y.  
 Treas. Theodore R. Johnson, 145 W. 12 St., New York, N.Y.  
 Scribe Wallace S. Nowel, 646 7th St., Lyndhurst, N.J.

**NORTH CAROLINA** (Alpha Lambda, 1925), UNIVERSITY OF NORTH CAROLINA, SCHOOL OF COMMERCE, CHAPEL HILL, N.C.  
 Chapter House: 211 Pittsboro Street, Chapel Hill, N.C. (F-2071)  
 H.M. Richard H. Culbertson, 402 Ruffin, Chapel Hill, N.C.  
 S.W. James B. Volger, Jr., 104 Stacy, Chapel Hill, N.C.  
 Treas. James E. Amos, 211 Pittsboro St., Chapel Hill, N.C.  
 Scribe Whittington B. O'Neal, Box 73, Pittsboro, N.C.

**NORTHWESTERN** (Chicago Division-Beta, 1914), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, 339 E. CHICAGO AVENUE, CHICAGO, ILL.  
 Chapter House: 42 E. Cedar Street, Chicago, Ill. (Del. 9651)  
 H.M. Henry V. Janowicz, 2959 N. Talman Ave., Chicago, Ill.  
 S.W. Milton L. Flechsig, 1646 N. Mayfield Ave., Chicago, Ill.  
 Treas. Eugene C. Johnson, 8045 S. Bishop, Chicago, Ill.  
 Scribe Richard P. Rossberg, 7405 Crandon Ave., Chicago, Ill.

**NORTHWESTERN** (Evanston Division-Zeta, 1920), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, EVANSTON, ILL.  
 Chapter House: 1819 Orrington Ave., Evanston, Ill. (Greenleaf 9495)  
 H.M. Earl J. Rix, 1819 Orrington Ave., Evanston, Ill.  
 S.W. Paul E. Coveney, 4136 Broadway Ave., Chicago, Ill.  
 Treas. Frank A. Geraci, 1411 N. Harding Ave., Chicago, Ill.  
 Scribe Wayne C. Reimer, 4209 N. Oakley Ave., Chicago, Ill.

**OHIO STATE** (Nu, 1921), OHIO STATE UNIVERSITY, COLLEGE OF COMMERCE AND ADMINISTRATION, COLUMBUS, OHIO  
 H.M. Paul E. Redmond, 408 Brehf Ave., Columbus, Ohio.  
 S.W. Karl M. George, 33 W. Tenth Ave., Columbus, Ohio.  
 Treas. Lawrence G. Hampton, 332 King Ave., Columbus, Ohio.  
 Scribe Joseph Eder, 33 W. Tenth Ave., Columbus, Ohio.

**OKLAHOMA** (Beta Epsilon, 1929), UNIVERSITY OF OKLAHOMA, COLLEGE OF BUSINESS ADMINISTRATION, NORMAN, OKLA.  
 H.M. Frank P. Fonvielle, 1007 College, Norman, Okla.  
 S.W. Walter A. Thompson, 904 College St., Norman, Okla.  
 Treas. Jack L. Jones, 1010 Classen Blvd., Norman, Okla.  
 Scribe James R. Ryan, 736 Elm St., Norman, Okla.

**PENNSYLVANIA** (Beta Nu, 1932), UNIVERSITY OF PENNSYLVANIA, THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, LOGAN HALL, PHILADELPHIA, PA.  
 Chapter House: 3902 Spruce Street, Philadelphia, Pa. (Baring 9096)  
 H.M. Charles M. Watters, Bortondale R.D. #3, Media, Pa.  
 S.W. Willard B. Touchton, Jr., 45 Chatham Rd., Ardmore, Pa.  
 Treas. J. Howell Staley, 117 S. 34th St., Camden, N.J.  
 Scribe Edwin R. Ellis, 5144 Catharine St., Philadelphia, Pa.

**PENN STATE** (Alpha Gamma, 1923), PENNSYLVANIA STATE COLLEGE, DEPARTMENT OF COMMERCE AND FINANCE, STATE COLLEGE, PA.  
 H.M. Russell T. Teall, Jr., Pennsylvania State College, State College, Pa.  
 S.W. Karl E. Spaeth, Pennsylvania State College, State College, Pa.  
 Treas. Owen J. Giblin, Pennsylvania State College, State College, Pa.  
 Scribe Edwin S. Manbeck II, Pennsylvania State College, State College, Pa.

**RIDER** (Beta Xi, 1934), RIDER COLLEGE, COLLEGE OF BUSINESS ADMINISTRATION, TRENTON, N.J.  
 Chapter House: 909 Bellevue Avenue, Trenton, N.J. (2-8452)  
 H.M. Howard A. Patterson, 909 Bellevue Ave., Trenton, N.J.  
 S.W. Odone G. Ottaunick, 179 Washington St., Trenton, N.J.  
 Treas. John J. Ritz, 909 Bellevue Ave., Trenton, N.J.  
 Scribe George S. Galusha, 909 Bellevue Ave., Trenton, N.J.

**RUTGERS** (Beta Omicron, 1937), RUTGERS UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, 40 RECTOR ST., NEWARK, N.J.  
 Chapter House: 29 Saybrook Place, Newark, N.J.  
 H.M. Benjamin T. Summer, 124 Virginia St., Hillside, N.J.  
 S.W. Dominick A. Montelaro, 89 Storms Ave., Jersey City, N.J.  
 Treas. Harold T. Redding, 285 S. Burnett St., East Orange, N.J.  
 Scribe William R. Muirhead, 57 Huntington Ter., Newark, N.J.

**RUTGERS** (Beta Rho, 1942), RUTGERS UNIVERSITY, UNIVERSITY COLLEGE, NEWARK, N.J.  
 H.M. James J. McLaughlin, Jr., 53 S. Munn Ave., Newark, N.J.  
 S.W. Donald O. Corvey, 120 Rutger St., Belleville, N.J.  
 Treas. Warren S. Woolley, 38 S. Walnut St., East Orange, N.J.  
 Scribe Eugene H. Gallagher, 436 S. 14 St., Newark, N.J.

**ST. LOUIS** (Beta Sigma, 1946), ST. LOUIS UNIVERSITY, SCHOOL OF COMMERCE AND FINANCE, ST. LOUIS, MO.  
 H.M. William A. Bruen, 4232 Flad, St. Louis, Mo.  
 S.W. F. Joseph Marin, 3617 Tennesssee, St. Louis, Mo.  
 Treas. Clarence W. Lerch, 4933 Cote Brilliant, St. Louis, Mo.  
 Scribe Joseph F. Duepner, 2026 Hildred, Jennings, Mo.

**SOUTH CAROLINA** (Beta Gamma, 1929), UNIVERSITY OF SOUTH CAROLINA, SCHOOL OF BUSINESS ADMINISTRATION, COLUMBIA, S.C.  
 Chapter House: Tenement 14, University of South Carolina, Columbia, S.C.  
 H.M. Herbert W. Traylor, Box 4063, University of S.C., Columbia, S.C.  
 S.W. Samuel A. Benson, Box 295, University of S.C., Columbia, S.C.  
 Treas. Olin F. Moody, Box 2761, University of S.C., Columbia, S.C.  
 Scribe Bobbie N. Taylor, Box 3935, University of S.C., Columbia, S.C.

**SOUTH DAKOTA** (Alpha Eta, 1924), UNIVERSITY OF SOUTH DAKOTA, SCHOOL OF BUSINESS ADMINISTRATION, VERMILLION, S.D.  
 H.M. Duane K. Nygaard, 309 High St., Vermillion, S.D.  
 S.W. Cornelius A. Rittershaus, B-209 Harvard, Vermillion, S.D.  
 Treas. Royal C. Hilland, 19 S. University, Vermillion, S.D.  
 Scribe Robert H. Morgans, C-209 Harvard, Vermillion, S.D.

**TEMPLE** (Omega, 1923), TEMPLE UNIVERSITY, SCHOOL OF COMMERCE, PHILADELPHIA, PA.  
 Chapter House: 1841 N. Park Avenue, Philadelphia, Pa. (FR 7-9625)  
 H.M. Matthew H. Parry, 1841 N. Park Ave., Philadelphia, Pa.  
 S.W. Edward J. Sodoma, 1841 N. Park Ave., Philadelphia, Pa.  
 Treas. Henry W. Hochstrasser, 1718 Spring Garden St., Philadelphia, Pa.  
 Scribe Robert H. March, 3234 Berkeley Ave., Drexel Hill, Pa.

**TENNESSEE** (Alpha Zeta, 1924), UNIVERSITY OF TENNESSEE, SCHOOL OF BUSINESS ADMINISTRATION, KNOXVILLE, TENN.  
 H.M. John D. Peebles, 2755 Kingston Pike, Knoxville, Tenn.  
 S.W. Thomas B. Swift, 66 Hillside Village, Knoxville, Tenn.  
 Treas. Frank K. King, 944 Temple Ave., Knoxville, Tenn.  
 Scribe Ernest P. Newbern, 2003 Laurel Ave., Knoxville, Tenn.

**TEXAS** (Beta Kappa, 1930), THE UNIVERSITY OF TEXAS, SCHOOL OF BUSINESS ADMINISTRATION, AUSTIN, TEX.  
 H.M. James R. Coats, 203 Archway, Austin, Texas  
 S.W. John B. Evans, 2801 San Jacinto, Austin, Texas  
 Treas. Charles M. Stewart, 343 Brackenridge Hall, Austin, Texas  
 Scribe Jack D. Sullivan, 4902 Avenue F, Austin, Texas

**TEXAS TECH** (Beta Upsilon, 1947), TEXAS TECHNOLOGICAL COLLEGE, DIVISION OF BUSINESS ADMINISTRATION, LUBBOCK, TEX.  
 H.M. William T. Hutcheson, 2212 15th St., Lubbock, Texas  
 S.W. Joe M. Hefner, 2104 Main St., Lubbock, Texas  
 Treas. Samuel P. Grigg, 324 Sneed Hall, Lubbock, Tex.  
 Scribe Newell A. Reed, 2321 18th St., Lubbock, Tex.

**WESTERN RESERVE** (Beta Tau, 1947), WESTERN RESERVE UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, CLEVELAND, OHIO.  
 H.M. Francis J. Kaye, 1818 E. 81st St., Cleveland, Ohio.  
 S.W. Fred W. Schoditsch, 3442 W. 62nd St., Cleveland, Ohio.  
 Treas. Andrew D. Teklitz, 1734 Corning Ave., Cleveland, Ohio.  
 Scribe Walter Stepanek, 3195 W. 31st St., Cleveland, Ohio

**WISCONSIN** (Psi, 1923), UNIVERSITY OF WISCONSIN, SCHOOL OF COMMERCE, MADISON, WIS.  
 Chapter House: 132 Breese Terrace, Madison, Wis. (Fairchild 2934)  
 H.M. Paul H. Dalton, 132 Breese Terrace, Madison, Wis.  
 S.W. George E. Holmes, 2229 Rowley Ave., Madison, Wis.  
 Treas. John H. Muetterties, 132 Breese Ter., Madison, Wis.  
 Scribe Merlyn C. Rue, 819 W. Johnson St., Madison, Wis.

# ALUMNI CLUBS

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

**ATLANTA, GA.**—LUNCHEONS, every Friday, 12:30 P.M., Henry Grady Hotel. DINNERS, third Thursday every month, 6:30 P.M., Robert Fulton Hotel.  
 Pres. Harold O. Duncan, 477 Boulevard Dr., Decatur, Ga. Tel.: DE 6602  
 Sec. Marion B. Mason, 31 Moreland Ave., N.E., Atlanta, Ga., Tel.: LA-1148

**AUSTIN, TEX.**  
 Pres. William D. Craig, 1509 Mohle Dr., Austin, Tex.  
 Sec. Earl Dennis, 708 Augusta, Austin, Tex.

**BALTIMORE, MD.**—LUNCHEONS, every Thursday, 12:00 noon, Lord Baltimore Hotel Cafeteria.  
 Pres. William R. McGuire, 1807 Deveron Rd., Lowson, Md.  
 Sec. Clarence Eliason, Jr., 2710 Harlem Ave., Baltimore, Md.

**BOSTON, MASS.**  
 Pres. Louis H. Gilbert, 604 Dudley St., Boston, Mass.  
 Sec. William F. Clark, Jr., 20½ St. James St., Roxbury, Mass.

**BUFFALO, N.Y.**  
 Pres. Ralph H. Franclemont, 131 Brantwood Rd., Buffalo, N.Y. Tel.: AM-4958.  
 Sec. Norman S. Schlant, 1725 Amherst St., Buffalo, N.Y. Tel.: AM-1633

**CHICAGO, ILL.**—LUNCHEONS, every Wednesday, 12:00 P.M., Republic Building, 209 S. State St. DINNERS, third Thursday every month, 6:00 P.M., Triangle Restaurant, 6 S. Clark St.  
 Pres. Edmond W. Satterwhite, 7026 N. Sheridan Rd., Chicago, Ill.  
 Sec. Merle Loder, Mutual Life Insurance Co., 38 S. Dearborn St., Chicago, Ill.

**DALLAS, TEX.**—DINNER, fourth Tuesday every month, Villa Roma Restaurant, 2924 Maple Avenue.  
 Pres. William R. Merrick, 4416 Bowser St., Dallas, Tex. Tel.: L-66582.  
 Sec. John P. Penland, 5901 Victor St., Dallas, Tex. Tel.: T-7-6984.

**DETROIT, MICH.**  
 Pres. George E. Rakovan, 18300 Sorrento Ave., Detroit, Mich. Tel.: University 4-1139  
 Sec. Frank J. Brady, 13518 Rutland Ave., Detroit, Mich. Tel.: Vermont 6-5761

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

**LINCOLN, NEB.**—LUNCHEONS, every Wednesday, 12:00 noon, Lincoln Chamber of Commerce. DINNERS, third Wednesday every month, 6:30 P.M., Student Union, University of Nebraska.  
 Pres. George T. Dinsdale, 3015 P St., Lincoln, Neb. T.: 5-7877  
 Sec. Harry C. Freed, 730 S. 17th St., Lincoln, Neb. T.: 2-7321

**LOS ANGELES, CALIF.**  
 Pres. Sylvester Hoffman, 215 W. Fifth St., Los Angeles, Calif. Tel.: Mich 2823  
 Sec. Howard B. Chadsey, 1919 Morengo Ave., South Pasadena, Calif.

**MILWAUKEE, WIS.**—DINNERS, second Monday every month, 6:30 P.M., Medford Hotel  
 Pres. Gervase C. Fohey, 3914 N. 38th St., Milwaukee, Wis.  
 Sec. Oliver G. Lechmaier, 3039 N. 43rd St., Milwaukee, Wis.

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

**NEW YORK, N.Y.**  
 Pres. Nik Ther, Apt. 6, 38 W. 89th St., New York, N.Y. Tel.: Fieldstone 7-3600, Ext. 746  
 Sec. Allen J. Ogden, 22-30 76th St., Jackson Heights, L.I., N.Y. Tel.: BEckman 3-0623

**NORTHEASTERN, OHIO**  
 Pres. Robert C. Jones, 446 Terminal Tower Bldg., Cleveland, Ohio. Prospect 4500  
 Sec. Neil S. Scharf, 13317 Third Ave., East Cleveland, Ohio. Berea 9034

**PHILADELPHIA, PA.**—LUNCHEONS, every Thursday, 12:00 noon, Leeds Restaurant, Broad & Locust Sts. DINNERS, second Thursday every month, 6:00 P.M., 2601 Parkway.  
 Pres. James A. Perdiks, LeRoy Court Apts., 60th & Warrington Aves, Philadelphia, Pa.  
 Sec. Howard W. Ayers, 429 Laurel Rd., Yeadon, Pa.

**ST. LOUIS, MO.**—LUNCHEONS, every Wednesday, 12:00 noon, Versailles Room, Mark Twain Hotel.  
 Pres. Ferdinand W. Meyer, 2008 Virginia Ave., St. Louis, Mo.  
 Sec. John P. Cummings, 1902 Victor St., St. Louis, Mo.

**TWIN CITIES** (Minneapolis and St. Paul, Minnesota)—LUNCHEONS, every Thursday, 12:00 noon, Covered Wagon Cafe, 114 S. 4th St., Minneapolis. DINNERS, second Tuesday every month, 6:15 P.M., King Cole Hotel.  
 Pres. Glen F. Galles, 3405 Aldrich Ave. S., Minneapolis, Minn. Tel.: REgent 2721  
 Sec. George H. Halverson, 5532 33rd Ave. S., Minneapolis, Minn. Tel.: DU 5532.

# Futures for Sale



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

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

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

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

