

The

DELTA SIG

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



Professional Business Administration Fraternity

JANUARY 1952

FOUNDED 1907

The International Fraternity of Delta Sigma Pi

Professional Commerce and Business Administration Fraternity



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

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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, Alpha Omega, Delta Sigma Delta, Psi Omega, Xi Psi Phi. EDUCATION, Kappa Phi Kappa, Phi Delta Kappa, Phi Epsilon Kappa, Phi Sigma Pi. ENGINEERING, Theta Tau, Sigma Phi Delta. LAW, Gamma Eta Gamma, Delta Theta Phi, Sigma Delta Kappa, Phi Alpha Delta, Phi Beta Gamma, Phi Delta Phi. MEDICINE, Alpha Kappa Kappa, Theta Kappa Psi, Nu Sigma Nu, Phi Beta Pi, Phi Chi. Phi Delta Epsilon, Phi Lambda Kappa, Phi Rho Sigma. PHARMACY, Kappa Psi, Rho Pi Phi.

The Grand President's Column

IN OBSERVING FOUNDERS' DAY in 1951, all Delta Sigma Pi mourned the untimely passing of Alexander F. Makay, Alpha-1. His memory will always be reflected in the heritage he and our other Founders left us. It can be truly said of Brother Makay: "The world is better because he dwelt upon it."



HOWARD B. JOHNSON
Georgia-Kappa
Grand President

I am sure that Alec Makay did not realize, in 1907, the profound contribution he and his associates were making to the fraternity system and the business world. Few men are given the vision to know what the ultimate results of their efforts may be. Most of us must simply try to direct our efforts into proper channels, and to take advantage of the many opportunities that come our way.

There are those who say that opportunity is dead in America. Yet, we see all around us men who, ignoring the cynics, are making their lives felt through the application of their knowledge and efforts. Fannie Hurst said: "It takes a clever man to turn cynic and a wise man to be clever enough not

to." America still has a fair share of wise men, and America and the world will always look to them for leadership.

A man is what he believes, what he has done, and whom he has known. What he believes is usually influenced greatly by the other two factors. Just as there are countless opportunities in American business for trained men of good character, so Delta Sigma Pi provides an excellent medium for training and developing character through doing and knowing. Business needs leaders, and our fraternity provides an opportunity to develop that leadership.

Trying to live by the ideals of Delta Sigma Pi is bound to have a definite effect on our moral, social, and professional codes. I don't need to tell you what Delta Sigma Pi stands for—our preamble summarizes it and our ritual dramatizes it. We cannot come to believe in its principles, however, without taking a part in the promotion of its activities. Just as we can't succeed in business without giving our employer his money's worth, just as we can't be a part of a happy family without assuming our share of the common problems of the home, so we can't expect any organization to be of great benefit to us without making a contribution to its success.

Within a chapter or alumni club are many opportunities for us to gain experience and bring a real personal return. It may be in the form of better business training through service in offices or on committees. Executive leadership, human relations, parliamentary law, salesmanship, personnel selection, job training, finance, accounting, budgeting, correspondence, public speaking, advertising, journalism, organizational efficiency—all can be developed through service in Delta Sigma Pi. It may be in the form of job opportunities, by contacts with any of the other 27,000 members, or by a reputation gained by fraternity activity. It may be in the form of friendship and a social development which can be obtained only by close association with others.

The opportunities are here.

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Our Cover

The University of Utah in Salt Lake City, which is featured on our cover, was founded in 1850 as the University of Deseret by the Provisional Government of the State of Deseret. Instruction began that same year, but it was discontinued in 1852. Fifteen years later in 1867, Dr. John R. Park reorganized the institution under a new charter and in 1892 changed the name from the University of Deseret to the University of Utah.

The first class sessions were held in the Council House, a pioneer building which stood on the main street of Salt Lake City. It was not until 1901 that the first buildings of the present campus were completed. The present campus has a total of 446 acres and stretches from University Street to the foothills of the Wasatch Mountains.

The Sigma Chapter of Delta Sigma Pi was established in the College of Business on this campus in 1922 and has experienced many years of successful operation there.

This is the sixth in our series of universities to be featured in full color on the cover of The DELTASIG. The colorprint was furnished by the Union Pacific Railroad, to whom we are greatly indebted.

H. G. WRIGHT, Editor

J. D. THOMSON, Assistant Editor

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Delta Sigma Pi Founder Dies



Alexander F. Makay

1888-1951

After an illness of only a few hours, on Monday, September 24, Alexander F. Makay, Alpha No. 1, died at his home, 20 Lafayette Avenue, Sea Cliff, Long Island, New York. He was buried the following Wednesday from St. Luke's Episcopal Church in nearby Roslyn. At the time of his death he was 63 years old.

Brother Makay was a graduate of the Class of 1909 of New York University and was a Medallion alumnus of that institution. During his undergraduate days, Alec was a football and track star, and a former captain of the Letter Club. At the time of his death, he was a member of New York University's Alumni Employment and Finance Committee and also of its Athletic Council. To him belongs much of the credit for New York University's days of gridiron greatness. It was he who coaxed Chick Meehan from Syracuse to become head coach at New York University where Meehan put together football teams that were the best in the East. Chick was among those who visited Mrs. Makay on the night of Alec's death, and he assured her that he had never known a finer friend.

Despite a busy practice in the accounting firm bearing his name, he was active in several clubs in and around New York City, and was Chaplain of the Sea Cliff Fire Department. His big heart found time always to help everyone. It is unfortunate that each of the twenty-eight thousand members of Delta Sigma Pi could not have known him. Of his many interests, it is likely that none was closer to him than his fraternity. He was the leader in the quartet by which it was founded, and many of us owe to him thanks for friendships of more than 40 years with those whom he brought together. He was a member of several of our national committees in the early days of the fraternity, and served on the Grand Council from February, 1920, to September, 1926. On the day of his burial he was to have been host at his club to Alpha Chapter's annual fall golfing party.

Deltasigs attending the funeral services were: Harold A. Lange, E. Kenneth Strong, Rodney L. Stahl, William J. Makay, Benjamin A. Ross, Alden D. Conger, Bill Madigan, Peter A. Eckes, Francis J. Kenny, Franklin L. Duerck, T. J. Hogan, and William J. Mann; all of Alpha Chapter; Harvard Mann of Gamma Chapter also attended, together with five Past Grand Presidents, Dean, Warner and McGoldrick, of Alpha Chapter; Fackler, of Epsilon Chapter; and Milener, of Chi Chapter.

To his wife, Mrs. Marion Makay, his daughter, and his brother, Bill, go our sincere sympathy. May God rest his generous soul!—F. J. McGoldrick, A104.



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Opportunities Unlimited

An address by Allen L. Fowler, Beta Nu—Past Grand President of Delta Sigma Pi
Before the 18th Grand Chapter Congress of Delta Sigma Pi
Dallas, Texas—September 11, 1951

THE THEME OF THIS CONGRESS, which has been stated to you, is "Opportunity in the Southwest, and the Nation, available to professional men because of the dynamic qualities of the current industrial development." Following Brother Irons's modest discussion of the Southwest, I am in the unenviable position of being the "and the Nation" man.

I am intrigued by this theme and, in particular, by the reference to the "dynamic

qualities of the current industrial development." I asked myself many times just what that meant. I found, from Mr. Webster, that "dyna" is a prefix denoting power, dynamic as opposed to static, a motive power. Then I found a special meaning, as applied to economics, which thoroughly satisfied me as to the appropriateness of the selection. Mr. Webster says that it is "having to do with disturbances of the equilibrium of economic forces, whether caused by the sudden introduction of exceptional conditions, or by a progressive change in the standards and habits of a people." Doctor Irons has made it clear that there are disturbances, there are exceptional conditions, and that changes are taking place in the Southwest, as well as in the



ALLEN L. FOWLER,
Pennsylvania

nation, and these past four days in Dallas have convinced me that Texans, along with their fellow Americans, are "a people."

In pursuing this theme, there is a broad and attractive avenue which beckons invitingly and I shall attempt to follow it but, also, there are a few byways to be explored a bit in passing, and I shall try to stick an inquiring nose into a few of them as we progress. However, I particularly want to present the case without putting myself in the position of offering too much advice. I am mindful of the dinner hostess who suddenly remarked to one of her male guests, "I shouldn't be offering you wine, should I? You are the head of the Temperance League, aren't you?" "Oh, no, I'm the head of the Anti-Vice League." "Well, I knew there was *something* I shouldn't offer you," said she.

There is one little myth that I would like to explode early in the game. We hear it said constantly that this is coming to be a young man's world. It *always* has been a young man's

world. Julius Caesar was Consul of Rome at 38, Napoleon was Emperor of France at 35, Isaac Newton was hit on the head by an apple at 24, Thomas Jefferson wrote the Declaration of Independence at 33, Simon Bolivar was liberating South America at 36, Teddy Roosevelt took office at 43 and your own Sam Houston was only 43 at San Jacinto. True, the span of life has been increasing. And, in our present day, it is true, there is an accent on youth, as personified by such industrial leaders as Bob Dunlop who became president of Sun Oil at 36; Dave Harshaw of Stetson at 39 and Harry Humphreys of United States Rubber at 43. Consider too the splendid work of our Junior Chamber of Commerce, all men under 40, with 2,000 locals dedicated to community improvement and a better America. But it is, always has been, and always will be, what you have on the ball that really counts. And that is where education comes in with constantly increasing emphasis.

Sound education in business fundamentals is just as important as learning the signals and how to kick and pass before taking part in a game of football. The goal of education should be a well trained mind and the ability to understand and interpret what men of high intelligence have said about this world, to pass it on to another generation, and to be able to add a few constructive observations of our own.

And now, more specifically, the question of the application of this education. As Dr. Milton Eisenhower said not long ago, "Our country is faced with two inseparable problems, establishing peace in the world and protecting the health of our private enterprise system." The first of these seems an almost insoluble problem in the light of our experience in the past several decades, but it is fundamental and I shall have more to say of it in a few minutes.

In a democratic form of government the wants and demands of the people are quickly recognized and exploited. Our present government is "prima facie" evidence of this truth. The continued success of private enterprise depends on a co-operative undertaking on the part of business leaders and representatives of labor and government to provide a sound program of education, as effective as modern commercial advertising, portraying the comparatively superior advantages of our American system so that the people themselves come to want it in a positive way. This done, no force on earth could threaten it.

There are three principal ways of making a living. Getting on someone's payroll, starting, or helping to start, a business enterprise, and lending one's savings to business enterprise. About 80 per cent of us are in the first group, 20 per cent

in the second, and over 50 per cent in the third. This third group, obviously, is made up almost entirely of those who also fall in one of the first two, since the percentage of our people who live solely on income from investments is so small as to be insignificant.

You and I are vitally interested in what the future holds in store for us. Where do our interests lie? What are or will be our economic opportunities and what can we do about them? Within the past several decades countless new products have been developed through the ingenuity of individuals. These products have added immeasurably to the wealth of the nation, and account, in a large measure, for the increasing well-being of industry and business, which to us means greater opportunity. More than ever before, these new products have been thought out and worked out by men trained in our American colleges and universities.

Concentrated fruit juices have been developed by men in a university laboratory, and a huge new industry was created. Trained men developed rust resistant wheat; new grasses that saved millions of acres of eroded land in the West; a new breed of cattle, which resists certain common diseases, was developed. Chemical discoveries within the past decade are so numerous that they cannot be recorded. Some industries have been created which work entirely with some of the recent developments, such as plastics and synthetic rubber.

Life saving drugs of epochal significance lately have been discovered by men who were trained in chemistry and medicine. Thirty years ago only about 500 men were employed in the entire United States in the production of coal tar chemicals. Today one company alone employs several thousand in coal tar chemicals and pharmaceuticals. It is my belief that the chemical industry, using the word in its broadest sense, provides more opportunity for growth and development than any other in which a young man could start today.

Regardless of the industry, the kinds of things that are to be done provide limitless variety and opportunity to select the field to which you are drawn, by interest and by training. The school of business student can choose between auditing, budgeting, costs, credits, insurance, marketing, statistics, systems, taxes and others with the knowledge that use of these tools by top management is still far short of the possibilities and the door is always open for the man with a better idea.

Perhaps the greatest discovery of all time is nuclear fission. At present the public regards this only as an awesome weapon of war, but there is more than a strong possibility that it will be used some day as a source of energy for productive peacetime purposes. The atomic bomb was created by the joint effort of many men trained in physics, chemistry and engineering. These men were the products of colleges and universities. Nuclear fission, if it can be controlled as useful energy, will revolutionize industry, and will add untold wealth to the nation. Harnessing of radioactivity already is bringing about advances in chemistry, biology, nutrition, pharmacology, medicine, and other fields of science. Scientific education and business education, working hand in hand, have made possible these tremendous strides that have contributed so greatly to our national and individual wealth.

Gentlemen, there are opportunities unlimited. But let me remind you that those opportunities lie right up here, in our brains. America's future wealth is being created in the minds of men. Fortunately, business and industry are coming to recognize the partnership they have with education. Farseeing firms are doing more each year to assist in the development and improvement of the colleges. A start has been made. A trend is indicated. Businessmen realize that they have a joint interest with the educational institutions. And, again I remind you that we, of Delta Sigma Pi, are one of the important links.

Splendid training programs are offered by many of the

nation's leading industrial concerns, such as United States Steel, Armstrong Cork, Standard Oil and others, which fit college men for constructive service. Men are exposed to various tasks so that both they and their potential employers may observe aptitudes. Job rotation during training periods is of inestimable advantage and, as far as I know, is available only in these United States.

Recognizing the continuing need for doing something specific about gearing training to requirements, the Controllers Institute, in which I have been active for a number of years, has recently sponsored a College-Industry Cooperative Training plan. I suggest that students interested in controllership or its allied fields, such as finance, taxation, costs and statistics investigate this plan through their own faculty. Our own new Delta Sigma Pi placing service presentation of graduating seniors has had splendid reception by business concerns all over the country, which emphasizes the constant interest of employers in obtaining the services of college graduates.

A field which is far too often overlooked is the possibility of starting your own business. It's true that it requires some knowledge, some research, some initiative and some capital. If you have a nest egg of money capital usually you can borrow your additional needs. There is no stigma to legitimate borrowing. But it is the invisible capital that counts, the brain, the courage, the energy, and the determination to make something of one's self. If you go back far enough you will find most big businesses were started on the basic premise of one man, one idea and one dream, plus the guts to make it come true.

In emphasizing the tremendous growth, which is taking place in production and business in general, I would like to call your attention to a few general statistics. Our national income, for example, has increased from 90 to 225 billions in the past 20 years, mostly traceable to manufacturing sources, while the wholesale price index went from 95 to 165 during the same period. I always am a bit chary of dollar statistics, with 'dat old debbil' inflation distorting our figures and our standards. I am reminded of Lewis Carroll who wrote, "Sometimes," said the Red Queen to Alice, "you have to run twice as fast to stay in the same place." Bank assets have more than doubled since 1930. New security issues offered for cash sale in the United States during the past five years have averaged over six billion dollars a year of which four billion a year has been earmarked for plant and equipment or working capital. Sales of electric energy have increased from 75 to 250 billion kilowatt hours since 1930. Motor vehicle sales have nearly doubled during the same period and general construction expenditures per year have increased five-fold. Our population has increased only a little over 20% since 1930 and the center is gradually pressing westward. Over 62 million of our citizens are gainfully employed, the greatest number of history. Does this sound like a stagnant economy?

We have more, in the way of material opportunity, than any nation in history, but, gentlemen, it is not what we have that counts, it is what we do with it.

But there are a few red lights. Inflation is one of them. Another is the terrific increase in government employment and spending. Over 2,000,000 people are working for the government today as against 600,000 in 1930, and our government spending since 1945 has far exceeded in total the entire amount spent in the 170 preceding years of our existence as a nation. It has been truly said, "the bigger the government the smaller the people" and we would do well to heed this axiom in time, and slow the growth of "alphabetocracy."

Speaking now to you men who are recent graduates or about to be graduates, I want to say that I am not too proud of the accomplishments of my own generation in failing to make the progress that should have been made in the light of the oppor-

tunities that have existed. Progress is determined by the comparative rate of development of total ability, and the frequency of opportunity to utilize fully such ability. The opportunity has been frequent but the development has been lacking.

This does not mean, in any sense, a failure of private enterprise. While I am a firm believer in testing things for yourself and making up your own minds, also I recognize that some things have to be accepted on the basis of having been tried and proven. We cannot try everything for ourselves although trial and error is a very conclusive means of determining right and wrong. The only trouble is that many millions of our forbears have died in the course of the test, and in such circumstances I am impressed with the logic of learning all we can from what has gone before. Private enterprise, in making possible this state in which we live, and accepted as our inherent right or privilege, has proven itself, in my mind beyond all question of doubt. It is the keystone on which our nation has been created, and which furnishes the foundation for our way of life. And what is this thing we so glibly call free enterprise? or private enterprise? I quote you a little verse whose author I do not know.

The power to choose the work I do
To grow and have the larger view,
To know and feel that I am free,
To stand erect, not bow the knee,
To be no chattel of the State,
To be the master of my fate,
To dare, to risk, to lose, to win,
To make my own career begin.
To serve the world in my own way,
To gain in wisdom, day by day,
With hope and zest to climb, to rise,
I call that "Private Enterprise."

Business produces, or should produce, not only goods and services, but a way of life—for employees—for customers—for stockholders. Management, the priceless ingredient, is a 24-hour a day job if this objective is to be achieved.

And now, back for a moment to the matter of establishing peace in this world and its relation to the economic considerations. Peace is not the mere absence of war, it is that plus the absence of the conditions and causes of war. We, as a people, have forgotten, in most cases, and forsaken in too many instances, the fundamental moral and religious principles which have set us apart from all other peoples in human history and which have been the foundation of all of our material and cultural progress, our national prosperity, and our international power. I think we can agree as Americans that our great nation grew great because we, as a people, were started upon our national course by men who had supreme faith in the ability, and the integrity of Americans, faith that we Americans, given the freedom to do, and the incentive to do, would accept the responsibility to do. The faith of those Founding Fathers in us is challenged today, with respect to freedom, incentive, and responsibility. The question is whether we can live up to the established keystones of our liberty, individual moral integrity, responsibility, initiative, courage and religious faith.

The modern American businessman too often has specialized in building up the economic side of our way of life without realizing that the spiritual, educational and political phases were equally in need of his best constructive efforts. Human happiness is an important product of business. We are in an era of high pressure operation. Business is hard boiled and calculating. Frequently we hear the doctrine that "Might Makes Right." Do not believe it. Actually, it is the "Might That Right Makes" that really does the job. Fundamentals that we have learned in the past still hold true.

Men, I believe from the bottom of my heart that we are in

a struggle to the death of ideologies, of diametrically opposed ways of life. It is on a winner take all basis. There is no second prize. There may never be a rematch. If the free world does not win this one, the verdict is final. This is no time for a Neroesque approach. That is why I stress so strongly, not only the inherent opportunities of today, but the obligations that go with them. The things that must be preserved if there is to be any opportunity for anyone, anywhere.

Many of you younger men face military service, and you wonder what that means in terms of your future prospects. It is not a pleasant prospect to most of you, nevertheless, it is one which your fathers and perhaps your grandfathers have faced, and unless it is successfully faced these futures of which we speak are dry as dust. Sometimes almost inevitably, we, as individuals, come to wonder whether it is worth the struggle. When you feel that way think of the classic reply of General McAuliffe in the Battle of the Bulge. Think too of the gentle words of Thomas Carlyle, written many years ago, "This world, after all our science and sciences, is still a miracle; wonderful, inscrutable, magical and more, to whosoever will think of it."

I suggest to you graduates in business administration that there are limitless fields where the surface barely has been scratched. Everywhere there is the need for close liaison between education and business. The availability of opportunities depends on sound operation of our free enterprise system. In any field, know the significance of what you are doing. All the records, data and statistics in the world are meaningless unless they are interpreted properly and used promptly.

There are many growth industries that seem to offer exceptional opportunities, such as chemical, food, household equipment, radio and television, and drugs and cosmetics, but remember that some patience is a virtue. It is not possible for everyone to start as a general. I am reminded of the chap who was standing on a ladder in a manhole in a street cleaner's uniform as his friend went by. "Why did you pick a job like that?" said his friend. "It's the only one I could get where you start at the top of the ladder," was the reply.

Opportunities today to learn, grow with, and participate in the growth of industries are unsurpassed. The extent to which they are capitalized on is up to the individual.

But in order to take full advantage of these wonderful opportunities, what is required? First, a vision of what you want your future to be. What is your vision? And what are you doing about it? What can you do about it? Something, to be sure. Charting your course is something that requires serious, intelligent consideration in order to realize the full potentialities.

Perhaps the worst thing in this business of finding your niche is not to know where you want to go and what you have to offer. In reviewing this question of "Jobopportunities" it may be well to remember a few salient facts. In the first place, only after substantial investment in you has been made by your employer are you worth a "tinker's dam" to him. This investment is not only one of the money paid you as salary, that is minor, but the required training facilities, guidance and supervision which mount into thousands of dollars. Why? Because it is our American way of developing from within the leadership that is so greatly, or perhaps I should say gravely, needed today. From among your ranks must come this leadership.

And in asserting this leadership, I say again, that we must be mindful of the obligations which we assume, to ourselves, to our nation and to our fellow men. In the words of one of our great merchants of modern times, "No man can be worthy of recognition, no matter what his profession, unless he has bent his efforts toward helping his fellow men to fulfill themselves by leading them, in some measure, toward a better life."

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Are We Spending a Dollar to Collect a Dollar?

By John M. Griest, Alpha Rho Chapter
Associate Professor of Finance, University of Colorado

THERE IS A PHASE OF CREDIT and collection management which does not seem to receive the comprehensive and frequent treatment that it justifies by its importance. That phase is the proper measurement of credit and collection department efficiency. The majority of credit men and women are students, also, so this discussion of one of the important measurements may be received by them with open minds. It is desirable that all of these students, in schools and in the credit field, may hear from others as to the practical means of applying the measurement discussed here.



JOHN M. GRIEST, Colorado

Over the years there have been many fine articles regarding measures of credit department effectiveness and there have been many fine speeches on the subject presented at credit conferences. It appears from a survey, however, that the principal measurement widely accepted in the field of credit is that of percentage charged off for bad debts. If not universally accepted there seems to have been too much emphasis placed upon that "measurement" and too little on other more pertinent measurements. It is true that other measurements have been taken into consideration such as the credit department's cooperation with the sales and accounting departments, the promptness with which it passes upon applications for credit, the amount of good business lost, the amount of good will lost or preserved or created, the amount of capital tied up in past-due receivables, the number of doubtful and past-due accounts successfully collected, and others. It is recognized that there is no one reliable measure of efficiency and that the determination of degree of efficiency must stem from a number of carefully applied investigations. It is the purpose of this article to draw away some of the great emphasis placed upon the amount charged off for bad debts as a measure and to give greater emphasis to the costs of operation of these departments as a more reliable approach to the problem. To know the costs of various phases of operations within the department is to reveal not only the effectiveness but the *efficiency* of those operations and policies.

It is not the promptness of collections and low "charge-offs" that reveal efficiency alone. The average number of days of outstanding credit for our establishment may be under the average for like concerns in our area, but how much has that effectiveness cost us? Our charge-off rate may be less than the average for like establishments in our area, but how was that achieved? Was it achieved by too strict a credit granting policy in the first place, or by a lack of recognition of accounts which should have been charged off some time ago? The charge-off figure does not reveal either. A more revealing figure in connection with both measurements would be the amount we are spending in carrying out our policies of collection. A good turnover of working capital invested in accounts receivable is not sufficient when we discover that we are spending too freely or unwisely to achieve that turnover. Persistent effort in the

belief that the resistance of the debtor will be worn down is a costly policy, yet it is widely practiced. When that account is finally paid its collection tends to reduce what the charge-off figure would have been. Had the pursuit of that account been more skillful the earnings of the concern would have been higher and the charge-off figure lower.

It is well known that in most establishments selling on the open account there is quite a sizable proportion of those accounts which will go into the category of "within 30 days past due" and yet they will be paid within that past-due period. The process of aging accounts receivable divulges that the number past-due accounts receivable in each age category substantially declines as that category represents a greater period of delinquency. Furthermore, we know that the chances of collecting those accounts become more and more remote as the period of delinquency grows. All of these accounts were first within the "30 day past due" group. That group contains the largest number of past-due accounts at all times. It is in that group that our collection efforts must be most effective and most efficient if we are to capture the profits they contain and to which we are entitled. The net profit margin in that group is, indeed, narrow and subject to quick confiscation if collection efforts are not efficient. Therefore, it is not our principal objective to collect those accounts by every possible means to avoid charging them off. There is a dividing line between protecting a profit and losing it. There is a dividing line between recovering our investment in that sale and losing it. Rarely is it justifiable to spend more than we have invested in an account to recover that investment and thereby avoid a charge-off. Where are those dividing lines? Those can be determined only by a competent and thoroughgoing cost analysis of the various operations (and overhead) of the credit department. They cannot be determined by the assumption that operations are efficient or on the basis of thoughtful reflection.

The first collection effort must be the last if it is at all possible. It must be a telling effort while at the same time preserving good will. No doubt the majority of the chronically slow customers remain with us and represent a fair amount of our earnings if we do not confiscate those earnings by inefficient collection efforts or by losing that business entirely by overzealous methods and policies. The high majority of those "within 30 day past due" accounts pay within that period. Whether, or not, that first effort be by forwarding duplicate invoice, printed notice, form letter or otherwise, it must be most opportune and must cultivate and activate a desire to pay. Certainly there is a proper question in your mind as to what and when that first effort should be. That is your major problem which can be answered only by careful analysis of results and the cost of the efforts which brought those results. Every effort represents a cost. Ascertain those costs by careful analysis and you will discover if the results were worth the expenditure. Additional effort means increasing costs in the face of increasing resistance. Are we approaching the all too common abuse of spending a dollar to recover a dollar? A cost analysis will tell us.

It is a blight on the credit profession to see the many cases where a series of collection letters are fired at a debtor the cost of which not only confiscates all possible profit but, also, absorbs a substantial amount of the working capital invested

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Personnel Policies in Employee Selection

By Dr. Halsey E. Ramsen, Chi Chapter
Professor of Industrial Management at Miami University, Oxford, Ohio

THIS STUDY is the result of a survey of industrial plants in the highly industrialized area of the Miami Valley in southwestern Ohio. The study was made to discover what problems are today causing employment managers the most difficulties in employee selection. Also how to overcome these problems as well as what criteria to use to determine whether present selection policies are producing good results. Personal interviews were used rather than sending a questionnaire by mail.

There was an unanimous opinion that before determining personnel policies in employee selection, it is well for a company to set up clearly its objectives. By objectives is meant the goal which a company strives to reach or attain. In this study the objectives were as follows:

1. To select applicants best fitted for the jobs that are open.
2. To utilize the skills and abilities of each applicant so that the applicant will be best fitted to a job he can do.

Through this survey it was learned what employment managers were most concerned about in the following items: recruitment, interviews, application blanks, references, job specifications, and tests.

Recruitment

To keep in a healthy condition a firm must have a steady flow of good applicants. From these applicants a careful selection can be made. The best sources were determined by each company after careful analysis. Some companies found recommendations by present employees the best source; others, advertising in technical publications, and still others, employment agencies private and public. In regard to the hiring of relatives, questions raised were: Will they be encouraged to apply? Will they not be considered under any circumstances? One large company supplied each employee with a leaflet entitled "An important message for all XYZ people. Members of your family are now invited to work here. The employment of persons closely related is no longer restricted. This is an opportunity for your relatives as well as your friends, to secure permanent positions . . . as long as they carry out their responsibilities!" One employment manager said, "We pay no attention whatever to the matter of relatives in hiring."

Another employment manager reported, "We have hired forty-one relatives of 'X' family. Whenever an applicant comes from the same geographical location and has the same surname as 'X,' we look with favor upon him immediately due to our favorable experience with other members of the identical surname. However, we do not place 'X' relatives in the same department."

Another company in times of labor shortages prints in their employee magazine, "Advise your relatives to contact us. We know that you will recommend only the relatives who will be of service to us." Some companies found it to their advantage to hire relatives, on the theory that "birds of a feather flock together."

Other firms did not permit the hiring of relatives due to the fact that complications were apt to arise when transfers of employees to other plants of the same firm were contemplated. The trend among the companies studied was toward the hiring of relatives, but of not placing them in the same department.

There is a greater trend toward sending personnel representatives to college campuses to interview seniors and recommend some of them to line officers for further consideration. Qualities

most looked for were mentioned as follows: a B average in courses studied, leadership as exemplified by extracurricular activities, health, energy, and character. The last is hard to assess. Professors' and counselors' appraisals help here. A strong point in an interviewee's favor is that he has worked to earn part of his college expenses. The prediction is that this source of candidates will increase in importance in the future.

Interviews

There is a noticeable improvement in the physical facilities for interviewing. First impressions influence applicants greatly. The old wooden benches are gradually being replaced with comfortable chairs. Tables or desks are provided for the use of filling in application blanks. Some of the larger companies employ men to interview men and women to interview women. This policy produces better selection results. Most of the companies contacted have a preliminary interview to determine whether the applicants are worth further consideration. The common practice is to give these interviews in privacy. Final interviews are always given in a private room.

Group interviews were found best for technical jobs such as engineering, also selling. The applicant's personality, appearance, mental alertness, reactions, and mannerisms are observed and reviewed by the interviewer.

Two large companies use the following procedures:

Company A

Reception
Application Blank
Preliminary Interview
Investigation of Applicant's References
Selection Interview
Foreman Interview. He says "Yes" or "No."
Back to Employment Office
Physical Examination
Induction
Placement

Company B

Reception
Preliminary Interview
Application Blank
Tests
Second Interview
Other Interviews
References Checked
Physical Examination
Final Interview
Placement

The latter company emphasizes interviews giving three interviews to one test. The employment manager said, "I would rather have two interviews and one test than two tests and one interview."

Application Blanks

The forms studied varied according to the type of business and occupation. Many forms allowed little space for an applicant's skills and work experience. The large number of personal items listed indicated that problems with employees centered around personal problems rather than work experience. Some firms were found to have an applicant fill in a blank before the preliminary interview. Other firms had the applicant fill

in the blank at the time of the interview. There are advantages and disadvantages in having the applicant fill in the application blank personally. Policies should be determined for each company as to which procedure is to be followed. Most of the companies studied had the interviewee fill in the application blank and related the items to the job specifications.

References

The current policy is for the personnel department to telephone the persons referred to locally on the application blank. Out of town references are contacted by mail. Because it is difficult to appraise an applicant by letters of reference, distrust of references of this type has been growing among businessmen. The letter of reference is apt to be inaccurate and unreliable. In some cases the real portent depends upon interpretation. More and more companies are using the services of the retail credit bureau to investigate interviewees' records. This is based on the theory that what a candidate has done in the past is an indication of what he will do in the future.

Job Specifications

After analyzing jobs, specifications are written for each job. Then a policy is determined whether to allow any tolerances in employee selection. Now with the scarcity of labor, greater tolerances are being accepted.

Well written job specifications help the interviewer determine what to look for in the interviewee. The following example was used by one machine tool manufacturer.

There are approximately 1100 employees. The president of the company desired to employ a man to do interviewing, testing, selection, placement, job evaluation, safety and educational work. Job specifications were as follows:

1. Mental Requirements—

College graduate—Completed courses in industrial management, personnel administration, labor economics, industrial psychology, statistics, sociology, and general management.

Master's degree in industrial relations preferred.

2. Personal Qualities—

Leadership (Plan, Organize, Control)

Extrovert

Well Rounded

Sincere

Keen Sense of Justice

Analytical Mind

Patient

Unusually Approachable

Tactful

Student of Economic and Business Conditions

3. Physical Requirements

Age limits—30 to 45

Sex—Male

Good Health

4. Responsibilities

Interview Applicants

Test Applicants

Make job analysis and job evaluation

Organize and conduct safety program

Organize and conduct educational program

5. Previous Experience

Industrial or Business

Successful Development of a Personnel Program for another company.

Background of sales experience or teaching experience not required but preferable.

Aptitude Tests

There are jobs to which aptitude tests are applicable. These

tests were found to be used mostly for the less intricate jobs. The tests were used for clerical jobs, also jobs requiring manual dexterity, and in some cases, sales jobs. The best use of these tests was found to be to screen out unqualified applicants. It was found that more and more training is being given to those who administer and interpret aptitude test results. There is a trend toward having questions on the application blank tie in with the job specifications.

Certain criteria were found to be used in determining whether a company was doing a good job of employee selection. These criteria are as follows: reduction in turnover rates, longer length of service, less training necessary, less number of grievances, proper placement of workers, and good morale.

Are We Spending a Dollar to Collect a Dollar?

By John M. Griest

(Continued from page 38)

in it and, no doubt, creates ill will at the same time. We are all familiar with the disgraceful tactics of the second-rate collection agency which continues a barrage of threatening letters to collect a small sum.

In summarizing, it appears that the credit manager might well take stock of the costs of operation of his department policies and procedures for the purpose of discovering if they are truly efficient as well as effective. Many costs are easy to ascertain. Others are not. Many essential procedures may be simplified or made more effective at no greater cost. The credit manager need not consider that the "within 30 day past due" accounts are undesirable. We know that a large percentage of them will always pay. They are not necessarily unprofitable, nor should they be regarded as objectionable to serve. They are in the main unintentional offenders and we shall always have them with us. We can afford to keep most of them, to serve them, and to encourage them to pay more promptly. In that way we stand an excellent chance to preserve the profit which those accounts represent to us—if our efforts to preserve those profits are not only effective but efficient. Try "costing" your credit department operations and you may find that the process reveals weaknesses in policies and unnecessary expenses which can quite readily be turned into profits. *It pays handsome dividends!*

Opportunities Unlimited

By Allen L. Fowler

(Continued from page 37)

I hope that, in these remarks, which have far exceeded the time limit I set out to observe, I have been able to convey to you, at least in a general way, something of my ideas of the great, and practically limitless opportunities, together with some of the attendant responsibilities, that are available today to all of us Deltasigs, to all of us Americans.

Truly, there is a disturbance of the equilibrium of our economic forces, progressive changes are taking place in our standards and habits. They will require many changes in our way of life as well as a steadfast adherence to certain basic tenets, and doubtless many discouragements along the road of progress, and I pray that God may grant us the courage to change what must be changed, the serenity to accept what cannot be helped, and the insight to distinguish the one from the other.



WITH THE

ALUMNI

THE WORLD OVER

Paul M. Green Named Dean at Illinois

RECENTLY the Trustees of the University of Illinois named Paul M. Green, *Miami U.*, as dean of the College of Commerce. Brother Green was serving as the controller of the Economic Cooperation Administration and assistant director in charge of accounting of the Federal Office of Price Stabilization, when he was appointed to this post. He will also serve as professor of management at the University of Illinois.

Previously, Brother Green was deputy controller of the Atomic Energy Commission from 1947-1949, and deputy administrator of the Office of Price Administration from 1941 to 1947. From 1926 to 1935 he served as an instructor in accounting at the University of Illinois and from 1937 to 1941 as assistant professor of economics.

Brother Green is a charter member of Alpha Upsilon Chapter at Miami University, Oxford, Ohio.

COLUMBIA

THE COLUMBIA Alumni Club of Delta Sigma Pi has now crossed the threshold into its third year of existence. Although hampered by the usual trials and tribulations encountered in the formation of any new enterprise, our organization has, so to speak, taken its baby steps and is now constantly lengthening its strides with a view toward more rapidly bringing about the accomplishment of some of our objectives.

We have recently completed the purchase of a large lot at a very desirable location at nearby Lake Murray, to be the site of our proposed lodge. The clearing of underbrush from this beautifully wooded property is nearing completion, as the club members have spent several Saturday afternoons and much energy to bring this about. For the purpose of holding this property and building the lodge, the Delta Sigma Pi Lodge Corporation of Columbia has been formed and chartered under the laws of the State of South Carolina. As a means of financing, Certificates of Membership are being sold at ten dollars each to alumni throughout the area. Each certificate holder becomes a member of the Lodge Corporation. Other methods of raising funds are being considered and formulated and we are confident that through the ingenuity and industry of Deltasigs throughout the Columbia area, our plans for a fraternal lodge home will become a reality in the not too distant future.

Our club has a dinner meeting the second Thursday in each month and our steadily growing membership and attendance have been very encouraging and gratifying. We are trying to plan a program well-balanced with professional and social activities. Professional speakers and movies of an interesting, appropriate, and informative nature are being arranged and presented. In September, Brother John Hinnant

invited the club to have a beach party at his family's beach home at Garden City, South Carolina, and the brothers enjoyed the weekend so much that we are returning for a repeat performance on December 8. Throughout the football season, the club members have gathered after the games for informal parties.

To stimulate interest and keep alumni throughout the state informed of our activities and accomplishments, we are periodically issuing a newsletter. A complete directory of all alumni in the state is being prepared for distribution as one of the first steps toward our objective of an alumni placing bureau. A Liaison Officer has been selected who keeps in close association with the undergraduate chapter (Beta Gamma) in order that we may render to them our fullest support. We attend many of their functions, such as their formal initiation of new members and banquet which took place November 2 and their Founders' Day Dance on November 17.—WILLIAM W. JOHNSON



THE RETIRING PRESIDENT of the Houston Alumni Club, John P. McLaughlin, extends his congratulations to the new president, Oscar Hunter, Jr. at the Annual Inauguration Dance in the Grecian Room of the Shamrock Hotel.

HOUSTON

THE HOUSTON ALUMNI CLUB was honored with the presence of two Past Grand Presidents, Walter Sehm of St. Paul, Minnesota, and John McKewen of Baltimore, Maryland, at their regular September meeting. Brother Ira Strickler was in charge of the program and Highlights of the 1950 Football Season were shown. Also the present Grand President, Howard B. Johnson of Atlanta, Georgia, will be the speaker of the club's annual Founders' Day Meeting on November 20th. All members are looking forward to meeting Brother Johnson and to hearing him speak.

On August 11, the club held their annual Inauguration Dance at The Grecian Room in The Shamrock Hotel. Eighty-six couples were present and the following new officers were officially installed: President, Oscar Hunter, Jr.; Vice-President, Herbert P. Dawkins; Secretary, Sam Moore; Treasurer, Glen Faulhaber, and Correspondent, James H. Marrs.

Brother Charlie Hughes was in charge of the regular monthly meeting on October 16. Harrison B. Taylor, Texas sponsor for the Dale Carnegie course, was the speaker. His talk on "How To Make a Speech" was an excellent one and was thoroughly enjoyed by everyone.

The Houston Alumni Club was well represented at the Grand Chapter Congress. The official delegate was Marion Sprague. Also in attendance were A. H. (Doc) Waussow, Gene Shier (*who is now in Tokyo, Japan*), Randolph Mills, and Jim Coates. After much work the delegation was able to secure the appointment of Houston as the site for the third Southwestern Regional Conference.

Plans are already shaping for the third Southwestern Regional Conference. Tentative dates are May second, third, and fourth. The conference headquarters will be The Fabulous Shamrock. A tour by yacht of The Houston Ship Channel (the second largest port in the United States), a meal at the famous San Jacinto Inn, and a tour of The Battleship Texas are some of the highlights in store at the conference.—JAMES H. MARRS

BOSTON

FRIDAY, NOVEMBER 2, the Gamma Chapter had a fall dance, and some of the younger alumni attended. Between the group singing, individual acts and dancing, it was a great night. Hats off to the undergraduates on a job well done.

The Boston Alumni Club, in conjunction with the Gamma Chapter and Gamma Upsilon Chapter, celebrated Founders' Day, November 16, at the "99 Club," 99 State Street, Boston. It was a night to remember because it was the first meeting of the alumni from Babson Institute and Boston University, who together now form the Boston Alumni Club. The guest speaker for the evening was Mr. Anthony Mitchley of the British Consul. He discussed the economics and political views of England as they are today. A question period followed, and then shortly after a few old songs were sung to end an eventful evening. Prior to the guest speaker's address a catered dinner was served. There were about 100 in attendance.

We are expecting "Homecoming Day," November 24 (Boston University vs. Syracuse), to be our victory day for the coveted "Bean Pot." The alumni and the undergraduates of Gamma Chapter have a reserved section at the stadium.

December 7 is the day the alumni and the undergraduates, together with their feminine attachés, have a big Christmas festival. Christmas carols, favors and dancing will be the order of the evening. If the same holds true this year as in previous years, "Ole Dame

Boston" will be perking up her ears and joining in the fun.

December 13 will be our first alumni meeting of the year; and we anticipate a good crowd, because the speaker of the evening will be Dudley J. Taw, regional sales manager, McKesson & Robbins, Inc. His topic for the evening is "The Necessity of Showmanship in Business Today." His enthusiasm will make one and all want to hear more.

The picture looks bright for a fast-starting Boston Alumni new year. We are guaranteeing enthusiastic meetings, good fellowship and enlightening professional talks.—JAMES C. ELF

Deltasigs Attend NAM Meeting in New York

AMONG THE 49 outstanding students to be invited to attend the National Association of Manufacturers' 56th Annual Congress of American Industry and the First International Conference of Manufacturers in New York City, December 3-8, were four Deltasigs. One student is selected from each state and the District of Columbia. Of the total number, only seven universities were represented at which we have undergraduate chapters and four of these seven students were Deltasigs.

The State of Alabama was represented by Harold D. Wall, Jr., of the University of Alabama; the State of Arizona by Harry Pappas of Arizona State College; the State of Louisiana by Luther W. Moore of Louisiana Polytechnic Institute; and the State of Mississippi by Tommy C. Crook of Mississippi State College.

DENVER

THE DENVER DELTASIG Alumni Club membership is ascending just like the cog-road train up Pike's Peak; slowly but steadily. Reactivated two and a half years ago, our paid membership has shown a steady increase and now stands at a very credible 101. Once we get 'em out, they usually come back for more.

Attendance at our regular monthly dinner meetings is exceptionally good, very seldom being less than 30 and on a great many occasions as high as 70 and 75. This splendid attendance is attributed to four things; a real deep desire to renew and develop old comradeships—make new friends of the younger brothers who have become alumni in recent years—varied programs of entertainment that can be looked at, listened to and enjoyed without unnecessary wear and tear on the grey-matter—and good food and lots of it.

Formalities go out the window when we come in the door. Fun, friendship and frolic are our watchwords. Minutes are never read (*who wants to be bored with what took place last month?*) reports, if any, are short and snappy, committees do their work or don't do it and we all know which is the case, so why bother with the details? We want to have time to enjoy each other's company and do a little serious fun making at the same time.

Last year we took the gals to a gala dinner-dance at the Aviation Country Club and if they're real good and continue to let the boys out once a month on our meeting nights, we may break down and shower 'em with another evening of entertainment.

Yep—we're making progress and enjoying ourselves while we're doing it. If you don't believe it, just drop in on us on one of those first Fridays of each month. We'd love it.—HARRY G. HICKEY

DELTASIGS OF ACHIEVEMENT

ROBERT L. YOWELL, Missouri President, General Electric Realty Corporation

FIVE YEARS AGO, in 1946, Robert L. Yowell, Missouri, was appointed to one of the most important positions in the large General Electric family, that of president of the G. E. Realty Corporation. At that time the General Electric Realty Corporation had the responsibility of plant expansion for the postwar reconstruction period. . . . And the purchase and acquisition of plants and land is no easy job!



But Brother Yowell is used to hard work. He started, at the age of 20, in the G. E. Business Training Course, where his first assignment was in the voucher section. In two years he was assistant section head of the payroll division, and then, later, section head. Four years as a member of G. E.'s traveling audit staff came next and led him to the General Electric Realty Corporation. There he was treasurer and vice-president before succeeding J. V. Anthony as president in 1946.

Brother Yowell was born August 10, 1903 in Goss, Missouri. His earlier ambitions centered around a medical career. But it wasn't until after his freshman year at Missouri that he found he wasn't cut out for medicine. So he switched to the School of Business & Public Administration and proceeded to literally "burn-up" the business school. He was a charter member of Alpha Beta Chapter of Delta Sigma Pi. His Alpha Beta number is 26! He finished college in 1924 at the top of the business administration class. He received in addition to his B.S. degree, the Deltasig Scholarship Key for outstanding scholarship.

Loughnane Receives Publication Award

THE PUBLICATION, "Traffic Topics," of the Chicago Transportation Club, which is edited by John P. Loughnane, *De Paul*, was voted the most outstanding for the year 1951. This magazine was selected from over 85 such publications at the 28th Annual Meeting of the Associated Traffic Clubs of America, held recently in Seattle, Washington. Brother Loughnane is the only editor in the 24 year history of the publication to achieve such national recognition.

BALTIMORE

THE BALTIMORE ALUMNI CLUB under the capable guidance of President Jim Moore has given Deltasigs in the Baltimore area something new to talk about. This unique idea called a "Business Clinic" was held at the Chi Chapter's first professional meeting on October 16. In essence, a panel of experts from the Baltimore Alumni Club composed of Brothers John McKewen, Dulaney Foster and Bill McGuire representing the accountants, lawyers and credit managers respectively, acted as a forum to help any member or guest present with a difficult business problem. The question and answer routine was moderated by Brother James Moore and the idea was very well received by all Deltasigs and guests who attended. This was only a start and Brother Moore tells us the second "Business Clinic" will take place on April 22, 1952.

Brother Milt Bowersox, entertainment chairman, has set up three functions guaranteed to give Deltasigs a most enjoyable season in 1952. The first affair will be a Mid-Winter Formal Dance on January 26, followed by a bowling party on February 16 and a cocktail party on March 18. This social aspect surrounded by The Baltimore Alumni Club's business and professional meetings certainly adds versatility to this year's program.

The only sad note of the year to date has been the departure of Brother Francis H. Horn, dean of McCoy College of Johns Hopkins University who has accepted a post with the National Education Association in Washington. The alumni club sponsored a testimonial dinner to Dean Horn which was excellently attended by both alumni and active members.

All Deltasigs are cordially invited to come out and renew old acquaintances at the many and varied affairs which have been scheduled for the coming months. Let's see more of those old faces.—HUGH G. MONAGHAN

TULSA

AN ACTIVE, growing Tulsa Alumni Club has held regular monthly dinner meetings during the fall season. Outstanding speakers have contributed to an increased membership. Up to the time of this writing, the owner of an advertising agency and a member of the Tulsa County Planning Commission have addressed the group. Brothers Paul Ripley and Owen Schneider have arranged for these speakers. Mike's Restaurant is the site for the meetings, held on the second Wednesday of each month.

Officers for the current fiscal year are Forrest Price, president; Kenneth Popejoy, secretary; Jim Conner, treasurer; Jack Parker, first vice-president; Paul Ripley, second vice-president; and Bruce Riehart, third vice-president.

Alumni members and their wives enjoyed the fellowship of a pot luck supper recently. This event was held in the beautiful Culina Room at the Oklahoma Natural Gas Building. A big, tender baked ham was the main attraction of the evening, but, later on, as interest and tension mounted because of the prizes offered, bingo shared top honors. Among others, Mary and Lester Davis seemed to have a very lucky night.

Tulsa members have decided to beat the high cost of living. Feeling that every alumni club should have sufficient cash on hand to handle social functions and provide necessary services for its members, the group has sold greeting cards during the holiday season and is now in the midst of preparing for a rummage sale. The men participating seemed to enjoy these projects, and agreed that they

had found a painless way of raising funds for the club.

Harold Likens, Roy Jones, Loren Scott, and Forrest Price represented our alumni group at the Founders' Day dinner, making the trip to the Oklahoma A. & M. College at Stillwater for the event. Our own Dean M. M. Hargrove, of the College of Business Administration at the University of Tulsa, was the speaker. The A. & M. chapter is to be commended for being host to the other Oklahoma chapters in celebrating this important event of the fraternity.—ROBERT R. LAMM

NEW ORLEANS

THE NEW ORLEANS Alumni Club, with 28 brothers, was officially recognized in the early part of October, 1951. Elections were held and officers elected are Carl C. Perry, *Gamma Mu*, president; Marvin Clement, *Gamma Mu*, vice-president; Alvin B. Kessler, *Beta Zeta*, secretary; and Tom Gooch, *Gamma Mu*, treasurer. The following appointments were made: Kent H. Courtney, *Gamma Mu*, chairman, professional committee; John D'Gerolamo, *Beta Zeta*, chairman, social committee; Joseph A. Conino, *Gamma Mu*, chairman, publicity committee; and, Edwin B. Angel, *Gamma Mu*, The DELTASIG Correspondent.

We held our first professional meeting in conjunction with the New Orleans YMBC Toastmasters. Over 20 brothers were in attendance. Everyone had an opportunity to participate in the speech making and to observe how toastmasters conduct their regular weekly meetings.

The Gamma Mu Chapter of Tulane University invited the New Orleans Alumni Club to attend a party given for rushees and pledges. In addition, the alumni club was honored by Gamma Mu Chapter at a party following the Tulane-Kentucky homecoming football game.

The New Orleans Alumni Club celebrated Founders' Day with a banquet. Over 50 brothers, their wives, and dates, were in attendance. Principal speaker was Mr. Lloyd Schuhmann, division superintendent, cylinder production, Chrysler Corporation's tank engine plant at Michaud, Louisiana. The subject of his speech was, "The Michaud Production Team." The membership and their guests were given an insight into the concepts and methods of organizing for production. Preceding the principal address, Paul Dastugue, *Gamma Mu*, was presented with a beautiful tie for submitting the most appropriate name for our official publication. The prize-winning name selected was, NODS, which stands for New Orleans Deltasigs. Our President, Carl Perry, then delivered a short address and led the membership in a minute of silence in honor of Brother Alexander F. Makay, *Alpha-1*, who recently passed away and was one of the four founders.

Our first newsletter has already been published and a varied and interesting professional and social program has been outlined for the coming year, which gives every indication of a successful year ahead.—EDWIN B. ANGEL

Deltasig Becomes President of Chicago Jaycees

JOHN J. O'BRIEN, *Northwestern-Beta*, was recently elected president of the Chicago Junior Association of Commerce. Brother O'Brien, who is an assistant vice president of the Rollins Burdic Hunter Company, has been active in the association since 1946. He served as executive vice president during the past year. While attending Northwestern University, he was initiated by Beta Chapter there, on February 2, 1946, into Delta Sigma Pi.



THE OFFICERS of the New Orleans Alumni Club. Left to right: Alvin B. Kessler, secretary; Carl C. Perry, president; Marvin Clement, vice-president; and Tom Gooch, treasurer.

Cansler New Director of N.U.'s Evening Commerce Division

DR. RUSSELL N. CANSLER, *Northwestern-Beta*, assistant professor of secretarial science at Northwestern University, has been appointed director of the evening division of the university's School of Commerce. Brother Cansler has been a Northwestern faculty member since 1945 and the administrative advisor to the evening division of the School of Commerce since September, 1950. As director, he will supervise both the graduate and undergraduate evening courses in commerce subjects offered on the Chicago campus.

Dr. Cansler succeeds Dr. Myron H. Umbreit, *Northwestern-Beta*, who is at present on a leave of absence.

ATLANTA

THE ATLANTA Alumni Club started a new year at the June Meeting by electing a new slate of fine officers. Ford Rives, *Kappa*, John McManus, *Pi*, Harvey Livingston, *Kappa*, and Ben Binford, *Kappa*, were elected president, vice-president, secretary, and treasurer, respectively. A large group of graduates from the active chapter were initiated with a formal initiation. All present agreed that the new revised ritual was most beautiful and impressive.

The summer and early fall meetings were featured by excellent speakers. Two of the best and most interesting were our own members Harold Duncan and Frank Carter. Harold gave us the lowdown on bureaucracy and Frank gave an excellent talk on the growing danger of Socialism.

At our October meeting all Atlanta Deltasigs joined in congratulating our new Grand President Howard Johnson, and our new Grand Council Member Thoben Elrod. It was decided at that meeting to change our regular meeting date to the first Tuesday of every month in order to enable more of our brothers to attend the meetings.

Founders' Day was celebrated on November 6 by a banquet with members of Kappa Chapter. Talks by Brother Tom Dicks and Mr. Charlie Brown, a prominent local business, civic and political leader, were enjoyed by all as the founding of Delta Sigma Pi was recalled.

A gala Christmas Party on December 13 at the Naval Air Station Officers' Club was planned and is being looked forward to with great anticipation.

The Atlanta Alumni Club is made up of brothers of many chapters, and all brothers visiting Atlanta are cordially invited to join in the fellowship and enjoyment at our monthly meetings.—EDWARD W. WITHORN

ST. LOUIS

THE SAINT LOUIS ALUMNI CLUB celebrated Founders' Day at the regular monthly meeting held November 15, 1951, at the Sheraton Hotel. The meeting was well attended by members from three local chapters. The meeting was opened by Brother Duepner with a few words of welcome and a compliment on the fine attendance in spite of inclement weather. Vice Chairman Robert T. Birney introduced Royal Bauer, number one Deltasig from Alpha Beta Chapter, Missouri University, and Brother Duepner introduced Jules Brinkman, number one Deltasig from Beta Sigma Chapter, Saint Louis University. Each spoke for 15 minutes on problems and experiences in the founding of a fraternity chapter. Richard Kuehne, number one Deltasig from Alpha Chi Chapter, Washington University, was scheduled to say a few words but circumstances beyond his control prevented him from attending the meeting. Dick Koch, head master of Alpha Chi Chapter, and Charles Schneider, head master of Beta Sigma Chapter, attended the meeting with other active chapter brothers. Four active chapter brothers from Alpha Beta Chapter were also in attendance.

Brother Kenneth Bauer, Chairman of the Social Committee announced plans for a fall cocktail party to be held on Saturday, December 1, at the Naval Air Station Officers Club, Lambert Field.

Chairmen of committees appointed prior to the date of the meeting were introduced, future plans for closer cooperation with The Central Office and for promoting interest in the Saint Louis Alumni Club were discussed. It was announced that executive committee meetings are held on the second Thursday of each month at the home of one of the committee members. The details of alumni club business are ironed out at these meetings. Brothers interested in attending these meetings are welcome. The next meeting will be at the home of Brother Maurice Murray, 7210 Arlington Drive.

After Brother Duepner called for suggestions for the good of the club the meeting adjourned a few minutes after nine o'clock. Refreshments were served, brothers attending the meeting for the first time, and brothers who had not attended meetings for a long time were introduced. The rest of the evening was spent in discussing matters of mutual interest.—ELMER BLANKMANN



NEW BUSINESS BOOKS

Compiled by Kenneth S. Tisdell, Alpha Chi

Associate Librarian, University of Missouri Library, Columbia, Mo.

CHICAGO

TIMOTHY P. SHEEHAN, *Northwestern-Zeta*, and Representative to Congress for the Eleventh District of Illinois, was guest speaker at the Founders' Day celebration of the Chicago Alumni Club held November 15 at the Union League Club. His topic, "Are You Part of Your Government?" provoked considerable interest among the largest audience of Chicago Alumni Club members assembled this year and was followed by a stimulating question period. Anticipating the question of the Republican candidate for President in 1952, Sheehan sized up the situation as follows: Taft is way out in front at present, but could probably be blocked from the nomination by backers of General Eisenhower. However, Sheehan predicted that this might result in a deadlock which could open the way for a "dark horse" such as Everett Dirksen of Illinois who has already made speeches in 27 states. On the other hand it was pointed out that General MacArthur was scheduled to address the convention the day the balloting would begin and in view of his popular appeal and oratorical ability, Sheehan stated that "anything could happen."

Brother Sheehan cited numerous statistics indicating an astonishingly low percentage of votes registered by eligible voters in various occupational groups. He urged his audience to not only vote on Election Day, but stressed the importance of persuading their neighbors, friends, and business associates to vote also. Of even greater importance is the necessity of achieving a large vote in the primaries in order to assure the selection of the best possible candidates. The subject matter of Brother Sheehan's address gave the brothers something to think about and I am sure that Tim will feel amply paid for his fine talk if the members of his audience are stimulated to take more active participation in their government and in so doing serve their country and themselves.

Brothers Tony Raynor, John Brown, and Mel Jackson are busy making plans for the Chicago Alumni Club's mixed party to be held December 8 at the Beta Chapter house.—PAUL ESPENSHADE

Tipton Heads Alumni at Memphis State

ROY N. TIPTON, *Memphis State*, was elected president of the Memphis State College Alumni Association at the Annual Homecoming Banquet on October 27. Brother Tipton is a graduate of the 1950 class and the fact that his election to this high post came so soon after graduation makes the honor even greater.

While a member of Gamma Zeta Chapter of Delta Sigma Pi at Memphis State College, Brother Tipton served as head master, and he now is the vice president of the Memphis Alumni Club of the fraternity. He also represented them as their delegate at the 18th Grand Chapter Congress of Delta Sigma Pi in Dallas, Texas.

Accounting and Auditing

SUCCESSFUL PRACTISE OF ACCOUNTANCY, by Paul E. Bacas, published by Prentice-Hall, 477 pp., \$5.35.

A useful book on how to establish and conduct an accounting practice, with a great deal of advice on the business side of the profession. The author, head of a C.P.A. firm, is professor of accounting at New York University.

HANDBOOK OF TAX ACCOUNTING METHODS, edited by Jacob K. Lasser, published by Van Nostrand, 909 pp., \$12.00.

Divided into three sections, the first is a survey of tax principles applicable to all businesses, the second deals with the tax mechanics of 96 different industries, and the third is a bibliography of tax publications in each of the 96 businesses.

SCIENTIFIC METHOD FOR AUDITING, by Lawrence L. Vance, published by the University of California, 120 pp., \$2.50.

This book applies the basic techniques of statistical sampling to auditing procedure. It explains the use of probability calculations to determine how large a sample is required for any degree of certainty. It discusses the methods of drawing unbiased, random samples and applies them specifically to cash, accounts receivable, inventory, fixed asset, and other transactions.

Advertising

ADVERTISING MEDIA, by Ed Brennen, published by McGraw-Hill, 427 pp., \$6.00.

The functions of the major forms of advertising media, their organization, development and promotion, plus effective methods of buying and selling space and time.

SUCCESSFUL RADIO AND TELEVISION ADVERTISING, by Eugene F. Sechafer & J. W. Laemmar, published by McGraw-Hill, 589 pp., \$6.50.

The first book to combine the use of radio and television as advertising media for retail and national advertisers. Viewpoint is that of sponsor as purchaser of time, out to get all he can that the public will stand for. Special topics include: selling radio and television time, measuring sales effectiveness, and audience building.

Corporations

EFFECTS OF TAXATION; CORPORATE MERGERS, by John K. Butters, published by Harvard University Graduate School of Business Administration, 382 pp., \$4.25.

An appraisal of the effects of federal taxation on merger activity, particularly with regard to the enforced sale of successful, established companies owned by a single family or small group of investors.

DIRECT PLACEMENT OF CORPORATE SECURITIES, by E. Raymond Corey, published by Harvard University Graduate School of Business Administration, 243 pp., \$3.50.

An analysis of a financial trend toward the private sale of new security issues directly by the issuer to the final holder, instead of through investment bankers. Of interest particularly to industrial corporations, as sellers, and life insurance companies, as buyers.

CORPORATE TREASURER'S AND CONTROLLER'S HANDBOOK, edited by Lillian Doris, published by Prentice-Hall, 1286 pp., \$12.50.

The administrative and financial duties and responsibilities of treasurers and controllers in corporations of varying types and sizes. A comprehensive work guide covering such subjects as financial planning, forecasting and budgeting, inventories, credits and collections, group pensions and insurance, and the like.

CORPORATION INCOME TAX, by Richard B. Goode, published by Wiley, 255 pp., \$3.00.

An economic analysis of the federal corporation income tax, its good and bad points and its effect on our national income and employment. The author is editor of *National Tax Journal*, with broad experience as analyst and advisor on fiscal policy.

STOCK MARKET, by George L. Leffler, published by Ronald, 592 pp., \$6.00.

A detailed study of the entire securities market. Covers the various aspects of investing and trading in stocks, from opening an account to the relations of customer and broker. The author is professor of finance at Pennsylvania State College.

CUMULATIVE VOTING FOR DIRECTORS, by Charles M. Williams, published by Harvard University Graduate School of Business Administration, 203 pp., \$3.00.

The history of the development of cumulative voting as a device to assure representation of minority groups of stockholders, showing how it has worked in practice in various types of companies.

Economics

TWENTIETH CENTURY ECONOMIC HISTORY OF EUROPE, by Paul Alpert, published by Schuman, 478 pp., \$6.00.

A study of European economy since 1914, including such post-war reconstruction projects as the Marshall and Schuman Plans. The author stresses the importance of Western Europe's survival and sees economic unification as essential.

MANAGERIAL ECONOMICS, by Joel Dean, published by Prentice-Hall, 635 pp., \$6.65.

Aims to show that economic analysis can be used in formulating business policies in large industrial firms. It treats concepts rather than detailed techniques of economic analysis, concentrating on those that can be measured and applied to management problems.



TEXAS TECH

BETA UPSILON CHAPTER, at Texas Tech, observed Founders' Day with a banquet held at the Cactus Inn. Over 40 people attended the enjoyable function, and Brother Mathews, who heads the chapter social committee, is to be commended for the good planning and hard work that went into the program.

Our homecoming functions for 1951 were very successful. Neophytes and members all enjoyed the work that was done on the float, which depicted a ten-key adding machine. This float won honorable mention in the contest, and was highly praised by the local papers. The combination alumni reception and chapter birthday function at Larrymore's Dance Studio was a gay party with plenty of refreshments, dancing, discussions of old times, and a good time in general.

Charlyne Hannun has been chosen our chapter "Rose of Deltasig," and she will be honored at our annual formal Rose Presentation Dance to be given January 19, at the Lubbock Hotel.

As a result of our annual rushing activities we have 26 fall semester pledges, who will be an asset to Beta Upsilon Chapter and to Delta Sigma Pi. On January 12 we will increase our chapter strength by formally initiating these men to full brotherhood.

Brother William R. Merrick, Southwestern Regional Member of the Grand Council, spoke to the pledges and members of Beta Upsilon Chapter at a called meeting on November 8. Brother Merrick's talk chiefly concerned the Chapter Efficiency Contest. We are anticipating a final score of 100,000 points in the Chapter Efficiency Contest this year. Reports from the members who attended the Grand Chapter Congress and Brother Merrick have inspired us to renewed efforts for this school year.—JAMES E. FINLEY

ALABAMA POLY

WITH HEAD MASTER Ed Lee Spencer at the helm, Beta Lambda Chapter began the year with 46 active members, and has set sail for a most promising year. The Professional Committee, under Chairman John E. Ramsey, has a variety of interesting speakers on the agenda. Chairman James P. Wingo and his Social Committee also have a party in the making. Brother Wallace T. Kirkland is considering the possibilities of a chapter publication, and Brother John C. Tapscott, chairman of the Scholarship Committee, has divided the chapter into two teams, which will compete for scholastic honors.

Eighteen men were pledged on November 6. They are: Carl F. Bailey, George P. Bishop, Jr., Gene Burton, Harry Dale, James D. DeLoach, Walter L. Guthrie, John J. Hartsfield, William Harrison, Bobby G. Hughes, Joseph D. Johnson, William T. Mills, Fred J. Mills, Jr., Lloyd L. Stone, Vernon Slayton, Wallace B. Spier, Luther E. Taylor, Charles R. Jones, and Marvin Hester. Initiation is set for January 22.—JAMES E. WILLIAMS

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MICHIGAN

XI CHAPTER at the University of Michigan began fall activities with several rushing parties. Dean Stevenson gave an introductory speech in which he reminisced about his pleasant associations with Delta Sigma Pi throughout the years.

Marshall Mitchell did a very fine job of getting a new chapter house for us and starting the year off right. However, due to health, he has had to resign. Present officers are: Bill Horvath, head master; Ed Nile, senior warden; Norm Viehman, junior warden; Al Stuhlman, scribe; Gerald Good, treasurer; Dick Bartz, historian; Jerry Archangeli, chancellor; and Joe Yakas, master of festivities.

We have a very fine pledge class which we initiated in November. The following men are now full fledged members: Bob Burns of Kalamazoo; Jim Enrietto of Washington, D.C.; Waldo Gray of Ann Arbor; Sky Haskell of Toledo, Ohio; Ian Jensen of Royal Oak; Carl Karey of Detroit; Bob Kimbrough of Plymouth; Arnold Miller of Detroit; Jim Miller of Lakewood, Ohio; Jamal Mohideen of Madras, India; Maynard Monroe of Kalamazoo; Al Polen of Cleveland Hts., Ohio; and Duane Reed of Toledo, Ohio.

We have carried forth our usual program of social activities and professional meetings. We are also practising the good neighbor policy by co-sponsoring a business machine exhibit with Alpha Kappa Psi.

We have been active in business administration school affairs. Besides an associate editor of the school newspaper, five of the ten student council members are Deltasigs.—JACK VAN INGEN

BUFFALO

THE ALPHA KAPPA CHAPTER of Delta Sigma Pi remained in full gear by having a well-planned business and social program throughout the summer months.

On Saturday, May 26, 25 active members of Alpha Kappa Chapter participated in the installation of Gamma Chi Chapter of Delta Sigma Pi at St. Bonaventure University. The ritualistic team composed of all Alpha Kappa men was headed by our Head Master, Franklin A. Tober, who handled the initiation ceremonies with great impressiveness. This day will be long remembered by both chapters.

The first family picnic for brothers and their families at the Automobile Club of Buffalo in Clarence, New York, was so successful that a second outing was held a month later at Chestnut Ridge Park. That, too, was a great success.

The social summer season was concluded with a formal banquet at the General Brock Hotel in Niagara Falls, Ontario, overlooking the kaleidoscopic display of lights on the mighty Niagara Falls. This affair was so impressive that Master of Festivities, Bill Richardson, would like to arrange for another such visit should the Eastern Regional Conference be held in Buffalo this coming spring. Incidentally, Brother Richardson was so impressed with this honeymoon center of the world that

he decided it was foolish for him to remain single. In fact, they say Bill is so happy that he had little trouble convincing George Kennedy to do the same on December 15, 1951.

With the coming of the fall season, Chairman Clayton McLean of the professional program committee outlined his plans for the coming year. It was the unanimous belief of the entire chapter that Clayton was the most capable and efficient brother for this important position. At our first professional meeting, Chairman McLean introduced Mrs. Sally Traeger, head of the Investment Trust Department of Bache & Company, who very capably discussed the security market with special emphasis on the use of investment trusts by the small investor.

On October 20, Alpha Kappa Chapter was host to a group of selected students of Millard Fillmore College at Hartman's Restaurant. Refreshments were served after which Head Master Tober acquainted the guests with the professional objectives, as well as the aims and ideals of our great fraternity. Senior Warden Charles Barwell further enlightened the prospective neophytes by use of the Kodachrome slides provided by The Central Office. Brother Ed Philips, C.P.A. and attorney, discussed his experiences as a true and enthusiastic Deltasig.

Our pledging plans call for an initiation on December 1, 1951, at the beautiful Buffalo Canoe Club overlooking Lake Erie at Point Abino, Ontario.

Founders' Day was celebrated with usual pomp and dignity on November 10, 1951, with a banquet at the University Post of the V.F.W. Our guest speakers were Brother Clyde Cadwallader, charter member and first head master of Alpha Kappa Chapter, having the distinction of being Alpha Kappa No. 1; and Brother Norman Schlant of Alpha Chapter, New York University. They elucidated the advantages of "belonging" whenever they came in contact with a Deltasig.

At our second professional meeting Mr. Robert F. Berner, assistant dean of Millard Fillmore College, spoke about the growth and expansion of our Alma Mater. As yet nothing definite has been decided as to when and where this new building for the evening session of the University of Buffalo will take place.

The Delta Sigma Pi Scholarship Key was presented to Mr. William R. Rhoté by Dean Berner. This meeting was attended by more than 45 brothers, guests and pledges.

At the present time we are anticipating the rental of an office. Brother Guy Yannello will have some very encouraging news to report in the next issue of *THE DELTASIG*. Thanks to Guy for making this not only a possibility, but also a reality. Alpha Kappa Chapter of Delta Sigma Pi in Buffalo is determined to make itself known in the coming year as a chapter of accomplishments. "Watch us GO!"

SOUTH DAKOTA

ALPHA ETA CHAPTER has started off another busy year with pledging, a field trip, and celebration of Founders' Day.

The first professional meeting was held September 20. Our first project of the semester was entering a float in the Dakota Day Homecoming parade.

Alpha Eta Chapter has 14 pledges this semester and plans to hold formal initiation of this group November 29. A banquet at Julian Hall has been planned to follow the initiation ceremonies.

At the present time our bowling team is very active in the intramural sports program. We held our first field trip of the year on November 13 when a group of members and pledges journeyed to Sioux Falls, South Da-

kota where we visited a few business establishments.

Founders' Day was celebrated by holding a stag party for members and pledges at the "Varsity."

Alpha Eta Chapter is very proud of one of its members, James W. Blaine, who was recently chosen to be listed in the annual edition of *Who's Who Among Students in American Colleges and Universities*. Jim is past head master of our chapter and also past president of the Engineers Club. He is vice president of the Student Association this year and for the past two years has been manager of the men's dormitory at the university. He was Dakota Day Chairman in 1950.—JAMES N. JONES

OMAHA

GAMMA ETA CHAPTER at the University of Omaha is working hard this year to gain 100,000 points in the Chapter Efficiency Contest. We are working on the establishment of an efficiency contest within the Gamma Eta Chapter, itself. The Chapter members will be divided into two teams and the losing team must sponsor a party for the winning team. Points will be given on attendance at meetings, scholarship, and participation in other fraternity activities.



HEAD MASTER BERNIE SHIRES at Gamma Eta Chapter presents the Delta Sigma Pi Scholarship Key to the 1951 winner, Gordon Severa, at the University of Omaha.

Our first professional meeting of the year was highlighted by a very informative and interesting speech on "Taxes in Insurance," given by Mr. Frank T. Culp, special agent of the New York Life Insurance Company. Scheduled for November is a talk on real estate, by a prominent Omaha real estate man.

We are planning our first industrial tour for the first part of December. The World Publishing Company's newspaper printing plant, printers of the *Omaha World Herald*, is our subject. Other tours, including Harding's Sealtest Ice Cream plant, will be conducted next year.

We gained three new brothers at our initiation on November 4, following a 12-week pledge training period and courtesy week ending with an informal initiation on the night of November 3. The new brothers are Charles Cavanaugh, Richard W. Peterson, and C. Glen Lewis who is an instructor in Business Administration at Omaha University.

As a result of our first smoker, we have pledged ten men who make a very promising pledge class, and a potential asset to Delta Sigma Pi. Our entertainment committee is planning a Christmas Dance which will be

held around the 15th of December before Christmas vacation. We are hoping for a large attendance and a good time for all. Two of our brothers were called to active duty with the U. S. Air Force last spring. They are Jerry Plunkett, stationed at Headquarters, Tenth Air Force, Selfridge Air Force Base in Michigan, and Larry Barber, who is at the time of this writing on his way to overseas duty in the Far East.—CHARLES A. GOTTULA

CINCINNATI

AT THE TIME of this writing Alpha Theta Chapter, under the leadership of Andrew Fogarty, head master, is well launched into the college year and gaining momentum as the various committees tackle problems which are present in all chapters. The chapter was hard hit by graduation last year, and on taking office Brother Fogarty found many gaps in his line-up. Brother Fogarty, with the wholehearted assistance of Province Officer Glen Beyring, has met the problems in a capable manner. At the first meeting of the new school year Brother Fogarty gave a comprehensive report on the Grand Chapter Congress in Dallas to which he was delegate.

The first professional meeting featured a talk by Mr. Thurston Merrell, honorary chairman of the board of the W. S. Merrell Company, manufacturing pharmacists. Mr. Merrell discussed "The United World Federalists," an association in which the speaker is a local leader. The aim of the association, as presented so interestingly by Mr. Merrell, is a true federation of world states patterned on our own republican system with a universal constitution. Although new to most of us, the association, according to the speaker, has been organized for many years and at present is operating in 30-odd countries throughout the world. Mr. Merrell's presentation was well received as indicated by the wide range of questions from the floor, which he answered in the open discussion which followed his talk. The audience numbered over 50, with a good representation of alumni and prospective pledges included.

At the next professional meeting our speaker was Mr. Watson Hover, prosecuting attorney of Hamilton county (Cincinnati), who discussed "Public Life as a Career." An alumnus of the University of Cincinnati, Mr. Hover proved himself amply qualified to speak on his chosen subject. All in attendance acclaimed his address as one of the best to be offered the chapter in recent years. He touched on every important facet of public office-holding at state and local levels of elective, appointive and civil service positions; and he carefully pointed out the advantages and disadvantages of each. In particular Mr. Hover stressed the theme that political leaders and civil service directors are constantly seeking trained and qualified young men to place in public office. His discourse was enlivened by many humorous anecdotes of the problems of a public prosecutor.

Following the above meetings, the first pledging was held on November 9. Ten men were pledged with strong likelihood of several more being added to this group before initiation in mid-December. Founders' Day was observed Saturday evening, November 10, with a dinner dance at Crestview Gardens Inn, a swank hill-top resort overlooking the beautiful Ohio River east of Cincinnati.

Two more professional meetings are scheduled before the Holidays, with the initiation, to be held again at the Hotel Gibson, being the high spot of the winter program. Attendance at all meetings has been good and the chapter is pledged to improve its past performance in the Chapter Efficiency Contest. You will be hearing more from us along that line.—WILLIAM H. GILGER

ILLINOIS

UPSILON CHAPTER began its fall semester activities in a new location. The chapter has rented a new home where nearly all of the brothers and pledges are living together. As a result of this, Upsilon Chapter has been able to expand both its professional and social activities.

Three professional meetings have been held this semester at the chapter house, with talks being given by high-ranking faculty members of the university. On November 1, Professor J. Fred Bell, who recently returned from a tour of Europe with the ECA, spoke on the current economic problems facing that continent. On November 15, Professor Robert Dubin, of the management department, presented helpful suggestions to the group on the development, of individual executive ability. On December 12, Professor Frank H. Beach, of the marketing department, gave a discussion of the personality traits desirable for success in business. Credit for the success of these meetings, and for the dinner program arranged in observance of Founders' Day, goes to George Morpurgo and his professional committee. Brother Morpurgo also has tentative plans for a field trip to the Gary steel mills in the spring.

Upsilon Chapter is proud of the fact that a Deltasig, Paul M. Green, was appointed dean of the College of Commerce and Business Administration at the University of Illinois; and it is planning a reception for Brother Green upon his return from Washington, where he has been working for the government.

During the football season, social activity centered around the big Dad's Day and Homecoming. For Homecoming Upsilon Chapter entered the annual decoration contest in competition with most of the other fraternities at Illinois. Although Delta Sigma Pi did not win a prize in its first year of competition, its display was considered among the best. The Homecoming committee was directed by Brother Cullen. Social activity of the fall semester was climaxed on December 14 by the annual Christmas formal, arranged by Brother Elshoff's committee and held at the chapter house. The theme of this grand event was "Heavenly Holiday," and the music was furnished by Walt Loftiss's orchestra. Among those present were several alumni, including past Head Master Bob Zima.

Leaving the chapter after graduation in February will be Brother Ed Tapling. Ed was one of the 15 members of Upsilon Chapter initiated upon its reactivation in 1949, and he deserves particular credit from his brothers for his splendid job this semester as manager of the operation of the new chapter house.—FRANKLIN J. NIENSTEDT

ST. LOUIS

ONE OF THE FOREMOST TOPICS of discussion among the brothers of Beta Sigma Chapter this year has been the pledgship. Under the leadership of Senior Warden George Dreckshage and Junior Warden Bill Hooper, the chapter initiated the pledgship with a Get-Acquainted Party at the beginning of the year, followed by its annual Smoker at the Melbourne Hotel. About 30 neophytes began pledging at the formal ceremony on October 15, which took place in Chouteau House on the St. Louis University campus. Although pledge meetings have been scheduled about every other week, the brothers are looking forward to the Pledge Dance to test the real sincerity of the "unworthy neophytes." Since Brothers Dreckshage and Hooper have planned the period of pledgship to terminate some time in April, the Pledge Dance will probably occur in January.



UPSILON CHAPTER MEMBERS at the University of Illinois before their chapter house which is located at 402 Daniel Street in Champaign. First row, left to right: L. Dickinson, J. Angell, R. Oldham, V. LoMonaco, C. Gage, M. Offerman, J. Marnull, F. Dickinson, W. Vetter, T. Ross, and V. White. Second row: A. Gray, J. Simpson, C. Stange, G. Spinozzi, R. Rybicki, E. Tapling, J. Tebbenhoff, D. Yung, J. Skrna, and G. Morpurgo. Third row: G. Kramer, M. Henke, D. Schimmel, R. Rapsilber, N. Emmerich, D. Yetter, N. Prusinski, J. Shoen, M. Jones, and R. Jovien. Fourth row: A. Krumm, F. Nienstedt, W. Cullen, D. Snyder, D. Pearce, A. Back, P. Leppmann, and C. Elshoff.

The Smoker this year was combined with the first professional meeting of Beta Sigma Chapter. At the meeting Brother Thomas F. Quinn, dean of the School of Commerce and Finance at St. Louis University, awarded Delta Sigma Pi Scholarship Keys to William Holub and Robert R. Jeffe, of the day and evening schools respectively. The main speaker at the meeting was Judge Michael J. Scott of the St. Louis Circuit Court.

Turning to the social side, Alhambra Grotto was the scene of fun and frolics at a chapter Halloween Costume Dance on October 31. Brother Tom Wolff captured first prize in the costume contest, masquerading as an Indian. At the annual Sadie Hawkins Dance, both brothers and neophytes promoted Brother Charley Wetzel as the chapter's candidate for "Kampus King."

On Sunday evening, November 11, the celebration of Founders' Day took place with a banquet held at Medart's Restaurant. As in the past, the Alpha Chi Chapter at Washington University joined with Beta Sigma Chapter to celebrate the occasion. The main speaker of the evening was Nicholas Fillo, a member of the Federal Mediation and Conciliation Service for the past nine years. Mr. Fillo spoke on the Service and its operation. Following this was a discussion during which questions concerning labor relations and mediation procedure were answered. The interesting talk and informative discussion highlighted the event, and made the 1951 Founders' Day a memorable occasion to all.

Publication of the Beta Sigma Chapter newspaper, *The Mercury*, continues to be very successful this year. Under the capable leadership of Brothers Vic Luecktefeld and Don Scheiter, *The Mercury* staff has done well in reporting the chapter activities and summarizing recent progress made within various chapter committees.

Concerning intramural sports at St. Louis University, Beta Sigma Chapter has adopted an optimistic attitude. Hopefully surveying the sports field, Brother Bob Ebel, intramural chairman for the chapter, has entered teams in practically every sport offered. Although at this writing our football team has done only fairly well, the brothers feel confident that their standing will improve; so that they, along with teams in basketball, golf, handball, and track, will uphold the high standing in intramural sports that Beta Sigma Chapter

has enjoyed in the past.

The chapter regrets to announce that the Air Force has called three more of its brothers into active service. Past Head Master Larry Hild, Brother Tom Lyons, and past Junior Warden Halpin Burke left for the Service shortly after their graduation last June. Brothers Jim Noble and Charlie Wetzel will also leave for Air Force duty immediately following their graduation in January. The whole chapter wishes them good luck and a safe and speedy return home.

The brothers of Beta Sigma Chapter also wish to express their sincere thanks to those of Dallas, Texas, and to all who made the Grand Chapter Congress the success that it was.—EARL Q. SMITH

LOUISIANA TECH

BETA PSI CHAPTER at Louisiana Polytechnic Institute started this year's work by holding a called meeting the first week of school. At this meeting Brother William R. Merrick and Brother Herbert Kilgore, our delegate, reported on the Eighteenth Grand Chapter Congress. Brother Merrick also enlightened us about several ways to get points for the Chapter Efficiency Contest, and what we needed to score 100,000.

Our rushing activities were highlighted by a professional meeting at which Judge C. A. Barnett spoke to the members and rushees on "Business in Law and Law in Business." Refreshments were served and Judge Barnett answered everyone's questions on some of the finer points of law.

The results of rushing were very good. We pledged 13 boys with the greatest percentage being sophomores.

This year we celebrated Founders' Day with a formal banquet at the town's best eating establishment. A large group of members, pledges, and faculty members was on hand. The principal speaker was Hale Shadow, president of the Louisiana Bottlers Association, who spoke on the subject "What the Business World Expects of College Graduates and What College Graduates Can Expect of the Business World." After the talk Mr. Shadow discussed the economic outlook of the United States.

This year the chapter has shown good spirit and is planning on winning the Chapter Efficiency Contest.—BILL SMITH



GRAND PRESIDENT Howard B. Johnson of Atlanta addressing Pi Chapter at the University of Georgia in Athens on the occasion of their Founders' Day Celebration. On the left is Thoben Elrod, Southeastern Regional Member of the Grand Council, and on the right is Bill F. Hyde, head master of Pi Chapter.

DETROIT—Theta

THETA CHAPTER at the University of Detroit kept active during the summer months, socially at least, as Brother Ray Mau organized two successful outings. Brother Huebner's cottage was the site of a picnic which 35 brothers and their dates attended. A joint picnic with Gamma Theta Chapter of Wayne University held at Algonac, Michigan, also proved a tremendous success.

Theta Chapter is currently carrying on its fall pledging program with ten prospective pledges. On October 7, 1951, the first rush party was held at the Veteran's Memorial Building. Another followed on October 14, 1951, and from these groups of interested commerce students 16 pledges were chosen. Informal initiation was held on October 21 in the Student Union Building.

Theta Chapter, in conjunction with Gamma Rho Chapter, again sponsored the annual Football Frolic at the Grand Ballroom of the Hotel Fort Wayne. As in past years, it proved to be one of the highlights of the school year. Over 300 couples danced to the strains of Paul Lavoies's music. The favorable comments of the student guests left no room for doubt as to its success.

Theta Chapter again is leading the parade in intramural sports. Brother Ed Carroll's charges are currently undefeated with eight wins and no losses in the football league and are heavy favorites to take the championship. Another powerful basketball team is returning from last year, with an addition of some new athletically inclined brothers, showing promise of a championship basketball team. Possibilities of capturing the All Sports Trophy are eminent.

Theta Chapter celebrated Founders' Day with a successful Halloween party. The members and their dates dressed casually as it was a hard-times party. Everyone enjoyed an evening of dancing and good fun. The social committee promises many more gala parties.

Brother Leo Padilla is presently planning an interesting professional program. As yet the entire program has not been completed, but undoubtedly there will be a formidable line-up of speakers. Theta Chapter will continue to furnish its members with an opportunity to become enlightened on the situation that presently exists in the field of commerce.

Brothers Balog, Hussey, Collins, Bouquin, and Stromar have departed for the Armed

Forces. Past Head Master Tom Lamont is presently serving as a Medical Aide in Pusan, Korea. Brother Lamont just recently received his Life Membership for leading the chapter to its goal of 100,000 points in the Chapter Efficiency Contest for the past year.

Theta Chapter is again making an effort to attain the 100,000 points in the Chapter Efficiency Contest. Brother Dick Munerance, Chapter Efficiency Contest chairman, is receiving the cooperation of all the brothers in attaining this goal. We have already gathered a large portion of the points necessary for this goal.—EDWARD L. DURKA

GEORGIA—Pi

PI CHAPTER of the University of Georgia in Athens was honored at its annual Founders' Day Banquet by the presence of Mr. Howard B. Johnson, Grand President of Delta Sigma Pi. Brother Johnson spoke on "American Business in Today's Changing World." Mr. Thoben F. Elrod, Grand Council Member of the Southeastern Region, and Mr. Ford Reeves, president of the Atlanta Alumni Club, were also present. Many of the alumni and brothers turned out in strength for this gala affair.

Ten pledges were elected as Pi Chapter neophytes this fall. The pledges are: Charles Thomas, Don Eades, Robert King, Paul Middlebrooks, Robert Sanders, Al Biscoe, James Mathews, Orlando Autry, Dick Butler, and Frank Hall. Miss Betty Ann Ross of Eastman, Georgia, was elected as our sponsor and "Rose" for the coming year.

Many members and pledges attended a professional tour on November 12, 1951, to the Chicopee Mills in Gainesville, Georgia. This tour was very interesting and educational from a professional point of view.

Many improvements have been made on the Chapter House under the able supervision of Brother Lawton Burnette and Brother Ray Griner. Brother Griner is chairman of our social committee, and through his efforts in organization our Homecoming party was a huge success.

The PI PIPER will make its regular appearance shortly after Thanksgiving under the able guidance of Brother Charles, a transfer student from Beta Chapter of Northwestern University in Chicago. Spirits are high and the Pi Chapter is well under way this year with more steam than ever.—FRANK C. MATHEWS

COLORADO

ALPHA RHO CHAPTER at the University of Colorado, during United Nations Week at the university, followed out the theme by having S. Douglas Carter, a Washington reporter, as its guest at the professional meeting. He spoke to the chapter on "Business and Government." The following activity was an interesting tour of the university I.B.M. department. The chapter was impressed with the speed and efficiency with which the university is able to handle its accounting and statistical information. This event closed the spring semester.

The fall semester opened on an interesting note with a slide presentation of "The Story of Delta Sigma Pi." Interest in our organization was stimulated by the beauty of the slides and the diversity of the activities shown. The first speaker of the year was Charles S. Sayre, a Deltasig, the first B.S. (business) graduate of Colorado University, and the present cashier of the National State Bank of Boulder. He opened the eyes of many to the opportunities and advantages in the field of banking. Mr. Sayre was recently chosen by the School of Business as the outstanding alumnus in the state of Colorado because of his continuing interest in the university.

Under the able guidance of our faculty advisor, Robert S. Wasley, Alpha Rho Chapter was the motivating force behind the first annual School of Business tea, which was held as a part of the Homecoming activities. Because the chapter thus furthered the social welfare of the university community, Dean Petersen sent a letter of appreciation and commendation to us. The fact that more than 300 students and alumni attended the function was most gratifying.

The major event to date was the Founders' Day banquet held at the Hacienda in Louisville, attended with all the usual Deltasig trimmings. The entire chapter turned out for the affair, being bolstered by five members of the faculty. Ted Wiedmann was asked to take a bow for the planning and success of the evening.

The outstanding activity at present is the selection of our nomination for the "Rose of Deltasig." Upon completion of this delightful search there is to be a dinner dance held at the Wagon Wheel Lodge.

This is only the start of what promises to be a very successful year, for the program committee has a well-rounded schedule of professional meetings on the agenda.—DONALD F. LAWSON

ARIZONA STATE

GAMMA OMEGA CHAPTER at Arizona State College at Tempe, Arizona, welcomes the opportunity to report for the first time to the members of Delta Sigma Pi. As a newcomer it feels that it might be well to give a brief history of the formation of the chapter. In the first semester of the 1950 school year, a group of undergraduates, realizing the growing importance of the Business Administration Department of this college, decided to form a business fraternity. There was an immediate response from the student body; so, in the spring semester the name of Delta Pi Omega was chosen and a local group was formed.

Immediately after, the members indicated their desire for national affiliation. Delta Sigma Pi was the obvious choice. Past Grand President Walter C. Sehm visited the campus during this period and acquainted the fraternity with the many benefits, responsibilities and obligations which would develop if this fraternity were accepted as a chapter of Delta Sigma Pi. Following Past Grand President Sehm's visit,

efforts were redoubled to complete the Petition for affiliation at the earliest possible date. The credit for the speed with which this action was completed rests with the following members: Head Master Marvin I. Sordahl, Harry Pappas and Bernard H. Strasser. Brother Pappas, incidentally has been accepted for inclusion in *Who's Who in American Universities*.

Gamma Omega Chapter, since its installation and initiation into the International Fraternity of Delta Sigma Pi on November 4, 1951, has made definite progress toward a well-integrated program. Our first professional meeting will entail a tour of a local industrial plant on November 29, and on December 7 a local businessman will speak to the chapter. Plans for future professional meetings are being formulated.

In all the bustle and confusion of the weeks prior to initiation, the members of Gamma Omega Chapter felt a bit overwhelmed and lowly. This feeling was whisked away and our spirits soared tremendously as the many encouraging telegrams and letters sent to us by chapters around the nation were received. This chapter is determined not to let down such inspiring fellowship, and wishes that we could thank each member of the welcoming chapters individually.—DAVID L. DUNNE

GEORGETOWN

MU CHAPTER of Georgetown's Foreign Service School got off to a good start this year. The chapter house has been completely redecorated. Most of the credit for the excellent job that was done on the house should go to Brothers Carl Burk and Bob Shutz; and to Brother Rex Preece, who was recently released from active duty with the U. S. Air Force to resume his schooling.

Brother Dick Greenfield, who represented Mu Chapter at the 1951 Grand Chapter Congress at Dallas, came back from Texas full of enthusiasm over Texas in general, and the congress in particular. He seems to have enjoyed himself thoroughly as did Brother Harry Read, the delegate from the Washington Alumni Club.

Mu Chapter's pledging, professional and social programs are well under way. The chapter's smokers were successful, and most of the credit for them should go to Brothers Vic Breitfeller and Hugh Hendrick. The net result of the smokers was that on October 14 the chapter pledged 26 candidates.

For our first professional meeting of the fall semester Brother Jan Karski, of the political science department of the Georgetown Graduate School, addressed the chapter on Sunday, October 7. Brother Karski's subject was the "Paradox of American Leadership." All those attending thoroughly enjoyed the talk. On Sunday, November 4, Dr. Mohammad Hassan El-Zayyat of the Royal Egyptian Embassy addressed the chapter. The Doctor spoke on the crisis in Egypt and explained why the Egyptian people were at this time revolting over the presence of the British troops in the Canal Zone. The credit and the responsibility for the professional program this year go to our Professional Chairman, Brother Owen Dawson.

With regard to Mu Chapter's social activities, we so far have had two smokers, an afternoon party during the rushing season, and three evening parties. The last of these, the Hallowe'en party, which was held on October 27, was a huge success. For the party, the house was gaily decorated with witches and pumpkins by Brothers Rex Preece and Paul Breitfeller.

Mu Chapter has thus gotten off to an auspicious start and is now looking forward to a busy and fruitful year.—ROBERT F. MORGAN

MINNESOTA

MEMBERS OF ALPHA EPSILON CHAPTER gaped in amazement when they returned to the chapter house this fall. Piles of plaster cluttered the halls. The house was without heat or water. Most of the electrical wiring was gone. The worst blow came when the brothers peered into the kitchen—nothing left but four bare walls. It's nice to have a new house, but remodeling can be mighty inconvenient.

Progress on the house has been slow and we are anxiously awaiting completion of major alterations. Almost 40 windows are being replaced. A stairway has been added. New showers and toilet facilities will bring cheers from all members—and for their dates, a girls' powder room now graces the second floor. We are all proud of our completely remodeled kitchen, and Mrs. Kinney, our cook, is especially pleased with her big new range. Bus boys need no longer fear "dishpan hands," for now they have an automatic dishwasher.

Because of our upset condition, only six men were pledged in the fall quarter. During the coming months, with facilities restored, we will be able to handle a larger pledge class. The neophytes swung into our social program by staging a Sadie Hawkins day party November 17.

About 100 active members and alumni celebrated Founders' Day with a smorgasbord dinner. The graduates of last June were initiated into the alumni club. Our latest professional meeting featured a tour of the Minneapolis Grain Exchange. Mr. Ron Kennedy, secretary-treasurer of the exchange, spoke and showed slides on the function of the grain market. Observation of on-the-floor grain trading wound up the tour.—DONALD B. BRANNON

NORTHWESTERN—Zeta

BROTHER BERT HENDERSON, with his outstretched hand and usual hearty manner, started the year off by leading us through a very successful rush week. The chapter pledged 19 fine men, all of whom are presently being "shaped up" by Junior Warden Vince Garner.

In sports the biggest news of the quarter was that new championship trophy we added to our collection on the mantel. Sure enough, for the second year in a row Zeta Chapter went un-

beaten in a league football game, and consequently we will be faced with the school's toughest opposition in the playoffs. If those pigskin magicians, Brdecka and Curotto, get hot we've got a good chance to go all the way. The team has already set a record for consecutive wins that will be hard to beat, but they're determined to better themselves.

Northwestern's Homecoming Parade this year was graced with a Zeta Chapter float that the judges saw fit to award second prize. The float, in line with the 1900-1925 period, illustrated the third quarter of Northwestern's 100 year history, paid tribute to the World War I soldiers with the slogan "They Were the REAL All Americans." The idea was a big hit, and of course we added another trophy to the ever growing collection.

The parties this quarter have been standouts. The barn dance in October literally "shook the ceiling." Several brothers swear the dancing on the second floor made the ceiling go up and down a good half a foot. The alumni, with all that wonderful, hard-earned money of theirs, sponsored a Homecoming party that for sheer loudness will probably never be matched. Brother Gomersall's pistol shots were supposed to herald the trophy we won with the float, but somehow they got aimed at several of our Wisconsin brothers, who had so unceremoniously disposed of Northwestern on the football field that afternoon. In a more refined manner, our Fall Formal took place at the Belmont Hotel here in Chicago. As usual, a fine time was had by all.

We at Zeta Chapter wish to thank the brothers at Alpha Epsilon Chapter in Minnesota for the wonderful hospitality they showed us. It was a great party. It made those purple cars look normal for a while.

This letter wouldn't be complete without reference to Zeta Chapter's first professional meeting for this year. It had as guest speaker none other than alumnus Joe Bauss. Joe is a fine example of what can happen to good Deltasigs who set out to make their mark in the world. Having graduated only a few years ago, Brother Joe is now a well established manufacturer's representative in the Chicago area. He was, in his very effective talk, able to give us many insights into the business world as it awaits the future graduates. His suggestions concerning proper aims and attitudes were well taken. He proved that recent grads can have a lot to say to a professional meeting.—EARL BURGESS



THIS ZETA CHAPTER FLOAT took second prize in the Homecoming Parade at Northwestern University. It commemorates the World War I Soldier with the slogan "They Were the REAL All Americans." Since this is Northwestern's Centennial Year, the parade illustrated events in the 100 year history of the university.

DENVER

THINGS have been shaping up under the leadership of Head Master Paul Nehf, who is augmented by Senior Warden, Jack Miller; Junior Warden, Bob Lindel; Historian, Max Thomas; and Chancellor, past Head Master Bill Russell. Dave Graves and Ronnie Douglas might well have been pulled out of the hat when they were elected to replace Tyke Newcomb and Bill Ford in the offices of treasurer and scribe when Tyke was called to active duty and Bill left school.

Rushing went well, with Junior Warden Bob Lindel acting as motivating force behind the drive. Don Lundberg aided immensely in his capacity as festivities chairman by organizing rushing activities. The first event was a picnic at Stapleton Park in the nearby Rockies. The weather couldn't have been better. Other rushing functions were: a smoker at the Sirloin and Saddle Club, a hayrack ride and barn dance at Glacier's Stables, and a dance with a huge turnout at the Sirloin and Saddle Club. It was held after a thrilling football game at which the brothers and rushees, together with their dates, sat together to see DU's triumph over New Mexico, 33-17.

The chapter has full intentions of running away with the Intramural Sports Trophy this year; and just to get started, it has so far been undefeated, untied, and unscored upon in football, and has neatly tucked away five series of three games each in bowling competition, losing only three of the fifteen games played. Skiing has fallen to the Deltasigs for the past two out of three years and prospects are good for a repeat.

Anxious to bring back the Lowell Thomas Trophy for forensics work which they lost last year, the brothers are preparing for the competition ahead.

Tyke Newcomb, Tom Briggs, Dale Terry, and Don Bowers have all gone to the Marines. John Hurley, Pat Glenn, Al Petrick, and Stan Davies are now in the Navy. Past Head Master Don Elisha, Hank Smith, and Jim Clark are serving with the Air Force; while Bob Siegrist has joined the Coast Guard.

A costume dance is planned in honor of the pledge class. The theme will be "Twentieth Century." Plans are to have an even bigger and better "Rose of Deltasig" dance and spring formal than those in past years. These two events are known by the entire university and there have been many letters commending the gala events, as well as newspaper articles and photographs covering them.

A professional meeting has been held jointly with the other professional groups from the University of Denver, School of Business Administration. Major Dan Magill was the guest speaker. He spoke about the operations of the Air Force Finance Center at Denver. Delta Sigma Pi furnished the ushers for the joint meeting.

The alumni club at Denver has also been doing quite well. At a recent meeting there were 47 brothers present and there are 101 paid members. The officers of the alumni group are: Harry Hickey, president; Eddie Allen (alumnus of Epsilon Chapter), vice president; and John Kavan, secretary-treasurer. The alumni chapter is so enthused about possibilities of having the 19th Grand Chapter Congress here that they have made tentative reservations at one of the local hotels. It looks like another successful year.—BOB LUCERO

OHIO STATE

FALL QUARTER at Ohio State University opened with Nu Chapter right in the swing of things, the first of these being the annual orientation week rushing functions. These functions held five nights netted us four new pledges, making a total of 16.

There were many reminders around the 14th Avenue Chapter house of Uncle Sam's presence in our midst. These included letters from brothers in service, 50% of our membership in Army and Air ROTC, and blood donations. On October 25, Nu Chapter gathered at the Regional Red Cross Blood Center on West Broad Street. 100% of the eligible actives and pledges gave blood to be sent to the Korean Front.

Fall quarter social calendar was a busy one. The first affairs were the previously mentioned rushing functions. Next on the agenda was the Smoker held October 19 at the Washington Brewery. This was followed by initiation weekend, October 10 and 11, which included informal initiation and banquet at the Fort Hayes Hotel. The five new brothers going active at this time were Dick Dawe, Dean Brown, Jim Papai, Frank Pardi and Ed Oates.

The second of two big weekends was Homecoming. Open house was held after the big Ohio-Illinois game. In the evening alumni, actives and pledges gathered at the Bexley American Legion Home for an evening of dancing and celebration to the music of Joe Wiseberg's orchestra.

After a rest over Thanksgiving weekend the

Founders' Day banquet was held December 2 at the Columbus Athletic Club. Equally full was our professional calendar with four meetings and five speakers this quarter.

Starting off the season was Professor Miller, chairman of the accounting department at Ohio State University. Professor Miller gave us his views on the opportunities in the accounting field. At the next meeting we had two speakers, the principal one being Mr. Bergman of the F & R Lazarus Company. Mr. Bergman gave a very good picture of his store's organization and what to expect when entering a large retail firm. On the program the same evening was Captain Gray, USAF. The Captain was recruiting men for the Air Force-Civil Service Junior Management Assistant Program.

The third speaker of the quarter was Mr. Rex Davis, vice-president of the Huntington National Bank. Mr. Davis spoke on the ever interesting subject of "Money and Our Present Economy."

The final speaker on our professional calendar was Mr. Edward Arter, director of personnel training of the Farm Bureau Insurance Companies. Mr. Arter presented a very descriptive and illustrative discussion of the training program of a large insurance company.

Intramurally, the chapter didn't fare too well, having come through the football season with a 0-3 record. The bowling team fared much better however, with the active team winning their first two games and the pledge team winning their first two games.—EARNEST E. MITCHELL

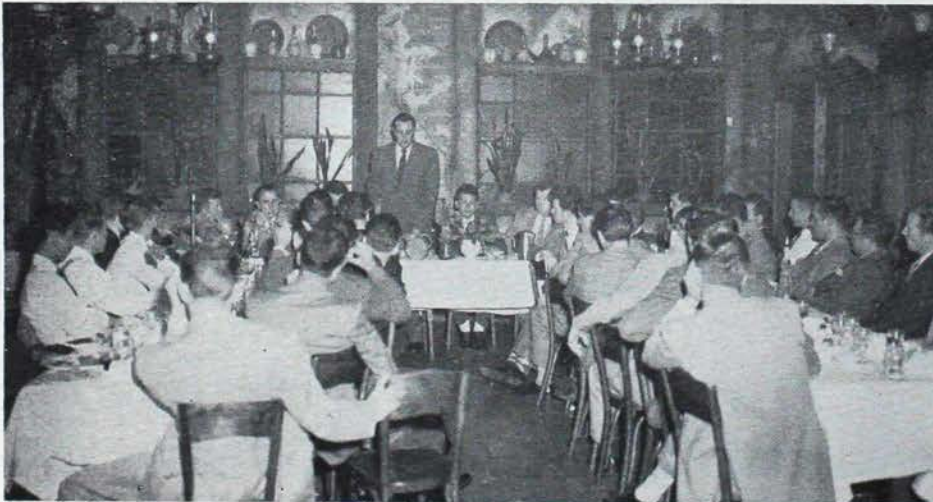
SAN FRANCISCO

GAMMA OMICRON CHAPTER at the University of San Francisco celebrated their birthday with a banquet at Veneto's Restaurant. Twenty-nine brothers and alumni attended and heard congratulations from Roy C. Hall, dean of the College of Business Administration, Frank Brandes, Western Regional Member of the Grand Council of Delta Sigma Pi, and William Henneberry, president of the Associated Students of the University of San Francisco. Fellowship hour and decorations were well planned by Brother Byrd and merited everyone's praise.

A highly successful dance was held for the school by the chapter on Saturday evening, October 13, 1951 at Seamen's Union Auditorium in San Francisco. This dance was well attended in that it was the first dance of the football season.

The first professional meeting was a field trip to the United States Mint, Market and Duboce Streets, San Francisco. Twenty-five brothers made the tour and they were well received by Mr. George Gillon, superintendent. Much interest was displayed in the manufacture and distribution of the coins. The second professional meeting was held on the campus November 7, 1951 and featured a talk by Mr. Richard Roberts, assistant dean of the College of Business Administration. His topic was "The Importance of Statistics." The brothers were well represented and participated in a question period following Mr. Roberts' talk.

On November 11, 1951 Founders' Day was celebrated with a buffet dinner in the students' lounge. Previous to the buffet dinner 17 new brothers were initiated. Attending this dual celebration were 33 brothers and alumni and their dates. John J. McIntosh, S.J., dean of men of the University of San Francisco, Brother Thomson, Assistant Grand Secretary-Treasurer of Delta Sigma Pi and Kenneth G. Young, our new faculty advisor, congratulated the fraternity on its forty-fourth anniversary and welcomed the new brothers into the chapter.—RAYMOND P. NEAL.



DEAN ROY C. HALL of the College of Business Administration at the University of San Francisco addressing the members of Gamma Omicron Chapter there on the occasion of their first birthday celebration.

MICHIGAN STATE

OCTOBER 29, 1951, marked the second birthday for Gamma Kappa Chapter here at Michigan State. During these two years we have taken pride in the fact that every major goal we have worked for has been reached. Last August we accomplished what a year ago seemed impossible, we acquired a chapter house. With the invaluable assistance of Brother N. E. Jones, professor of law, final negotiations were completed and we took possession the first of August. Immediately the brothers attending or living at school during the summer, began redecorating of the house. Through August and September we worked, some of the men putting in twenty or thirty hours a week at the house. Finally, when classes began, the house was ready for occupancy. Funds for decorating and furnishing the house were obtained through pledges of the alumni and the actives. With a group as young as ours, we are proud of the way that all concerned pitched in to make the chapter house a reality. Open house was held the day of our first football game and was well attended by returning alumni.

November 9 was the big day of the fall term. On that day we celebrated Founders' Day, our chapter birthday, alumni homecoming, and the house dedication. A buffet dinner and informal dance were presented after the Notre Dame game for over 120 brothers and guests. One serious note during the day was the dedication of the house in the name of Brother Harold Kuuttila, Second Lieutenant, U. S. Army, killed in action in June on the Korean front. His wife and parents were in attendance.

This term there were 19 men pledged by the chapter with initiation set for January 12, of Winter term. In ceremonies held in his office, H. J. Wyngarden, dean of the School of Business and Public Service, was also pledged by Gamma Kappa Chapter. We are honored that such a distinguished educator has chosen to affiliate with Delta Sigma Pi.

Professional Chairman Jim Martin arranged a tour through the Frankenmuth Brewery at Frankenmuth, Michigan in November. The Brewery is considered the most modern firm, with the newest in equipment and processing, in the brewing industry. The tour proved educational as well as interesting for all the brothers and pledges that attended.

In October, the brothers engaged in an unprecedented baby shower for Mary Jean Reid, wife of Brother Roy Reid. The surprise shower was given in appreciation for the tremendous amount of work that Mary Jean put into the house to give it that woman's touch that makes it feel a little more like home.

As a final note, the brothers who journeyed to Columbus want to thank our Ohio State brothers for the hospitality and good times shown us when we visited their house over the week end of the MSC-Ohio State football game.—LEROY REID

SOUTHERN CALIFORNIA

THIS SEMESTER the Phi Chapter at the University of Southern California has concentrated its efforts behind a drive to bring more qualified commerce students into Delta Sigma Pi. Our approach this year has been one of personal contacts, articles in the University's daily student publication, and by announcements in the various commerce classes throughout the entire University. We have a fine pledge acceptance dinner planned for the new pledges, and this will be followed in December with the traditional initiation dinner. Our chances for increasing our membership has



DELTA CHAPTER'S house decorations at Marquette University which placed second in campus competition.

further been enhanced by the acquisition of a chapter house at 1018 West 35 Street, Los Angeles. We can thank our local alumni group for their financial support in making this possible.

The members of Phi Chapter themselves this year have enjoyed several fine smokers together, mixed with an enjoyable dinner and dancing engagement at a very fashionable night club in Long Beach with their dates.

It was with great pleasure and satisfaction that five members of the Phi Chapter had the opportunity to assist in the installation of the 89th chapter of Delta Sigma Pi at Arizona State College in Tempe, Arizona on November 4th of this year. Those who attended from Phi Chapter were Head Master Snell, Brothers Heller, Gibson, Ernest, Anderle and Johnson from the local alumni group. This occasion gave most of our delegation their first opportunity to become acquainted with several of our fine national and sectional representatives, and which we are sure proved most beneficial on our part.—PAUL F. CHESLEY

MISSISSIPPI STATE

GAMMA DELTA CHAPTER started this year's activities with a smoker that was held on October 11, 1951. The smoker took place in the chapter room where the rushees were treated to music, sandwiches, cakes, candy, drinks and cigarettes. After the smoker everyone was invited to a movie of the 1950 Mississippi State-Tennessee football game in which the State Maroons overpowered the nation's best team by a score of 7 to 0.

The following week a pledge class of seven neophytes began studying the history and organization of Delta Sigma Pi. The class was smaller than usual because there was a smaller group of eligible men to choose from. Hindered by a reduction in the total enrollment of the school, Gamma Delta Chapter still expects to initiate 25 men this year.

In celebration of Founders' Day, Gamma Delta Chapter held a banquet at which everyone was treated to a filet mignon. That night we were honored to have as a guest speaker, Brother Edwin C. Brown, C.P.A., who is the head accountant for the F. W. Williams State Agency in Meridian, Mississippi. This agency is the representative for U.S.F. & G. in the Mississippi area. Brother Brown gave a very informative and interesting speech on the "Evils of Embezzlement" which emphasized the importance of internal control in business today.

Gamma Delta chapter is planning several business tours in Mississippi, Alabama, and Louisiana. A Christmas party is planned for December 7, and our first initiation will be held on January 5. With several movies to go in between these dates, the chapter seems to be in for a good year.—FRANK SMITH

MARQUETTE

DELTA CHAPTER, as the result of two smokers, has pledged 30 new men. It is the largest pledge class in the history of Delta Chapter. They are under the capable and understanding hands of Brothers Heller, Herald and Deem. Of the new pledges one hails from Brussels, Belgium while two more come from Canada.

Our professional activities are to include a variety of subjects. At the first professional meeting Leo Brezezinski, a recent graduate, spoke on "Saving and Loans, Investment Institutions." In the future interesting talks will be given by respected men in their fields.

For the second year in a row Delta Sigma Pi has placed in the competition among the various fraternities on the campus in the traditional homecoming float and house decorations festivities. This year Delta Chapter placed second in the house decorations under the able direction of Brother Robert Holl. The theme was Fort Hilltop. Included within the fort was the traditional bell that was sounded to warn of approaching Indians. This same bell will be unveiled at half time ceremonies of the Marquette-Detroit football game. In the future this bell will be placed in the Delta Sigma Pi cheering section. In the float competition under the direction of Brothers John Jansinske and Harvey Fessler, Delta Chapter also placed second. Also a well done should be given to all brothers and alumni who participated in the homecoming activities. With their help Delta Sigma Pi was again the number one fraternity on the campus.

On November 14, Founders' Day will be celebrated by an alumni-active luncheon at Delta House and this is to be followed by a professional meeting in which Richard Gogin, president of the Marquette Alumni Association, will be the main speaker.

A quick look at the sports scene reveals that Delta Chapter is right in the race in football and is starting fast in bowling. In the future volleyball and basketball are on the schedule and success can be assured in each.—ROBERT J. MILLER



FOUNDERS' DAY CELEBRATION at Stillwater, Oklahoma, which included our chapters at the University of Oklahoma, Tulsa University, Oklahoma A. & M. College and the Tulsa Alumni Club. This Meeting was sponsored by our Gamma Epsilon Chapter at Oklahoma A. & M. Seated at the speakers' table, from left to right: Head Master Banes of Beta Epsilon Chapter, Professor Erwin of Oklahoma A. & M., Head Master Seamonds of Gamma Epsilon Chapter, Faculty Advisor Jewett of Gamma Epsilon Chapter, Dean Hargrove of the University of Tulsa, and Head Master Zumwalt of Beta Chi Chapter.

WAYNE

GAMMA THETA CHAPTER at Wayne University sent six men to the Grand Chapter Congress in Dallas, Texas. John Karr, head master of our chapter, and Brothers Bob Lavens, Bob Peacock, Pete Bakalis, Doug McKenzie, and Jim Peterson attended. They could speak only high praise for the way they were treated and the amount of business they accomplished.

Gamma Theta Chapter celebrated Founders' Day with a big barn dance. Almost 60 brothers, alumni, and 12 pledges were there with dates. Brother Pete Bakalis and his committee were responsible for the success of the dance.

Our first professional meeting of the year was both interesting and educational. The talk was by Dr. George F. Husband, president of the American Accounting Association. The discussion was in the form of a question and answer period, the main topic being "The Benefits of Accounting." We had a perfect attendance of the active chapter and the pledges.

Twelve men have been pledged to our chapter and we feel that each man is a potential asset to Delta Sigma Pi. When this issue of The DELTASIG appears these men will be members.

In each of the two years since the founding of Gamma Theta Chapter, we have made 100,000 points in the Chapter Efficiency Contest. We expect to keep this high standard set for ourselves and make this another 100,000 point year. This determination has been increased because of the high standing we are making in our activities concerning the Wayne University School of Business.—DONALD R. CURTIN

MISSISSIPPI SOUTHERN

GAMMA TAU CHAPTER at Mississippi Southern entertained prospective pledges with a buffet supper on October 9, 1951. There were 27 guests and 18 members present. After the meal, we enjoyed a motion picture of the University of Louisville versus Mississippi Southern football game of last year. A great deal of interest was shown by the guests, and we are looking forward to a good pledge class. The pledging will be held October 16, 1951.

Our chapter has entered the intramural football event along with other fraternities and organizations of the campus. We have made a slow start by losing our first two games, but we are showing improvement and hope to come up with our first win next week.

Plans are being made for a party in celebration of Founders' Day, and one celebrating the first anniversary of Gamma Tau Chapter.

WISCONSIN

UNDER THE CAPABLE DIRECTION of Brother Nelson, senior warden, Psi Chapter at the University of Wisconsin celebrated Founders' Day with an informal rushing function. Professor C. C. Center our Chapter Advisor welcomed the rushees and Head Master Wojciechowski gave a running commentary on the slides, "The Story of Delta Sigma Pi." Brothers Nelson, Munz and Clemons also gave talks about the purpose and functions of Delta Sigma Pi. After the talks the brothers were given a chance to meet all the rushees while refreshments were served. This rushing function was the highlight of a series during which we pledged 12 new men. Through these rushing functions the chapter hopes to increase its pledge class to 25 pledges.

Brother Navin who heads our professional program has scheduled several interesting speakers for the coming weeks. Among these are William Murray, vice-president and general sales manager of Oscar Mayer and Professors Graner and Westing of the School of Commerce, who will talk on some phase of their respective fields which are finance and marketing. A field trip to some Milwaukee industrial firm is also being planned.

Homecoming was celebrated on the third of November. An unseasonable snow storm cut down the attendance at our party honoring the returning alumni, but in spite of the snow everyone was glad to renew old acquaintances. The living room and reception hall of the chapter house were redecorated for the occasion and many favorable comments were made about the job. Brother Pope was in charge of the homecoming decorations. He and his committee's artistic job brightened the house considerably and made a fine welcoming scene for our guests.

Our fall formal will be held December 1 this year featuring Benny Ehr and his orchestra. Dinner will be served at the Heidelberg Hofbrau. The couples will dance at the chapter house. Brother Clemons, the social chairman, is hard at work on the decorations which are centered around the theme, "A Christmas Carol." In connection with the formal our "Rose of Deltasig" will be crowned and reign as queen for the evening. Many alumni have accepted invitations to attend, so we expect

a fine turnout as well as a fine time.

For the first time in many years, our athletic team is one the chapter can be very proud of. We climaxed the football and volleyball season with only one defeat in each sport and we are looking forward to equal success in basketball, bowling and water-polo. With cold weather already here Pledges Vargulich, Kircher and Brother Simkowski are eagerly anticipating the hockey season as they try to maintain our undefeated hockey record. As a whole, there is a bright future for the Deltasigs in the sports department.—PAUL J. STROT-HENKE

OKLAHOMA A. & M.

FOUNDERS' DAY was celebrated on the Oklahoma A. and M. campus jointly by Beta Chi Chapter of the University of Tulsa, the Tulsa Alumni Club, Beta Epsilon of the University of Oklahoma, and Gamma Epsilon of Oklahoma A. and M. After a very delicious steak dinner our guest speaker, Brother Merwin M. Hargrove, dean of the College of Business Administration at the University of Tulsa, was introduced by George Seamonds, head master of Gamma Epsilon Chapter, who served as toastmaster. Dean Hargrove's speech was thoroughly enjoyed by everyone because it was most enlightening and thought-provoking. Over 60 brothers were in attendance at this stag banquet. After the oration by the dean we had informal gatherings and became better acquainted with each other.

We have pledged 17 men this semester and every one of them has outstanding abilities, both as a brother and as an individual. We are well on the way to making Gamma Epsilon Chapter more recognized and as proof of this we have assembled a great many points in the Chapter Efficiency Contest and anticipate a final score of 100,000.

One of our alumni and former Head Master, Bill G. Pierce, has taken his Certified Public Accountant examination and passed with flying colors. Brother Pierce was rated the highest among 15 Oklahomans who received C.P.A. Certificates at a special dinner meeting of the Tulsa C.P.A. society. He recorded the highest score during the three-day semi-annual state C.P.A. examination held in May.—MICHAEL A. McQUERY

Since many of our officers graduated in the spring and summer quarters, we held an election on November 18, 1951. Brother Al Harkins was elected head master; Brother Rallie Edwins, chancellor; Brother Don Francis, senior warden; Brother Jake Cantwell, junior warden; Brother William Capps, scribe. Appointments made by the head master were Brother J. B. Moffett, senior guide; Brother John Mitchell, junior guide; Brother Buddy Dees, master of festivities; and Brother Wyndell Varner, DELTASIG correspondent.

We are looking forward to the coming year in anticipation of great work being done in the name of Delta Sigma Pi.—WYNDELL A. VARNER

ST. BONAVENTURE

GAMMA CHI CHAPTER was officially installed on May 26, 1951. The chapter was honored by the presence of Grand Secretary-Treasurer H. G. Wright, and Grand Council Member Feltham. The Alpha Kappa Chapter from Buffalo sent a group of its members down to act as the ritual team for the installation ceremonies. The installation of this chapter set a precedent in the history of St. Bonaven-



THE OFFICERS of Gamma Chi Chapter at St. Bonaventure University in St. Bonaventure, New York. Front row, left to right: Francis F. Roach, junior warden; William A. Gallo, head master; and Joseph R. Mayer, senior warden. Second row: Melvin J. Scott, treasurer, and Norbert J. Rapp, scribe.

ture by introducing the first international fraternity to the campus. The hard work of its members and the excellent co-operation of the officers of the National Office are responsible for the chapter's new status.

Upon arrival for the fall semester, we were notified that the chapter was to have a float ready for the homecoming game. After long hours and tremendous effort, we made the deadline, only to have inclement weather ruin the entire project. An official of the University who had seen the finished float before it was ruined, stated that it was one of the most beautiful he had ever seen. There was some consolation, at least, in that compliment. However, plans and reserves have been filed away for next year's float.

At our first business meeting on September 25, we were told by Charles T. Patanella of the exciting events that took place at Dallas, Texas. Brother Patanella gave a complete report, which was very interesting and at

times very amusing. We would at this time like to thank all our brothers for the hospitality shown to our representative during the time he spent there. After Brother Patanella's report, committees were appointed by William A. Gallo, head master, to make plans for the industrial tours, speakers, films, and socials. We have toured the Daystrom Company, and by the time this article is printed, we will have completed half our schedule which, of course, includes the celebration of Founders' Day with a banquet. With all the events slated for this year, Gamma Chi Chapter can be sure of plenty of activities for the remaining time at St. Bonaventure University.

Looking over the campus, we find that many Delta Sigma Pi men occupy key positions. Kenneth J. Hanabergh is the president of the Student Senate; Joseph R. Mayer, senior class treasurer; Norbert J. Rapp, Francis F. Roach, and Sammuell T. Tornatore, hold the command positions in the R.O.T.C.; Charles G. Iocca and Charles R. Shickler are working on the Bonaventure Year Book. Our most famous and popular member, Anthony J. Tisko, is the outstanding end for our football team.

At this time, the Brothers of Gamma Chi Chapter want to express their thanks to all the chapters for their letters of congratulations on the installation of our chapter, and we extend to all of you our wishes for a very prosperous year.—DONALD A. DIETRICH

MISSISSIPPI

ALPHA PHI CHAPTER at the University of Mississippi climaxed two weeks of rushing by pledging 19 men for first semester. This has been one of our hardest working and most loyal pledge classes. So far the pledges have helped to complete our alumni file and have addressed and mailed the chapter newsletter. Under the supervision of Junior Warden Leo Brown, the pledges have had weekly meetings, and have elected their officers. Plans for the painting by the pledges of the chapter office in the Student Union Building are also being made. Initiation of these pledges will be held during January.

Alpha Phi Chapter celebrated Founders' Day with a banquet at a local restaurant. Over 75 actives, pledges and alumni and their dates attended. Leston L. Love, dean of the Division of Student Personnel, was our guest at the

banquet; and he delivered a talk on "Our Appreciation of the University." The banquet was a great success; and received several inches of space in the school newspaper, the "Mississippian."

The first two issues of the chapter newsletter, the "Delta Reb," have been published and mailed to alumni, to members, to other chapters, and to the Grand Council. Several letters have been received from the administration of the University, as well as from alumni and members, telling us that this is one of the best newsletters the chapter has ever published. Two more issues of the "Delta Reb" will be published this year—one in February and one in May.

This year the name of the newsletter was changed from "Al-Phi-Tizer" to the present name. The brothers thought that the new name "Delta Reb" was more characteristic of "Ole Miss," Mississippi, and the South.

Head Master Mike Isom has worked diligently for several months to have our alumni file completed. There are about 350 alumni of Alpha Phi Chapter; and we feel that each should be in contact with the chapter, if possible. Each alumnus was sent a copy of the chapter newsletter, in which he was requested to write to the chapter giving us news of interest. We hope to have a permanent column in the newsletter entitled "With Our Alumni." Thanks to the hard work of the pledges and our head master and to the cooperation of the university alumni association, the file has been completed and brought up-to-date.

The 32 active members of Alpha Phi Chapter are very proud of our brothers who are holding high positions in the student government of the University. Brother Jack Geary is president of the Associated Student Body; Brother Gene Bishop is vice-president of the A.S.B.; and Brother Henry Fonville is treasurer of the A.S.B. Brother Billy Berry is president of the School of Commerce and Business Administration.

Each Tuesday afternoon the School of Commerce and Business Administration sponsors a business talk by an outstanding businessman. These men come to the campus from all over the nation. Members of Alpha Phi Chapter have been attending the talks regularly and faithfully, and have been active in the discussion that follows each talk. It is probable that a certain section of the auditorium will be reserved for Deltasigs only.—ABE M. TAHIR, JR.



GAMMA CHI CHAPTER at St. Bonaventure University building their float for homecoming. In the foreground: John J. Mangini, Charles T. Patanella, Donald F. Denz, Melvin J. Scott, and Richard F. Monasky. In the background: John P. Spindler, Charles G. Iocca, and James A. Twohig.

GEORGIA—Kappa

KAPPA CHAPTER at the Atlanta Division, University of Georgia, ushered in its fall rush season on September 19 at the Deltasig Lodge by entertaining 11 prospective members at an old-fashioned stag party. The climax of the evening was the serving of unique refreshments by the social committee. On September 22 Kappa Chapter's annual barbecue was held at the Deltasig Lodge, with a local chef preparing food for approximately 175 people. Although the rain came down in torrents and the mud was ankle deep, the spirits of the huge gathering were not dampened and the affair was very successful.

A new type of program was initiated at the October 14 meeting of Kappa Chapter in which George W. Mahler, administrative dean of the Atlanta Division, University of Georgia, spoke to the brothers on "Group Dynamics." This program was very interesting due to the fact that Dean Mahler had each one present participate in one of several experiments to prove the effectiveness of group operations as opposed to individual or channel operations. The chapter is looking forward to having another program of this nature.

The Forty-fourth Anniversary of Delta Sigma Pi was celebrated with a banquet the evening of November 6. The celebration was attended jointly by active chapter members and alumni at the American Legion Post No. 1. Guest speaker Charlie Brown, president of Fickett and Brown, the world's largest mop factory, spoke on "Americanism" which followed the anniversary address by Brother Tom Dicks.

Kappa Chapter was honored to have Howard B. Johnson elected as Grand President of Delta Sigma Pi at the Grand Chapter Congress in Dallas, and further honored to have two Kappa members, Thoben Elrod and Frank Brandes from the southeastern and western regions, respectively, elected to the Grand Council.—JOHNNY HARWELL

LOUISIANA STATE

BETA ZETA CHAPTER at Louisiana State University, Baton Rouge, Louisiana, had a successful rush program this semester; the high point being a smoker held the last of October in a private room at a favorite off-campus gathering place. Twelve rushees were pledged on November 15 in the College of Commerce Building. We are extremely proud of our new pledges and feel that we have the caliber of men that will be a definite asset to the fraternity.

Because of mid-semester exams and Thanksgiving holidays, we were unable to observe Founders' Day until November 28. A banquet was planned for that night at the Faculty Club on the campus, with a guest speaker from one of Baton Rouge's industrial plants. A good representation of actives, pledges, alumni and faculty members were present at this Founders' Day banquet.

We were very proud to have past Grand President Walter C. Sehm and Grand Council Member William R. Merrick pay us a visit at the beginning of this semester. Only a few of the members could be present for their hurried visit, but those who attended the informal meeting appreciated the opportunity of talking with them.

You good Deltasigs that pass through Baton Rouge on a trip, be sure to contact some of us. We always enjoy talking to our brothers, and we might even treat you to a cup of good Southern coffee.—H. B. CONNER, JR.

NORTH CAROLINA

ALPHA LAMBDA CHAPTER at the University of North Carolina started the fall with a successful year behind it. We of Alpha Lambda are justly proud of the fact that we reached the 100,000 point mark in the Chapter Efficiency Contest last year. This is the first time that Alpha Lambda Chapter has ever accomplished this feat. With this record we started forth the new year determined to do a repeat performance.

Another thing we are proud of is the fact that we have unanimously voted to outlaw "Hell Week." Instead of the hazing and hell-raising we now have instituted "Help Week." During "Help Week" we plan to have our pledges do helpful and beneficial services for the fraternity, such as painting the house.

Our professional program this fall has been exceptionally well done mainly because of the efforts of Brother Jim Collins. Jim has done very good work as chairman of the professional committee. Mr. Carmen Blough, president of the American Institute of Certified Public Accountants, was guest speaker at our regular meeting on October 21. Following an informal discussion on accounting, Brother Blough spoke on the function of the Institute of Certified Public Accountants.

On the afternoon of November 2, we visited the new state headquarters of the Hospital Savings Association which is located in Chapel Hill. We were conducted on a tour throughout the entire building and noted many interesting facts. Of particular interest was the operation

of their IBM machines. This tour thoroughly enlightened all brothers as to the functions of an insurance organization.

But our main professional activity this fall was our trip to Roanoke, Va., on November 9. We visited the Roanoke City Mills, Inc. the largest flour mill south of the Ohio and east of the Mississippi. We were conducted through the flour mill and learned many interesting facts about the making of flour, which seems very simple but isn't. After a short lecture by their head chemist in the research laboratory, we toured their large feed mill. They make feed for all types of animal life from the very largest to the smallest. After the feed mill tour we were their guests at an informal luncheon which was followed by a question and answer period or a sort of round table discussion concerning the problems and operation of a large flour mill. Then we went through their poultry research laboratory where they are continuously experimenting with many different types of feed. All in all it was a very interesting and enjoyable trip. The company officials were especially kind and courteous in making our visit pleasant as well as educational.

We held our annual Founders' Day Banquet at the Carolina Inn on Tuesday night, November 6, commemorating the 44th anniversary of the fraternity. Speaker of the evening was John O'Neill, assistant dean of the School of Business Administration. Brother O'Neill spoke on the part a professional fraternity should take in working and co-operating with its associated school. We were pleased to have present several of our faculty brothers, and we are looking forward to closer co-operation with them in the future.—FRED GARNER

TEXAS

BETA KAPPA CHAPTER, entering into another year of multiphase activity on the campus of the University of Texas, recently took an active lead in the first Annual Alumni Conference of the College of Business Administration and the Texas Personnel and Management Conference sponsored by the Department of Management. We had as our part of the Alumni Conference the Banking and Finance Clinic. Dr. L. B. Raisty, vice-president in charge of consumer finance of the Federal Reserve Bank of Atlanta, graciously accepted our invitation to be the principal speaker. Several of our members were on the arrangements committee for the personnel conference.

Another phase of Beta Kappa Chapter's professional program has been its professional dinners. On October 22 Mr. Willie Kocurek of Austin spoke to the chapter on "After Graduation, What?" Brother Robert G. Jackson, instructor in marketing, in a combined professional meeting and smoker for rushees gave a running commentary on his travels though the Near East during World War II. A part of his 1200 pictures of this area was "screened" to illustrate the talk.

By the time of Founders' Day celebration, our 22 neophytes were beginning to get fired with that old Deltasig spirit. They were getting almost frisky until the members walloped them in a football game at the pledge picnic by a fabulous score of 24 to 2. (It was a good thing that their touchdowns counted only a point each, or our record wouldn't have looked so good.) The spirited neophytes, whose motto is "Fight . . . But it does us no good," are already planning for revenge at informal initiation, but we'll be ready for them this year, especially since our spark plugs were removed last spring.

The "Rose of Deltasig" of Beta Kappa Chapter for 1951-1952 is Miss Bobbie Gene Sherwood, 20 year old Delta Gamma from Kilgore.



THIS IS THE CHARTERED BUS that carried 40 members of Beta Kappa Chapter at the University of Texas to Houston for a series of industrial and business tours.

Bobbie Gene will be presented formally at the Shipwreck Party scheduled for December 7.

The Alumni Contact Committee is beginning to function, and it is hoped that during the year all alumni can be contacted. An alumni directory is in the planning stage. All alumni are urged to send their current addresses to us in care of The Texas Union, The University of Texas, Austin, Texas.

Laying the foundation for acquiring a chapter house and working together on our professional programs and social activities gives us hope that this will be the greatest year in our 20 year history here at the University of Texas.—GENE P. MYRICK

SANTA CLARA

BIGGEST NEWS of the year thus far for Gamma Xi Chapter was the announcement that it had earned a total of 100,000 points in the Chapter Efficiency Contest during the previous year. Coming in for special congratulations was Chapter Efficiency Contest Chairman Peter Marelia who was a driving force in Gamma Xi's march toward its goal of 100,000 points.

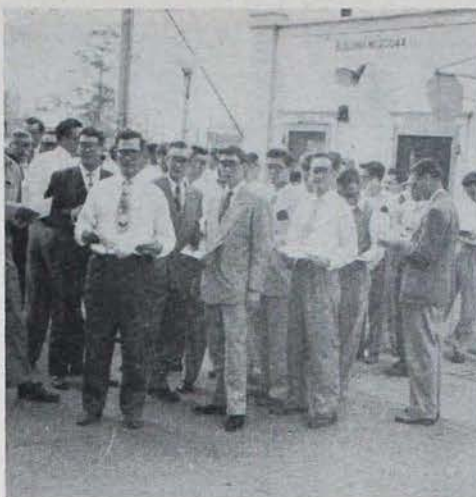
The first meeting of the school year was held a week after the start of the school term. At this meeting, we installed our new officers and discussed plans for the coming year. Foremost in our plans was the holding of a pledge party for this year's pledges. The party has since been held at the home of Faculty Advisor Louis F. Boitano and was considered a great success by all who attended. Pledge training is now starting under the direction of Senior Guide Ronald Troyan and Junior Guide Patrick Rodgers. The pledges will meet once a week, and under the direction of Brothers Rodgers and Troyan will perform some suitable pledge project which as yet hasn't been decided upon.

The financial condition of our chapter is excellent with a surplus of over \$200.00 in the treasury at the present time. Because of this surplus the chapter has decided to hold several dinner meetings this year with the first one scheduled for late in November. Also this semester our chapter was fortunate to be honored with a visit by Assistant Grand Secretary-Treasurer J. D. Thomson. Brother Thomson congratulated Gamma Xi Chapter on its fine record and told us to keep up the good work in the coming year.—JOHN McCLELLAN

VIRGINIA

THE FIRST MEETING of the current school year was held late in September under Head Master Bill Via, at which time the plans for the coming year were discussed. A party was held on the evening before the football game during our Homecoming Weekend of October 20. The party proved to be a great success and added to the enjoyment of the weekend.

During the fall rushing period the chapter pledged six new men. These include Rodger Rohrbach, Jim Farrell, John Houser, Victor Holden, Bill Linkous, and Harvey Sanford. Former Head Master Dave Walker returned for one of the rush meetings and spoke to the rushees on the merits of Delta Sigma Pi and membership in a professional fraternity. Junior Warden Bob Eacho announced that the next initiation would be held on December 1. At this time the chapter hopes to welcome all the pledges to the brotherhood. Among the newcomers to the chapter here at Virginia is Brother John Fowler, who is a transfer student



THE MEMBERS of Beta Kappa at the University of Texas on tour of several business firms and industrial plants in Houston, Texas.

from Alpha Eta Chapter at the University of South Dakota.

A number of field trips have been planned for the year and Jack Hardy, the senior warden, announced that the first one would be to the Bureau of Printing and Engraving and the Treasury Dept. in Washington, D.C. Among the hopefuls for future trips are the Federal Reserve Bank in Richmond and the E. I. du Pont de Nemours & Co. plant in Waynesboro, Va.

On November 9, the chapter, in conjunction with Alpha Kappa Psi, sponsored the annual School of Commerce Dance at the Frys Springs Beach Club. The dance brought out a number of brothers and alumni. A suggestion has been made and is under consideration that a School of Commerce Week be sponsored in the spring to draw more attention to the School of Commerce and enhance its prestige still further. At present nothing definite has been settled on this suggestion.—EMMETT CARROLL, JR.

INDIANA

THE SPRING INITIATION banquet under the splendid supervision of Brother William Larrimore marked the end of another successful year for Alpha Pi Chapter at the University of Indiana. Head Master Warren Weiss was heartily congratulated when the chapter reached the maximum goal in the Chapter Efficiency Contest. One of the chapter's outstanding pledges, Brother Oliver Haynes, received the Delta Sigma Pi Scholarship Key. The following men were elected to office on May 24: Head Master, Reed Chambers; Senior Warden, John Bain; Scribe, Charles Polstra; Junior Warden, Robert Weathers; and Treasurer, Barret Woodsmall. Brother Thomas Bossort was acclaimed the chapter's faculty advisor.

The new school year promises to be as rich and full as last year. All interested and qualified men are being contacted in preparation for the chapter's rush smoker on November 1. Colored slides and movies of Delta Sigma Pi will be shown. Several prominent professors in the field of business administration have been scheduled to talk at future meetings. All members will sell Christmas cards during the latter part of November. In addition to raising funds for the chapter's treasury, the experience gained by direct selling will be invaluable.

Above all, every member will assist head master Reed Chambers to attain the maximum total of points in the Chapter Efficiency Con-

test for the fourth consecutive year.—CHARLES POLSTRA

DETROIT—Gamma Rho

WITH THE REOPENING of school in September, Gamma Rho Chapter held a special meeting to install the new officers for the coming year. A report of the Grand Chapter Congress was given by Brother Gilbert De Ponio, the official delegate. Brothers John Harrington, Larry Dugan and Dick Bannasch attended the convention with Brother De Ponio. These men were very enthusiastic about the Grand Chapter Congress and the hospitality of the people of Dallas, Texas. Among their souvenirs were yellow cards admitting them to the Ancient Order of Yellow Dogs, of which the brothers were very proud. At a special meeting the new Head Master, Bob Trapp, appointed the men who were to head the various committees for the coming year.

At the October business meeting Brother John Harrington announced the schedule of dates and names of speakers for the professional programs. Listed among future speakers are Mr. Giles Kavanaugh, internal revenue agent of the Detroit area; and Mr. Gerald P. O'Brien, prosecutor of Wayne County. Brother Harrington also told the brothers about two impending professional tours, the details of which are still under discussion.

Gamma Rho Chapter was a co-sponsor with Theta Chapter at a football frolic. A dance, held at the Hotel Fort Wayne, was a climax to the Notre Dame-Detroit football game. A football autographed by the members of both teams was given as a prize. Needless to say, a Notre Dame student won the football to make it a clean sweep.

The beautiful new Veterans Memorial Building was the scene of the Founders' Day celebration. The room was bedecked with the royal purple and old gold colors of Delta Sigma Pi. Dancing and a buffet supper were enjoyed by the brothers and their ladies.

As a result of rushing, we pledged 10 future members of Delta Sigma Pi. Under the able direction of junior warden Dan Foley, the "Potentials" are progressing nicely. He reports that the pledges are being carefully and thoroughly indoctrinated in the aims and purposes of Delta Sigma Pi. The pledge program will be culminated in January with the formal initiation and banquet at the Hotel Sheraton. More will be written on this affair in the next issue of The DELTASIG.—GILBERT W. DE PONIO



UPSILON CHAPTER'S entry in the 1951 Homecoming house decorations contest at the University of Illinois. The scene depicts Illini Football Coach, Ray Eliot putting some Iowa Hawkeyes on ice.

CALIFORNIA

FIVE PLEDGES will be initiated into Rho Chapter on November 16, 1951. We are also planning another initiation in the early part of January. Our chapter is short-handed at present but we hope to be rolling by the end of the semester. Wayne Brown, our past head master, is doing graduate work at Harvard University this year. John O'Shaughnessy, our past scribe, is employed by the Union Oil Company while waiting to get into the marketing division. Johnny still comes to our meetings and is doing a lot for the chapter.

We were fortunate in having Jim Thomson, Assistant Grand Secretary-Treasurer, at our meeting on November 8. Jim informally answered questions and gave us pointers for building up the chapter.

We are planning a trip through Pacco Paint Company in the near future. On December 14 we will attend the "Rose of Deltasig" dance of Gamma Omicron chapter in San Francisco.

Our first Western Regional Meeting will be held in San Francisco in February. Frank Brandes, Western Region Grand Council Member, has done much to make this regional convention possible. We believe this convention will be a great success.—HILTON WATKINS

FLORIDA

BETA ETA CHAPTER at the University of Florida held its Founders' Day Banquet on November 7, with 30 brothers attending. After a fine meal, we had a short talk from Mr. H. T. Guirok, labor director for General Motors Corporation. Immediately following the banquet, Mr. Guirok spoke on the campus of the University of Florida before some 500 people. He gave a very enlightening talk entitled "Labor Relations in a Defense Economy." Beta Eta Chapter sponsored Mr. Guirok's appearance at the university.

Since the opening of school in September we have elected the following officers to fill existing vacancies: Brother Charles Hall, treasurer; Brother Charles Bever, master of ceremonies; Brother Benson Skelton, DELTASIG correspondent; and Brother Charlie Cribbs, Chapter Efficiency Contest chairman. These men are all capable and have started doing a fine job.

Our rushing program at Beta Eta Chapter is getting under way and our first party is planned for November 19. We have many fine

prospects and are confident of having a great pledge class this year. Plans are now being made for our annual Christmas formal dance, at which our "Rose of Deltasig" will be selected. Brother Bernard Palko has been elected to membership in Beta Alpha Psi, honorary accounting fraternity.

All the brothers at Beta Eta Chapter would like to offer congratulations to our two new chapters: Gamma Psi Chapter at the University of Arizona, and Gamma Omega Chapter at Arizona State College.—BENSON SKELTON

KENT STATE

THE BROTHERS of Beta Pi Chapter were glad to learn that they had again gone to the top in the Chapter Efficiency Contest. The life membership was divided between our two former Head Masters, Jerry Scott and Vincent Chiarucci. This marks the fourth time that Beta Pi has consecutively been awarded the Chapter Efficiency Contest Award. Much effort is being expended this year in anticipation of achieving the award for the current year.

Brothers Ronald Dreyer, head master, Julius Karnai and Stuart Barnes, alumni, attended the 18th Grand Chapter Congress at Dallas, Texas in September. All attending delegates reported having a wonderful time as well as obtaining vital information concerning fraternity affairs. On the return trip, the delegates stopped at Nu Chapter at Ohio State University and were well received by the brothers of our neighboring chapter.

Stanley Miller, alumni and province officer, retired this quarter and was presented with a brief case as a token of our deep appreciation for his service to Beta Pi Chapter. The presentation took place at the annual Founders' Day Banquet held at Green Trees Inn, Twin Lakes, Ohio on November 14.

Beta Pi's open smoker was held on October 16 at the chapter house (525 East Main Street, Kent, Ohio) with approximately 40 rushees attending. Of the rushees attending the closed smoker, which was held at the Elks Club in Kent, 17 men were accepted as pledges for this quarter.

A field trip has been scheduled for November 28, 1951, to the Cleveland-Chevrolet Division of General Motors Corporation. In this plant, transmissions for the Chevrolet are manufactured. Previous field trips by the chapter have included visits to General Electric's Nela Park, The Standard Brewing Company, Tim-

ken Roller Bearing Company, Federal Reserve Bank of Cleveland, and many others.

Homecoming was held this year on November 10. After the game, the chapter held an open house. Many visiting brothers and alumni were welcomed during the day. The entire week was set aside in preparation for the decorations on the house and the buffet supper which was held after the game. Frankie Masters's orchestra was featured at the Homecoming Dance, and a chapter party followed the dance which made the day a memorable event for all concerned.

A great many of the brothers attended the weddings of Brothers Bill Thompson, who was married this summer to Betty Jo Rush, and Bob Yarborough who was married to Lois Reid. Brother Thompson was the chapter's treasurer for the past year.—FRANK L. SWAIN

MISSOURI

ALPHA BETA CHAPTER of the University of Missouri held their pledge smoker October 18, 1951, at the Daniel Boone Hotel. The smoker was a big success. Refreshments were served and paper carnations, which were made by Brother Mackay's wife, were given out. As a result of our pledge smoker we have pledged 24 men. A speech was given at the pledging ceremony by the Chapter Province Officer Royal D. M. Bauer. In his speech Brother Bauer gave the history of Delta Sigma Pi.

Initiation of the new members will take place Sunday November 18, 1951.

Many of the ideas which were brought back from the 18th Grand Chapter Congress are now being tried in Alpha Beta Chapter. We feel that many of these ideas will increase the efficiency of the chapter and help us again to attain our 100,000 points.

An industrial tour to Kansas City has been planned for December 7, 1951 and will be attended by all members of Alpha Beta Chapter.—RICHARD L. MACKAY

CREIGHTON

BETA THETA CHAPTER at Creighton University sent to the Grand Chapter Congress at Dallas, Texas, representatives who included Head Master Robert Sibert, and Brothers Foye, Murphy, Martin, and Whaley. These actives reportedly enjoyed Texas hospitality at its very best and returned to classes tired but happy.

Thus far during the school year, Beta Theta Chapter has had a full schedule of professional meetings. These meetings are held monthly at the "Sparetime" Cafe in Omaha.

The guest speaker at the first professional meeting was Mr. Henry Winters, attorney for the Office of Price Stabilization. Mr. Winters spoke on "Inflation and Prices," and then answered questions concerning this very timely subject during the ensuing discussion period.

At the second professional meeting, the guest speaker was Mr. Raymond Paul, manager of the Omaha office of International Business Machines. About 10 pledges and 30 actives heard Mr. Paul's talk on "Salesmanship and Investments." A question and answer period followed the talk.

In addition, during the semester a program of business meetings has been conducted in the School of Commerce Annex. At these meetings, a calendar of social and professional activities for the first semester was planned; pledges were nominated, discussed, and voted upon; and preliminary Homecoming Float arrangements were made.

The pledge smoker held at the Labor Temple, October 14, 1951, attracted a fine group of

prospective pledges. After a short "get-acquainted" period, the privileges and corresponding duties of Deltasigs were outlined to the pledges present. On October 26, the pledges received pledge manuals and official instructions for "Hell Week" activities. By the time this issue of The DELTASIG reaches the presses, it is our sincere hope that the 10 pledges of Beta Theta Chapter will have survived "Hell Week"; and, by means of the formal initiation, will have become our full and equal brothers in Delta Sigma Pi.—JOSEPH M. LECHNER

MEMPHIS STATE

GAMMA ZETA CHAPTER pinned their second "Rose of Delta Sigma Pi" Friday night, November 9, at the annual formal "Rose Ball" held in celebration of our Founders' Day. Miss Jo Anne Clement, a junior at Memphis State and a major in business administration succeeds Miss Betty Jane Smith last year's "Rose."

Head Master John Joyce pinned the "Rose" after a very impressive ceremony immediately following the lead out. He presented her with the traditional bouquet of roses and presented our two alternates, Miss Marilyn Holland and Miss Shirley Williams with bouquets of white carnations.

The second annual "Rose Ball" held by Gamma Zeta Chapter in honor of our Founders' Day was a big success and was heralded as one of the outstanding social events at Memphis State College this year.

Gamma Zeta Chapter has secured great recognition on the campus and has been granted office space in the new annex to the Administration Building. A great amount of credit goes to our alumni club for their efforts and to former Head Master Ed Reece and Senior Warden Bill Burrough for their work in securing this office space. Brother Wilson Roop is busy rebuilding and recovering furniture and refinishing a desk given to the chapter by President Smith of the college to furnish our room. We feel that this is a step forward for Delta Sigma Pi at Memphis State and is the beginning of better things to come.

Brother Roy Tipton, vice president of the Memphis Alumni Club of Delta Sigma Pi and former Head Master of Gamma Zeta Chapter at Memphis State, was elected president of the Memphis State College Alumni Association at

the Annual Homecoming Banquet, October 27. Brother Tipton, a 1949 graduate, succeeds Mr. Frank McGoffin who has held that office for several years, a graduate of Memphis State in 1930. Gamma Zeta feels that this is a great honor for one of its members to be elected to such an office of influence not to mention the vantage point in which it places our chapter.

Brother Ed Reece, head master of Gamma Zeta Chapter in 1950-51, has been elected to *Who's Who in American Colleges and Universities*. Brother Reece was selected for his scholarship, campus activities, and general qualities of leadership. He is one of twenty-five Memphis State seniors elected to this honor in 1951-52.

Brother Bill Reed resigned his office and went off to join the Army. He heard his "Uncle" calling and so he goes—our loss is the Army's gain. Brother Frank McBride has also deserted college for the more glorious and adventurous life of the service. Brother McBride has been in the Navy, at San Diego but is now in Portsmouth, Virginia, or perhaps points unknown.—EMRI STIDAM

KENTUCKY

FOR ETA CHAPTER, 1951 will be the most successful year in its history. At least that was the impression we received at a meeting held October 11. The enthusiasm displayed by every member of Eta Chapter present, gave Head Master Bob Weldon an assuring vote of confidence for a very successful year. Strengthened by the initiation of 8 new members on May 27, our reconstruction program here at the University of Kentucky has picked up momentum and that proverbial ball is really rolling. Our new brothers are James Mefford, Bill Hartley, Robert Dodson, George Schrader, Douglas Williams, John Hall, William Fouse, and Wilford Cornett. These men have their jobs cut out for them in stepping into the valuable shoes of Brothers Dick Pigman, Lee Myles, Jack Boyd, and Bob Allen, whom we lost by graduation in June.

Committees for arranging inspection tours, procuring professional speakers, and lining up a very extensive rush program were appointed at the meeting. These activities, along with the planning of our Founders' Day Banquet, were the principal topics of discussion, and many advancements were made toward



HOWARD WAUGH, fullback of the University of Tulsa's Hurricane football team and historian of Beta Chi Chapter of Delta Sigma Pi. Howard was the nation's seventh leading ground gainer with 757 yards in 96 carries.

their completion.

In the personal achievement department, our hats are off this month to Brother Charles Coyle, who was elected to membership in Beta Gamma Sigma, a scholarship honorary fraternity, and who was also elected president of the Commerce Employment Association. Recognition should also be given to Brother Scott Griffith, who was elected Captain of Company C-1, Pershing Rifles.—MORRIS E. BURTON

JOHNS HOPKINS

CHI CHAPTER celebrated its first social affair of the year with a testimonial dinner held in honor of Brother Francis H. Horn, departing dean of McCoy College of Johns Hopkins University. The banquet, held at the University Club of Baltimore on October 6, 1951, was attended by over 75 brothers of the active chapter and alumni, who gathered to bid farewell and offer best wishes to Brother Horn in his new position with the National Education Association. A bronze plaque was presented to Brother Horn in recognition and appreciation of the assistance he so often and so liberally gave to our fraternity and its activities.

The first professional meeting of the year was a "Business Clinic" held on October 16, 1951, at Levering Hall. Business leaders of the alumni, consisting of Brother John McKewen representing the Certified Public Accounting profession; Judge Dulany Foster, the lawyers; and Brother William McGuire, the credit managers; served as members of a panel on which Brother Jim Moore acted as moderator. Each member, after giving a short résumé of his profession, answered questions raised by the audience concerning business problems.

Our party, held at the University Club of Baltimore on November 3, 1951, was one of the earliest given by Chi Chapter, which usually pledges during mid-December. As a result, all our newly elected brothers will be initiated on Saturday, December 1, 1951. A fine party was arranged by Senior Warden Harold Gray, and through his efforts we now have a pledge class of nine men.



GAMMA KAPPA CHAPTER'S newly acquired house at Michigan State College in Lansing, Michigan.

This year's celebration of Founders' Day will take place at the Blackstone on Saturday, November 17. The entertainment committee has arranged a splendid program after the dinner; consisting of a professional magician, an act which should make this a well remembered occasion.—JOHN B. ENSOR

RUTGERS—Beta Omicron

BETA OMICRON CHAPTER at the Rutgers School of Business Administration has again shown its capabilities through the attainment, for the fifth consecutive year, of the maximum score in the Chapter Efficiency Contest. This evidence lends proof to our desire not to sink below our present level of efficiency. It is therefore our aim to be even more discriminating in our future selection of prospective brothers so that we may facilitate the maintenance of our present position.

In view of the unstable world conditions of today, matriculation in many universities, schools and colleges has either decreased or increased at a decreasing rate. The pledge committee of our chapter has therefore had less latitude in recruiting a new pledge class. Through the combined efforts of the committee and of the past Senior Warden, Kenneth Izzo, and the present Senior Warden, Robert Wilford, we have been able to arouse sufficient interest in enough students to enable us to start a new pledge class equal in number to those of former years when the school enrollment of first year students was nearly fifty (50) per cent greater than it is at present. Interest and efforts other than the perpetuation of our chapter have been just as extensively pursued. Our professional and social programs under able chairmanships have left little to be desired.

The farewell to our predecessors in the chapter culminated with a Stag Party on April 14 given in the honor of those departing brothers who were then recently engaged. Other social events such as the Formal Dance held at the Maplewood Country Club, New Jersey on June 2, the picnic held on the 24th of the same month at Macopin, N.J. and the beach party conducted at Ortleigh Beach, N.J. rounded off the schedule prior to the summer vacation. Field trips to both commercial and industrial organizations as well as professional meetings permitted the brothers to gain an insight into the business field which presently they will enter.

With the commencement of the new school year, Brother Herbert W. Limpert, our head

master, returned from Texas and gave a complete eye-witness report of the activities which transpired at the Grand Chapter Congress where he participated as a delegate from this chapter. Soon afterwards the chapter celebrated its original installation date with a House Warming and Chapter Birthday Party, the House Warming also being celebrated because of the change of quarters. In the weeks remaining before the year expires, the chapter will again hold its Founders' Day Formal at the Maplewood Country Club.

In the years to come it is our firm conviction that, with the aid and leadership of such past head masters as David Close, Robert Kruse, Herbert Limpert and with the able guidance of the present Head Master Howard Sealey, Beta Omicron Chapter will again be rewarded for its achievements in the Chapter Efficiency Contest and as a leader among the fraternities at the university.—LOTHAR JACOBSEN

NEW MEXICO

THE FIRST NOTEWORTHY FUNCTION of Gamma Iota Chapter this college year was the pledging of nine men early in October. Although this is not a large pledge class, their quality seems to be far above average. Our first professional meeting of the year was also held in October. It featured a talk by Mr. A. Ray Barker, Southwestern distributor of Willys-Overland. Both actives and pledges thoroughly enjoyed Mr. Barker's informal remarks concerning distribution and general marketing problems encountered here in the Southwest.

Brother Gordon Blade, our delegate to the Grand Chapter Congress at Dallas, returned to the campus this fall with many worthwhile ideas which will help Gamma Iota Chapter get points in the Chapter Efficiency Contest. We got a good start in the right direction on November 3, 1951, when our five man ritual team helped install Gamma Psi Chapter at the University of Arizona in Tucson. We of Gamma Iota Chapter want to be among the first to extend congratulations to our new brothers, and neighbors, of Gamma Psi Chapter. We hope they have the utmost success on the University of Arizona Campus.

On November 7 Brother Bill Merrick, Southwestern Regional Grand Council Member, paid Gamma Iota Chapter an informal visit. Most of this meeting was spent discussing the recent Grand Chapter Congress and the installation

of chapters on the University of Arizona campus and on the campus of Arizona State College at Tempe. At this same meeting plans were made for the chapter to go in a group to the local Red Cross Blood Donation Center on November 26 and donate blood for the Korean crisis. Perhaps in this way we can further the civic as well as the "commercial welfare of the community."—DONALD G. LITCHFIELD

NEBRASKA

ON MONDAY EVENING, October 15 Alpha Delta Chapter had its first professional meeting, thus opening the 1951-52 school year in fine fashion. Highlighting the meeting was a forum on the topic "*Job Opportunities In Nebraska*." The speakers making up the forum were Harry Henie, Weaton Battey, Earl Correll and Ralph Tylor all prominent business men in Lincoln. Harry Henie was the acting moderator as the floor put many interesting questions before the four gentlemen. Needless to say many interesting and informative answers were received in return.

Following the first few weeks of school Alpha Delta Chapter turned its attention toward pledging. The smoker held prior to the pledging of rushees was a great success. Many fine fellows from the College of Business Administration were present. The members of the chapter want to make this one of the best pledge classes ever, since many actives will be graduating and joining the ranks of Uncle Sam come June.

Presiding speaker for the Founders' Day dinner was Edward Gillette, State Civil Defense Director. He gave us an enlightening bit of information on how the civil defense program is set up. He also gave us the whats, whys and wheres in case of atomic attack. Many profited by his talk.

The chapter plans to take an industrial tour to Omaha in early December. Our Professional Chairman, Bob Patterson has lined up several interesting places of business to visit. They are: C. A. Swansons & Sons, a wholesale poultry house and Mutual Benefit Health & Accident Association. All actives, rushees and other members of the College of Business Administration have been invited to attend this tour if they so desire.

At the present time Alpha Delta Chapter is actively engaged in preparing for the "Bizad" banquet along with another business fraternity in the college. This banquet is an annual affair here at Nebraska and it is up to the Deltasigs to see that it is put across. How can they lose?—ROLLAND HAAS and JOHN GROW

PENNSYLVANIA

BETA NU CHAPTER is making good use of the information the delegate and alternates brought back with them from the Grand Chapter Congress in Dallas. This year we plan to reach that 100,000 goal. Here are a few of the activities that have contributed points already:

The first professional meeting of the year found Brother Fred Floyd, C.L.U. with a topic entitled "*The Art of Selling*." The very inspiring talk was well attended by both Deltasigs and guests. Several weeks later as a part of our rushing program Brother Palmer Lippincott presented the film "*Gateway to World Trade*"—the story of Philadelphia's port and its importance to industry throughout the country. The overwhelming success of this professional meeting has as proof a fine group of pledges which are now being indoctrinated into the ways of Delta Sigma Pi. An extremely comprehensive and full schedule of such meetings has been compiled.



THE FOUNDERS' DAY DINNER of Alpha Delta Chapter at the University of Nebraska. Left to right: Bob Patterson, professional chairman; Edward Gillette, guest speaker; and John Grevich, head master.

The active chapter is forced to undo some of the fine work done by actives of the past. It seems that the two furnaces which heat the house are too close to the wooden panelling to pass the requirements set forth by the university fire marshal. As I understand it, an entire summer was spent in putting the place together just after the last war. Let's hope that we can make the basement as attractive as it was in the past.

Basement or not, we had one whopper of a party one Saturday night when Brother Ralph Mock, head master of Omega Chapter brought his tribe, plus dates, over from Temple University. At last estimate there were over 60 brothers attached or stag in attendance. We in Philadelphia have found that having joint parties adds a great deal of spirit to the social affairs. Brothers from neighboring chapters have an opportunity to swap problems and solutions for the benefit of all. Take advantage of the proximity of other chapters. You won't regret it.—BERT C. DAIKELER

UTAH

AT ITS FIRST MEETING of the year, Sigma Chapter at the University of Utah elected Brother Byron Armstrong head master for the coming term. "B. J." Armstrong, a member of Sigma Chapter at the time of re-activation, has just returned to school after a year of active duty with the Navy in Korea. He assumed his duties as prexy immediately.

Taking into consideration that social functions are an integral part of fraternity life, the chapter held its annual fall smoker on October 16 at the home of Brother Don Miller. One of the main objects of the smoker was to honor prospective pledges, and it was very much a success. Nearly the whole chapter turned out for the function, and as a result, six new pledges were added to the roster. We feel that a fine time was had by all, and similar parties will be held in the future.

On October 23, Dr. J. J. Rasmussen, professor of economics and holder of the Delta Sigma Pi Scholarship Key, spoke to a meeting of the chapter on "The Various Ways and Means of Exercising Price Controls Under the Present Defense Build-Up." A discussion period followed the lecture producing some very interesting conclusions.

Finally, the annual Founders' Day banquet was held on November 10 in the Congress Hotel. A special bouquet should be awarded to Lindy Ozancin, program chairman, for the fine job he did in making this one of the best banquets ever. The brothers are still wondering where all the food came from, but Brother Lindy assures us that the bill collectors will not be looking for us.

To round out the fall quarter, we are looking forward to November 16 when Jim Thomson, Assistant Grand Secretary-Treasurer, will be on hand to address a group of undergraduates and alumni in the university's union building.

We feel it's only fair to warn the other chapters that Sigma Chapter at Utah is "out to get" them in the Chapter Efficiency Contest. We're pointing to be top dog—so, look out.—C. DAVID HUSER

WESTERN RESERVE

BETA TAU CHAPTER at Western Reserve University, School of Business Administration in Cleveland, Ohio, inaugurated its schedule of activities for the winter semester with a business meeting. At this meeting, Clyde Lamb, head master, delivered an enthusiastic report on the 18th Grand Chapter Congress which he attended at Dallas, Texas.



SECOND PLACE was won by Delta Chapter at Marquette University in Milwaukee, Wisconsin, with this homecoming float.

The brothers were pleased to hear that Beta Tau Chapter had achieved its goal of 100,000 points in the Chapter Efficiency Contest. This is the third time the chapter has reached its quota since our installation on October 17, 1947.

Three professional meetings have been enjoyed by the brothers so far this year, with speakers from the fields of government, finance, and direct selling. The length of the informal discussion and question periods following the talks usually exceeded the formal speeches.

Brother Burkett, chapter professional committee chairman, arranged a tour of the Thompson Aircraft Products plant in Euclid, Ohio. A group of 15 Deltasigs took advantage of this highly interesting and informative plant visit.

A well-deserved honor was received by Brother Milan Brdar, one of nine men elected to membership by the Western Reserve chapter of Omicron Delta Kappa, national leadership honorary fraternity. Besides his post as Beta Tau Chapter historian, he was captain of the university baseball team as well as being an active participant in student government.

Beta Tau Chapter celebrated Founders' Day with a luncheon arranged by Brother Beach and his social committee. This group was also responsible for a very enjoyable informal rush party, which gave the brothers an opportunity to meet the prospective pledges.

As a result of the formal and informal rush parties, 10 men have already been installed as pledges. With the addition of these men, we hope to amass the required points in the Chapter Efficiency Contest for a second straight year.—JAMES G. KORDA

MIAMI U.

THE ALPHA UPSILON CHAPTER at Miami University opened its fall activities with a business luncheon on October fourth at the College Inn in Oxford, Ohio. At the luncheon, Senior Warden Dave Davis addressed the chapter concerning his trip to Dallas for the Grand Chapter Congress and the business transacted at that meeting. His very interesting account of the events that occurred at the Grand Chapter Congress made many of us regret our inability to attend.

On October 25, the chapter went on a field trip to the *Cincinnati Enquirer*, the only morning newspaper for the Cincinnati, Ohio area. A special representative of the publisher took the chapter members on a general tour of the editorial offices and publishing plant. The

brothers were allowed the privilege of running the presses, and Brother George Picht received the special honor of having the first of the 221,000 newspapers printed that morning given to him. The members also visited the studio of S. L. Warren, famous editorial cartoonist for the newspaper. At the conclusion of the tour, the members were received by the Managing Editor in his office for a general discussion about the operations of the newspaper.

On Thursday afternoon, November 8, the chapter held its fall rush smoker. Following this very successful smoker, the fraternity held its annual Founders' Day Banquet at Mac N' Joe's in Oxford, Ohio. Dean Raymond Glos, of the School of Business spoke to the group and urged them to be the leaders in commemorating the 25th anniversary of our School of Business at Miami. The chapter gave resounding support to Dean Glos's address and began making immediate plans to carry out his request.

The Alpha Upsilon Chapter is eagerly awaiting the visit of Grand Secretary-Treasurer H. G. Wright, who is scheduled to arrive on campus November 28. A special committee is busy making preparations for this occasion.—BILL ROMAN

BABSON

GAMMA UPSILON CHAPTER at the Babson Institute of Business Administration is well under way in its fall pledge program. A large number of pledges have been chosen; and it is expected that these men will be definite assets to Delta Sigma Pi, just as they have been to the institute. The pledges will be initiated into Delta Sigma Pi on December 1. Although our chapter's pledge activities have always been quite intensive, this year has marked a precedent in Gamma Upsilon's pledging technique. Instead of having the pledges do various stunts as has been the practice in the past, this year's pledge groups will be given more constructive assignments; such as being of assistance at the Convalescent Home near here, raking yards, and many other useful activities.

Thus far, Gamma Upsilon Chapter has had two professional meetings, which were held as open meetings for interested students. At the first meeting, Mr. Dwight Persons, representative of American Airlines, gave a very interesting talk on air freight—its organization, functions, problems, and competition. Our second meeting featured Mr. R. T. Early, Jr., a representative of the Employee Training Program

for the Eastern Gas and Fuel Association. Mr. Early demonstrated the visual aid method of education which is used by his company in informing its employees of the comparative benefits of Socialism, Communism, and Democracy. Both meetings included a talk by Head Master Murray Waldron on the organization and make-up of Delta Sigma Pi. Slide pictures were also shown which demonstrated the functions of our fraternity.

Gamma Upsilon has already made much progress in the Chapter Efficiency Contest. Through the cooperation of our members we hope to have little difficulty in attaining our quota. Our chapter is looking forward to Founders' Day, which it will celebrate in conjunction with Gamma Chapter of Boston University. There is expected to be a unanimous turnout by both chapters, and everyone is looking forward to a very enjoyable evening.—ROBERT O. WAGNER

TEMPLE

WHEN CLASSES RESUMED at Temple University in September and Omega Chapter held its first meeting we found, that due to graduation, our membership had been cut in half. Our chapter, which was composed of approximately 60 members in June, 1951, was now reduced to 30. At first we were a little disconsolate about our membership, but now that a new class of 19 pledges has been initiated, we feel quite assured of maintaining a strong and efficient chapter. Through our able pledging committee, made up of Brothers Seabourne, Rogalski, and Winter, the pledge class was allowed (*among other privileges*) to clean, repaint, and repair the interior of the chapter house so that it now looks much more attractive.

In addition to those who aided in both boosting our chapter membership and in making the chapter house more presentable, we owe a vote of thanks to the following officers for their fine administration of the chapter during their term of office: Ralph D. Mock, Jr., head master; Thomas G. Seabourne, senior warden; Andrew P. Rogalski, junior warden; Richard E. Horley, scribe; Jerold W. Brotsker, treasurer; and Maurice L. Kelley, chancellor.

We also want to commend Brothers Harris, Sherameta, and Jackson of the social committee for providing the many excellent social events of the chapter during the first semester. Most of our bi-weekly parties reminded us of an all-university open house rather than a chapter affair because of the many alumni which were often present. Among the alumni to return for a visit were Brother Pat Pegg, 2nd Lieut., U.S.M.C., and Brother Jim Love, U. S. Army, the latter returning from Korea recently. We also had Brothers Gerald Jerosik—Xi Chapter at Michigan, Bill Warren—Gamma Chapter at Boston, John Spinnelli—Beta Xi Chapter at Rider, Glenn Klinell—Beta Chapter at Northwestern, and John Reggia—Beta Nu Chapter at Pennsylvania as our guests on various occasions. This semester, we are planning for even finer social events hoping that more alumni and visiting brothers will share them with us.—RICHARD E. HORLEY

NEW YORK

ALPHA CHAPTER, after losing a majority of its active membership last June, returned to school this fall facing the task of rebuilding. With the intensive spirit of the active brothers and the encouragement given us by Assistant Grand Secretary-Treasurer James D. Thomson, I'm sure Alpha Chapter will be in a strong position shortly. Our pledge class has grown to

eight so far, with more potential pledges under consideration. These neophytes are being guided through their paces by the kindly hand of Brother Don Edson, our junior warden. We feel certain that Brother Edson's charges will make worthy additions to Delta Sigma Pi.

Three successful parties have already taken place, with the high point being the Halloween party. The decorations were the best we've seen in a long time, thanks to the efforts of Brother Dick Cianci. Dick has planned a fall and winter social program that should prove very enjoyable. Although New York University has shown itself to be quite incompetent on the football field, many brothers have displayed undying faith in attending the games. Brothers Dick Freyland, Warren Foley and Jack Malkie attended the Temple-NYU game in Philadelphia, then visited Beta Xi Chapter at Rider on the way back to New York. A party was soon in progress to the delight of all those present. Alpha Chapter is planning another visit to Rider in the not too distant future.

Our professional program is shaping up and should soon be underway. The first will be a debate on a current topic between two of our brothers on the faculty. We plan to have many of these debates throughout the year. They lean toward the informal side and yet have good informative value. In addition to the debates and outside speakers, we are trying to make arrangements for films of various industries and other interesting subjects.

The Alumni Club in New York has shown interest in our problems and has tried to give us a guiding hand, which we do appreciate. Many of the alumni have attended the parties and are frequently stopping by at the house. We are always glad to see them and hope they will continue their interest.—RICHARD L. VAN SCIVER

LOYOLA

GAMMA PI CHAPTER began its second academic year October 1 by reassigning its various committees to fill the gaps left by graduation and the draft. On November 6, in the tradition of Delta Sigma Pi, we held our first annual Founders' Day Celebration in the Lewis Towers Lounge. Highlight of the evening was a moving picture review of last year's Chicago Bears football team. Through the work and planning of Brother George Blake, social committee chairman, the evening turned out to be a success for all who attended. Twenty prospective pledges attended our first pledge smoker and have shown fine spirit thus

far. At this writing the pledge class is still being developed. However, plans have been made to combine the initiation of members with the semi-annual dinner dance on December 15. This initiation-dinner dance is to be held at the Graemere Hotel on Chicago's west side.

The printing establishment of R. R. Donnelly and Sons was the site of Gamma Pi Chapter's first professional tour of this school year. Twenty-three members viewed the entire printing process, from the stenciling of the original copies to the mailing of the finished products. The giant Donnelly presses handle some of the largest magazine circulations in the country, such as *Life*, *Time*, and *Colliers*. Chicago's historic Maxwell Street Market was chosen for our second professional tour of the year. Here the brothers received a first hand view of business as conducted in the ancient markets of Europe. On October 25, Mr. Byrnes of the Loyola University Department of Accounting became our first professional speaker of the year. Mr. Byrnes spoke on "*Federal Taxes and Their Effect upon the Accountant*."

Since our last article in *The DELTASIG* we are pleased to announce that the Deltasigs' intramural teams have annexed the Loyola University Intramural Championship. The intramural program at the Lewis Towers campus was devised on a cumulative point standing basis, the organization piling up the most points for all sports being declared sweepstakes champion at the end of the year. So overwhelming was the number of points amassed by the Deltasigs that this year a new system of point scoring had to be devised by the intramural officials. The Deltasigs, however, continue to roll along and have won three out of their first four football encounters. We are looking ahead to another fine year not only athletically but, more important, professionally and socially. The officers and committee chairmen of Gamma Pi Chapter have planned a well rounded program and it is their wish that through the execution of this program the spirit of brotherhood will deepen.—JOHN R. MCINTIRE

OHIO U.

ALPHA OMICRON CHAPTER at Ohio University celebrated Founders' Day with a banquet at the Sportsman. Mr. Dan Merrick, director of educational research for the McBee Company, gave an address entitled, "*Your Career*." Head Master Martin Luoma reminded the brothers of the founding and the develop-



THE DELEGATES of Alpha Phi Chapter at the University of Mississippi to the Eighteenth Grand Chapter Congress in Dallas, Texas. Left to right: J. W. Willis, scribe; Mike Isom, head master; Tony Provenza, treasurer; and Abe Tahir, Jr., correspondent.

ment of Delta Sigma Pi and the advantages accruing to its members if they work in the fraternity. Mr. Merrick corroborated the head master's words by saying that "active participation in professional activities is essential for future success." Master of Festivities Gene Fortney is to be commended for his fine job of planning and presiding over the banquet.

Our smoker at the Berry Hotel was a great success in that 24 rushees were introduced to the actives and 20 were later approved for pledging. Junior Warden Jim Patton is rapidly preparing the pledges for February initiation into the fraternity. Brother Ralph Beckert, professor of accounting in the College of Commerce, entertained and enlightened the smoker group with appropriate stories, Kodachrome slides, "The Story of Delta Sigma Pi," which were shown, proved of great interest to actives and pledges alike. Senior Warden Fred Cibula planned the smoker.

Brother Perkins has procured various speakers for our professional program through the National Association of Manufacturers. On December 7 Alpha Omicron Chapter will travel to Lancaster, Ohio, on a field trip through the Anchor Hocking Glass Corporation plant.

Brother Phillip McVey, instructor in marketing in the College of Commerce last year, is now at the Ohio State University, working toward his Doctor of Philosophy degree. Brother Keith Broman, last year an instructor in accounting in the College of Commerce, has also left Ohio University. He is attending the University of Nebraska to work on his Doctor of Philosophy degree.

Alpha Omicron Chapter is indeed happy to again be an active chapter in the International Fraternity of Delta Sigma Pi. Head Master Martin Luoma and the entire chapter are determined to be an asset to Delta Sigma Pi.—
EBERHARD E. FUHR

BOSTON

A PROFESSIONAL MEETING held October 17, 1951, in the Silver Room at the Hotel Kenmore opened Gamma Chapter's activities for this year at Boston University. We were extremely fortunate in having for speakers Alumni Brothers Tom Spurr and Jack Keenan. Brother Spurr, a member of the Massachusetts Legislature, spoke upon the organization and procedure of the House of Representatives in Massachusetts. Brother Keenan gave an interesting talk on the meaning of brotherhood and fraternity life. Brother Ray Sylvester, chairman of the professional committee, has obtained, as our next speaker, Mr. Anthony Mitchley of the British Consulate.

Gamma Chapter's social program for this semester is a very busy one. An informal dance was held recently for the brothers and the alumni; and, despite adverse weather, almost every brother and many of the alumni attended. Founders' Day will be observed November 16, 1951, with a banquet to be held with our neighboring chapter, Gamma Upsilon at Babson Institute. The highlight of our social calendar will be the annual "Rose of Deltasig" dinner dance to be held December 1 at the Cambridge Boat Club.

Under the able tutoring of Junior Warden Jack Pretty, we have pledged a group of seven men, and throughout the halls of Boston University these pledges can be seen wearing their purple and gold Deltasig ties. Initiation will be held December 15, 1951, at the Hotel Kenmore. It will be followed by the traditional banquet.

Plans for securing a house for our chapter are progressing rapidly. A group of brothers worked on this important project throughout the summer, and we hope to have a house very shortly.

We have done fairly well in this year's Interfraternity Council football league, and are at present near the top of the league standing. While on the subject of football, we feel that it is important to mention that the Deltasig float in the recent Boston University monster football rally placed fifth in a field of over 40. The float, constructed by the brothers and pledges, was truly a credit to the fraternity.

We were honored recently by a visit from Assistant Grand Secretary-Treasurer Thomson. Brother Thomson met and discussed with the officers of the fraternity several aspects of fraternity life that specifically concerned our chapter, such as our future house and improved rushing procedures. Congratulations are in order for Head Master Wroblewski. Leon was recently named Prefect to the Student Council at the College of Business Administration by Dean William G. Sutcliffe. He has also been recently elected to Beta Gamma Sigma.—
L. ANDRE DUSSAULT

FLORIDA STATE

GAMMA LAMBDA CHAPTER of Florida State University began the year's first business meeting getting organized. Because of the loss of so many members in June graduation and the armed services, our first business on the agenda was a rushing campaign again under the leadership of senior warden Cowan. Our Founders' Day celebration was in collaboration with the School of Business reception in the lounge of the Student Alumni building on campus. At this time we were in the midst of meeting prospective pledges and used this reception to meet and get acquainted with fellow students in the School of Business and Economics on this campus. We were privileged in having Ed Clark speak to the rushees about the purpose and activities of Delta Sigma Pi. The Rushees were also informed about the history of Gamma Lambda Chapter of Florida State University.

We have had several smokers and a fish fry in the past few weeks to acquaint these students with our fraternity and the members. All of the events have been successful and everyone has had a wonderful time.

Nine students have become pledges and are working toward the initiation, which will take place December 9, as our third celebration of Gamma Lambda's birthday. Initiation will be held in the I.O.O.F. Temple on Monroe Street with a banquet following at Talquin Inn. The latest report from the pledge committee is that Gamma Lambda's new pledges are making fine progress under the able direction of Senior Warden Jim Cowan and Junior Warden Bill Cornelius.

By the time this article is printed our professional program will be in full swing. This coming semester we'll have meetings on the third Wednesday of each month in a joint business and professional program which will be of interest to the entire student body. At the present time the corresponding secretary does not know the plans our professional committee has for the remaining meetings, but we are all sure that there is something in store that will hold everyone's interest to the end.

Wedding bells were heard this summer for our Head Master Bill Breeland. The members of Gamma Lambda Chapter wish to extend their warmest congratulations and sincerest wishes for a happy life together to Brother Breeland and his wife.

The progress that Gamma Lambda Chapter has made during its two years on this campus is only the beginning of greater advancement. Under the inspired leadership of our officers, the guidance of our alumni, and a group of hardworking pledges, our highest aims cannot fail.—E. LOWRY SHERMAN

NORTHWESTERN—Beta

BETA CHAPTER at Northwestern University started the fall semester with three professional smokers. The first speaker was Mr. A. H. Gunn, vice president of the J. Walter Thompson Company, who gave an interesting talk on functions of an advertising agency. In addition a colored sound film showing the dynamic aspects of the profession was presented. In subsequent smokers Mr. A. W. Newman spoke on the diamond trade and James Tunney, sales representative of Florsheim Company, spoke on the shoe business. During these smokers prospects were socially scrutinized to determine their capability and capacity to become pledges and prospective future members of the fraternity. In all 17 were chosen to begin their pledge work.

A terrific success of the social season on the Chicago campus was the annual "Bouncing Ball" dance which attracted a record crowd thanks to the combined efforts of Brothers Lilly and Nardi. The hall was gaily decorated and the refreshments flowed from the booths set up for that purpose.

Beta Chapter has done it again in the form of another trophy for having the largest number of members at the Dallas convention in September. The Brothers had a great time in that hospitable town, but much serious work was accomplished and a full report of all activities that took place was given by Head Master Mocella.

Through the combined efforts of Beta, Alpha Omega and Gamma Pi Chapters of Northwestern, DePaul and Loyola Universities, respectively, a gay time was had by attending members and dates at a buffet dinner dance held in October. Grand Secretary-Treasurer, Gig Wright, Assistant Grand Secretary-Treasurer, Jim Thomson, province officers, chapter advisors and various members of the school faculty were our honored guests. The social season has been accentuated also by the numerous all campus open houses and closed parties among the three sororities that actively participate with us in such affairs. Sportswise, the athletically minded members of the chapter have completed a fine calendar of football games with the other fraternities on campus and have added an additional trophy cup to the collection.

Beta Chapter has thus entered a new school year with all the elements that make for a successful fulfillment of the 100,000 point goal in the Chapter Efficiency Contest. With the guiding hands of our head master and our chapter advisors—we will reach the top.—
WAYNE HANSEN

MIAMI

BETA OMEGA CHAPTER closed its official activities of the spring semester, 1951, on June 20 with the very impressive formal initiation of a large group of new Deltasigs at The Miamian Restaurant in downtown Miami.

The fall semester was officially opened by our first regular business meeting on September 28, which was highlighted by a report from Head Master McNamara on the 18th Grand Chapter Congress. We were all very impressed with the size and efficiency of Delta Sigma Pi as a national organization. At that meeting we assumed the distribution of the official magazine of the University, "Tempo," the first college pictorial and "All American" for the three years it has been published.

Two rush parties were held during the last two weeks in October. The first was held at Professor Silvers's home and was attended by a large number of actives, alumni and rushees. It was highlighted by brief talks by Dr. Ben-

nett, Professor Zacur, and others including brothers who informed the rushees of many of the fine points of Deltasig as well as of the benefits and obligations they would take on if they became members. The second party was held at a rushee's home and included essentially the same agenda as the first with the addition of a short talk by Dean Noetzel of the School of Business Administration. Both parties were characterized by the hard work of Master of Festivities Joseph Drew in making arrangements and preparing the refreshments which were served. In two groups on October 30, and November 2, a pledge class of approximately 35 was initiated which we feel certain will be a credit to Deltasig.

On November 7 a Founders' Day banquet was held and was attended by actives, alumni, and pledges alike. The dinner was followed by very inspiring speeches by Professors Price, Zacur, and Silvers after a brief talk by Head Master McNamara about the occasion to enlighten the pledges present. Again the arrangements for the occasion were characterized by the good work of Brother Drew.

Our first social event of the year was a beach party given by the Miami Alumni Club for all actives and alumni to get together and listen to our first out of town football game. Later in the semester an active member, Brother Ashley, arranged for us to have the use of a hotel's pool and patio to listen to our other out of town game. Both functions proved very successful in getting the alumni and the actives better acquainted. We expect to continue advancing at the pace we are now going and surpass all we have done in the past as we shall do each succeeding year.—GERALD P. BURKHART

BAYLOR

THE FALL QUARTER found Beta Iota Chapter at Baylor leading the campus clubs and organizations in activities and honors. The outstanding achievement for the Deltasigs was winning the annual Homecoming Parade and having our "Rose of Deltasig," Miss Frances Smyth, crowned Homecoming Queen before 40,000 spectators at the Baylor-T.C.U. football game. Frances was chosen to be "Rose of Deltasig" from ten beautiful nominees, and we are looking forward to winning the national contest this spring. She is a blond, five feet, eight inches tall, blue eyes; and comes from Uvalde, Texas.

The chapter was inspired by news and reports of the Grand Chapter Congress in Dallas. Beta Iota Chapter had 16 members registered, and the chapter has benefited much by their accounts of the session.

The long list of fall activities began with a professional meeting at the Raleigh Hotel at which Pat Taggart of the local newspaper spoke. The following week Brother Harry Reed entertained the chapter with an informal ranch-style dinner at his home. Special movies of a professional nature were shown later in the evening. A dance honoring the "Rose" was given at the Waco Syrian Association, and it was good to see many of the alumni brothers out for the occasion.

The chapter was proud to be able to reactivate the Beta Iota Chapter publication, The LEDGER, and the first issue was distributed at the homecoming breakfast. We are anxious that all the Beta Iota Chapter alumni receive a copy of the paper. The mailing list is not complete, and help in locating addresses of some of the brothers would be appreciated.

The annual Homecoming breakfast provided a chance for some 150 members and alumni to exchange greetings. Brother Trent Root, Texas Tech, provided an entertaining yet timely address following the breakfast.



BETA IOTA CHAPTER'S prize-winning float which "took the honors" in the recent Baylor University Homecoming Parade. "We've got 'em in a whirl" was the theme of the float depicting the Baylor Bear riding triumphantly atop the Southwest Conference football crown. The rotating ferris wheel carried replicas of the Southwest Conference schools' mascots. Miss Frances Smyth rode the float and was crowned Homecoming Queen of 1951.

The fall term ended with a dinner observing Founders' Day and celebrating Beta Iota Chapter's birthday. The first part of December saw the initiation of pledges and a formal dance honoring the "Rose." Many social and professional activities have been planned for the spring, and all the brothers are looking forward to the Southwestern Regional Meeting in Houston.—BEN E. SHORT

IOWA

EPSILON CHAPTER is working hard to meet the maximum 100,000 points for the fourth consecutive year in the Chapter Efficiency Contest. Our scholastic average for last semester was well above that of the College of Commerce. Head Master Winter and Brothers Hynden and Rehnstrom were honored with election to Beta Gamma Sigma.

We have an active pledge class of 11 members at the present time, and we are planning to start another class before this semester is over. The rushing activities included a smoker at the Hotel Jefferson, Iowa City, Iowa; a dinner at the Colony Inn, Amana, Iowa; and informal gatherings with prospective pledges at the chapter house. Senior Warden Quade did a fine job in organizing the rushing program and Junior Warden Kelley reports rapid progress of the neophytes in their training program.

The biggest event of the semester thus far was Homecoming. Our float was built and decorated despite adverse weather; our reward was fifth place in our division. Much credit is due to Brothers Hopewell and Johnson for their direction in the building of the float. After the football game we held an open house, at which refreshments were served to a large group of alumni and friends. Our housemother, Mrs. Shuler, and Brother Martin were largely responsible for the success of the open house. Our candidate for the Most Eligible Bachelor on Campus was Brother Schueth, the heart-throb of all the girls on campus. Needless to say he made a good showing in the contest, narrowly missing first place.

Intramural football brought us a victory in

our section, but we were defeated in the first round of the play-offs. Brother Quade sparked the defense while Brother Strang was running up a nice score for Delta Sigma Pi. The outlook for basketball is excellent and we are expecting to see some outstanding play by Brothers Strang, Kelley and Clayton.

Founders' Day was celebrated with a dinner at the Ox Yoke, Amana, Iowa. The food of the restaurants in Amana has been so praiseworthy that it has become a favorite meeting place for these events. Brother Elmer W. Hills, executive secretary of the College of Commerce, delivered a fine address to a capacity audience.

The plans for the near future include the initiation of new members on December 2, and our formal dinner dance on December 7; at which time our candidate for the "Rose of Deltasig" will be presented.—JIM LAHEY

TEXAS WESTERN

GAMMA PHI CHAPTER had enough members of the "never say die" type who remained on the campus to attend summer school and keep the activities of the chapter going through the hot, dry summer. We got together for a few picnics on the banks of the Rio Grande, or even in it at times, but enjoyed ourselves and escaped the heat and class work for a few hours.

Two of the faculty members and brother Deltasigs, Kenneth Olm and Donald Freeland spent part of their summers working on their doctorates. Brother Ken remained a true Texan and went to the University of Texas at Austin. Brother Freeland went back to God's country and spent his summer at Cornell University. They are back with us now, a little wiser after their experiences on the receiving end again.

By now the 18th Grand Chapter Congress has been re-lived and vividly described to all who weren't present. We would like to pass on our congratulations to all concerned for a job well done. We Texans always do things up in a big way. Well, we do have a few native Texans among us, excluding myself.

A banquet was held on October 18 at the Kings Way with a very fine attendance of

rushees, actives and alumni. It was an opportunity for the alumni to get together again and meet the new blood as well.

Brothers Jim Thomson, Assistant Grand Secretary-Treasurer, and Bill Merrick, Southwestern Regional Member of the Grand Council, paid us a visit on November 2. We took them to Juarez for a dinner and showed the "touristas" some of our "Border" points of interest. I think Jim likes El Paso's neighboring city of Juarez, Mexico—he's no stranger over there by now. Jim can even bargain with the merchants for a peso or two in prices.

This new chapter here in the West is aiming to prove itself and our initiation in December will add to our growing chapter here at Texas Western. If any of you take Horace Greely's advice to go West, be sure to visit us. We have a few members who are experienced in taking "touristas" on Mexican sight seeing tours.

SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina launched its drive for new members early in the semester by having two smokers for the prospective pledges. We plan to have two initiations this semester, and the first one has been completed. The pledges were required to do constructive work during their initiation period; such as cleaning the grounds and the fraternity house, and applying a new coat of paint to the inside of the house. Five undergraduates and two professors were initiated. The formal initiation was held November 2, 1951, and was followed by a banquet given in honor of the new brothers.

The professional meetings for this semester are planned so that they will be of interest to all students of the School of Business Administration. The first program was a discussion of the public accountant, his work, and his place in our present-day society. The discussion was led by a panel consisting of three Certified Public Accountants, all of whom are alumni members of Beta Gamma Chapter. The next meeting was an informal lecture on the importance of a life insurance agent to his community, his family, and his friends; which was presented by Brother Robert Mayer, a graduate of the University of South Dakota. We also have scheduled a discussion of the duties of the businessman in private industry and this is to be led by prominent businessmen of Columbia.

Founders' Day will be celebrated by an informal dance at the Jefferson Hotel. All alumni brothers are invited, and they will have a chance to meet the new brothers. It is hoped that all the candidates for the "Rose of Delta-sig" Contest will be present to give the brothers a better opportunity to decide who will best represent Beta Gamma Chapter.

Two of Beta Gamma Chapter's members were awarded letters declaring them Distinguished Military Students. This award is given each year to the men in the upper half of their academic class and also in the upper third of their ROTC class. These men have an opportunity to apply for regular commissions in the U. S. Air Force.—**CECIL G. LESTER**

DE PAUL

ALPHA OMEGA CHAPTER at De Paul University has the following brothers as officers for the present semester. They are Head Master, Roger Hymes; Senior Warden, Walter Kobylecki; Junior Warden, Daniel Koslowski; Scribe, John Brown; Treasurer, Howard E. Hight; Chancellor, Eymard Pajor; and Historian, Harry Serantoni.

For the second consecutive semester, the Deltasigs led all organizations at the university in selling chance books for the field house drive. For this we won the trophy which was presented to The Central Office where it is now displayed. The spirit of our brothers has carried over to the present semester as plans are completed for another field house drive. Brother Kobylecki is chairman of the publicity committee for the drive. Also, Alpha Omega chapter is cooperating with the Phi Gamma Nu Sorority in presenting a comedy skit to be held in November. All proceeds will be donated to the drive.

On October 27, Beta, Gamma Pi and Alpha Omega Chapters of Chicago held a Halloween party at the Rogers Park Masonic Temple for the purpose of having the brothers become better acquainted with each other. A highlight of the affair was a delicious buffet supper. About 30 Deltasigs from Alpha Omega Chapter attended the party. Mention should be made of Brother Hosmer and his committee for the fine work in helping to organize the party. We were fortunate to have Grand Secretary-Treasurer Wright and Assistant Grand Secretary-Treasurer Thomson in attendance.

Brothers Jerry Paneral, Roy Flodin and Chuck Menard returned from the Grand Chapter Congress held at Dallas, Texas. They had a fine time meeting brothers from other chapters. Alpha Omega Chapter chose as a candidate for "Rose of Deltasig," Miss Carol Barton. The Deltasigs also chose Miss Joan Sigafoose as their candidate for the Interfraternity Queen, to be elected at the interfraternity dance. We were privileged to hear Mr. Macie, an instructor in De Paul's School of Commerce, give a very enlightening talk on "Public Relations in Management."

This semester, Alpha Omega Chapter is pledging 16 men. These pledges look very good and will no doubt prove themselves to be very capable. We are aiming at 100,000 points in the Chapter Efficiency Contest to equal last year's total which gave us a tie for first place. Congratulations to Brother Bill Gorman and his wife for their first baby, Bernice Jean. Also Alpha Omega Chapter wishes Brother Mario Napolitano, former senior warden, the best of luck in the Marines.—**HARRY SERANTONI**

RIDER

BETA XI CHAPTER inaugurated this year's activities by electing a new group of officers to lead the chapter through the coming six month period. Brothers elected to office were: Oliver Lindsay, head master; Joseph Kelly, senior warden; Harry Olson, junior warden; Donald Chandler, chancellor; James Huston, treasurer; John Spinelli, scribe; William Morales, historian.

Our first social affair of the current year was in the form of a smoker, at which time over 90 rushees became acquainted with the brothers of Beta Xi Chapter, as well as being informed of the workings of Delta Sigma Pi through colored slides. Of the 90 rushees, 35 have been selected as potential assets to Delta Sigma Pi and are now working out their pledge season under the leadership of Junior Warden Harry Olson and the pledge committee. The annual Hobo Party was held on October 13, and a Founders' Day Party is going to be held November 7, 1951. An informal party honored the alumni when they returned to the college for homecoming weekend, October 27, 1951. The social committee is at present laying plans for the annual underprivileged children's Christmas party. Much of the success of these social affairs is due to the fine work of this committee headed by Brother Don Chandler.

The chapter sports committee, under Brother Richard Spadaccini, has placed both a football team and a bowling team in the college's fall intramural athletic program. At this writing the football team is in a tie for first place while the bowling team is holding down a fourth place position. The committee has recently set up a fund to meet the expenses of any athlete injured during participation in a sport representing the chapter. Part of the winning combination of the Rider College football team are eight brothers and four pledges. Brother Olympio Pacchioli was awarded a trophy for the outstanding athlete for the school year of 1950-1951.

Brothers John Korchinsky, Wilbur Paris, John Spinelli, and Oliver Lindsay attended the Grand Chapter Congress in Dallas, Texas during September of this year. As a result, each brother returned to the chapter with news of interest as well as a renewed vigor found in the fraternal bond of Delta Sigma Pi.—**HARRY T. GAMBLE**

ARIZONA

THE DATE of November third will long be remembered by the faculty member and the 21 undergraduates who were initiated into the ranks of Delta Sigma Pi here at the University of Arizona in Tucson. The installation of Gamma Psi Chapter was an impressive event and one we will long remember.

The installation program took place in the University of Arizona's new million-dollar student union building. Walter Sehm, past Grand President of Delta Sigma Pi, accompanied by Grand Council Members Frank Brandes and Bill Merrick, and Assistant Grand Secretary-Treasurer Jim Thomson conducted the installation. The fine ritual team from Gamma Iota Chapter at the University of New Mexico, and Bill John, an alumnus of Alpha Delta Chapter at Nebraska, completed the list of Deltasigs that took part in the installation.

After the ritualistic initiation, the installation banquet was held in one of the dining rooms in the student union building. Grand Council Member Frank Brandes performed his job as toastmaster with his usual excellent manner and witty jokes. Louis A. Slonaker, the dean of men, presented greetings to the group on behalf of the university. Dean Brown of the College of Business and Public Administration followed with a talk on the history of the college. The dean also spoke on the plans for our new business administration building that is now under construction. The completion of this building will be another step forward for our college which has grown to the second largest in the university.

The big event of the evening, of course, was Walter Sehm's presentation of the charter. It was the goal that we were all working toward and the beginning of our participation as the 89th chapter in Delta Sigma Pi. The charter was accepted by Paul G. Carroll, Head Master of Gamma Psi Chapter. After the ceremonies were completed, everyone went to the big football game between Arizona and New Mexico which provided quite a climax to a busy and memorable Saturday here at the University of Arizona.

Immediately after our installation, the chapter got into gear and proceeded with the organization of our pledge and professional programs. Our rushing committee hand picked seven men to be initiated this semester after a brief but extensive training program. One of the major items on our professional program, is a tour through the plant of the Infilco Company in Tucson. This is only the start of what promises to be a most successful year for Gamma Psi Chapter.—**MAX E. WILSON**

UNDERGRADUATE CHAPTERS

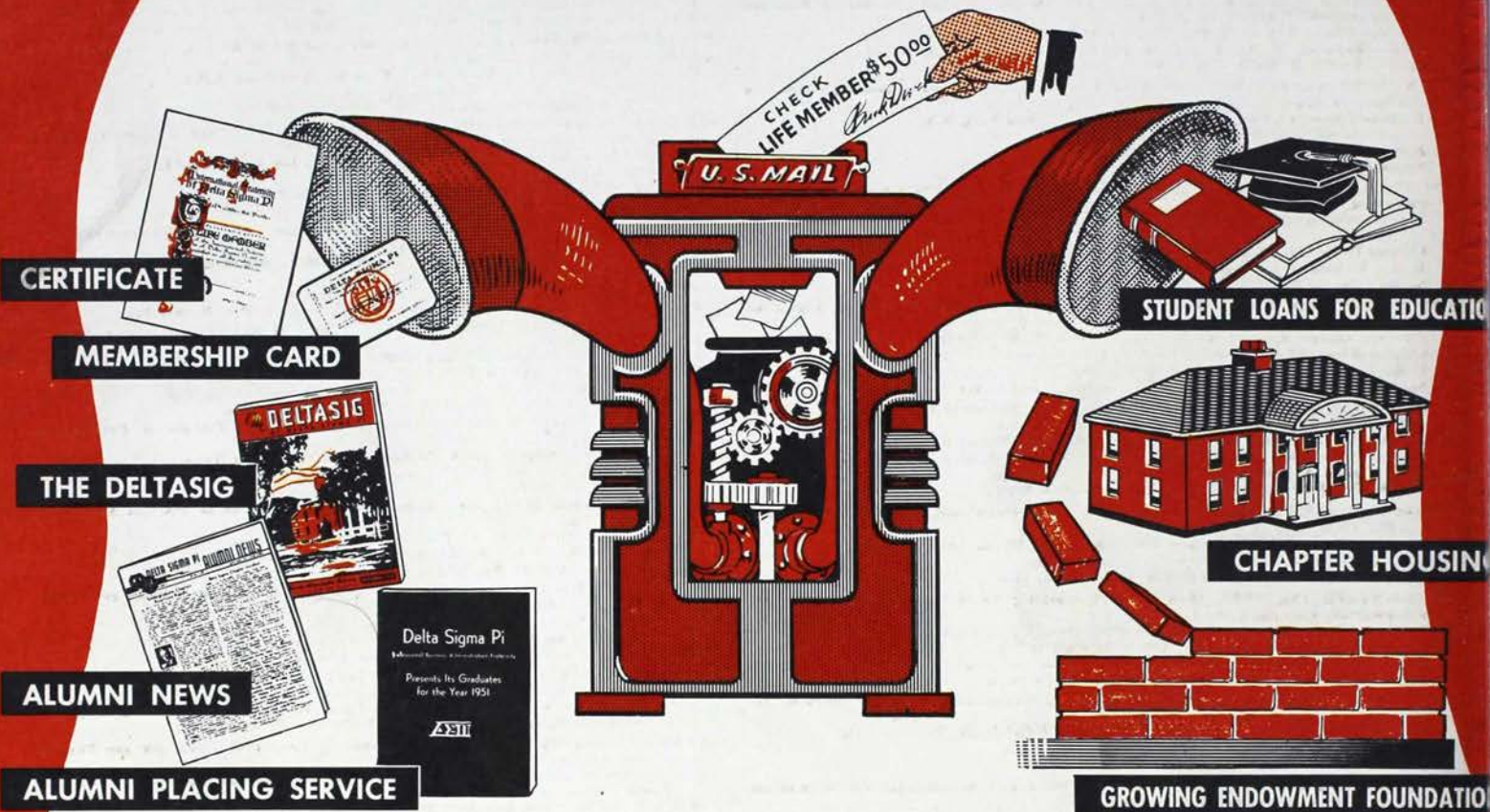
The name of the University is followed by chapter designation and year of installation. Permanent chapter addresses and telephone numbers are shown wherever possible. Abbreviations used for the principal officers are: H.M. for Head Master.

- ALABAMA** (Alpha Sigma, 1926), UNIVERSITY OF ALABAMA, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, TUSCALOOSA, ALA.
Province Officer: W. Paul Thomas, University of Alabama, University, Ala.
H.M. William W. Gregory, Jr., Box 2288, University, Ala.
Scribe Ira H. Ballard, Box 2138, University, Ala.
- ALABAMA POLY** (Beta Lambda, 1931), ALABAMA POLYTECHNIC INSTITUTE, DEPARTMENT OF ECONOMICS AND BUSINESS ADMINISTRATION, AUBURN, ALA.
Province Officer: Charles P. Anson, Chewacla Drive, Auburn, Ala.
H.M. E. Lee Spencer, Jr., Box 190, Auburn, Ala.
Scribe James E. Williams, 110 W. Magnolia, Auburn, Ala.
- ARIZONA** (Gamma Psi, 1951) UNIVERSITY OF ARIZONA, COLLEGE OF BUSINESS AND PUBLIC ADMINISTRATION, TUCSON, ARIZ.
Province Officer: William E. John, 222 N. Grande, Tucson, Ariz.
H.M. Paul G. Carroll, Hopi Lodge, University of Arizona, Tucson, Ariz.
Scribe Max E. Wilson, 2042 E. Hawthorne, Tucson, Ariz.
- ARIZONA STATE** (Gamma Omega, 1951) ARIZONA STATE COLLEGE, DEPARTMENT OF BUSINESS ADMINISTRATION, TEMPE, ARIZ.
Province Officer: A. R. Burton, Arizona State College, Tempe, Ariz.
H.M. Marvin I. Sordahl, 2432 E. Amelia Ave., Phoenix, Ariz.
Scribe Rodman H. Peil, 235 E. 15th St., Tempe, Ariz.
- BABSON** (Gamma Upsilon, 1951), BABSON INSTITUTE OF BUSINESS ADMINISTRATION, BABSON PARK, BOSTON, MASS.
Province Officer: Albert O. Merrill, 282 Buckminster Rd., Brookline, Mass.
H.M. Murray Waldron, 44 Frederick St., Newtonville, Mass.
Scribe Russell C. French, Rm. 204, Bryant Hall, Babson Park, Mass.
- BAYLOR** (Beta Iota, 1930), BAYLOR UNIVERSITY, SCHOOL OF BUSINESS, WACO, TEX.
Province Officer: Cameron M. Talbert, 3625 N. 26th, Waco, Tex.
H.M. James Love, Brooks Hall, Baylor University, Waco, Tex.
Scribe Milton Usry, Box 210, Brooks Hall, Waco, Tex.
- BOSTON** (Gamma, 1916), BOSTON UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, BOSTON, MASS.
H.M. Leon Wroblewski, 33 Buswell St., Boston, Mass.
Scribe Douglas McGregor, 850 Beacon St., Boston, Mass.
- BUFFALO** (Alpha Kappa, 1925), UNIVERSITY OF BUFFALO, MILLARD FILLMORE COLLEGE, BUFFALO, N.Y.
Province Officer: William T. Ahern, 139 Milton St., Dorchester, Mass.
H.M. Franklin A. Tober, 123 Highgate, Buffalo, N.Y.
Scribe Herbert E. Doering, 8 Oregon St., Buffalo, N.Y.
- CALIFORNIA** (Rho, 1922), UNIVERSITY OF CALIFORNIA, SCHOOL OF BUSINESS ADMINISTRATION, BERKELEY, CALIF.
H.M. Martin Mollhausen, 2432 College Ave., Berkeley 4, Calif.
Scribe Hilton Watkins, 2315 Dwight Way, Berkeley, Calif.
- CINCINNATI** (Alpha Theta, 1924), UNIVERSITY OF CINCINNATI, COLLEGE OF BUSINESS ADMINISTRATION, CINCINNATI, OHIO
Province Officer: Glen A. Beyring, 6314 Hamilton Ave., Cincinnati, Ohio
H.M. Andrew T. Fogarty, 2885 Ziegler Ave., Cincinnati, Ohio
Scribe James L. Harpring, 369 Fairbanks Ave., Cincinnati, Ohio
- COLORADO** (Alpha Rho, 1926), UNIVERSITY OF COLORADO, SCHOOL OF BUSINESS, BOULDER, COLO.
Province Officer: Robert Wasley, University of Colorado, Boulder, Colo.
H.M. Ralph W. Abelt, 1111 College, Boulder, Colo.
Scribe Robert H. Birkby, 355 Hallett Hall, Boulder, Colo.
- CREIGHTON** (Beta Theta, 1930), CREIGHTON UNIVERSITY, COLLEGE OF COMMERCE, OMAHA, NEBR.
Province Officer: Philip J. McCarthy, 5010 Webster St., Omaha, Nebr.
H.M. Robert L. Sibert, 3635 Lincoln Blvd., Omaha, Nebr.
Scribe Phillip D. Gronstal, 390 Keeline Ave., Council Bluffs, Iowa
- DENVER** (Alpha Nu, 1925), UNIVERSITY OF DENVER, COLLEGE OF BUSINESS ADMINISTRATION, DENVER, COLO.
Province Officer: Harry G. Hickey, 643 Olive St., Denver, Colo.
H.M. Paul W. Nehf, 1651 Ogden St., Denver, Colo.
Scribe William E. Ford, 1950 E. Virginia, Denver, Colo.
- DE PAUL** (Alpha Omega, 1928), DE PAUL UNIVERSITY, COLLEGE OF COMMERCE, 64 E. LAKE ST., CHICAGO, ILL.
Province Officer: Robert O. Lewis, 515 Woodbine Ave., Oak Park, Ill.
H.M. Roger Hynes, 9122 S. Dauphin St., Chicago, Ill.
Scribe John Brown, 6650 S. Mozart St., Chicago, Ill.
- DETROIT** (Theta, 1921), UNIVERSITY OF DETROIT, COLLEGE OF COMMERCE AND FINANCE, DETROIT, MICH.
Province Officer: Fletcher R. Armstrong, 19420 Burt Rd., Detroit, Mich.
H.M. Gerald Inman, 18860 San Jose, Birmingham, Mich.
Scribe Dean R. Porter, 700 Whitmore Rd., Detroit, Mich.
- DETROIT** (Gamma Rho, 1950), UNIVERSITY OF DETROIT, EVENING COLLEGE OF COMMERCE AND FINANCE, DETROIT, MICH.
H.M. Robert F. Trapp, 14800 Tacoma Ave., Detroit, Mich.
Scribe Joseph W. Oberlander, 5300 Alter Rd., Detroit, Mich.
- DRAKE** (Alpha Iota, 1924), DRAKE UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, DES MOINES, IOWA
Province Officer: John A. Schmitz, 706 26th St., Des Moines, Iowa
H.M. Richard M. Fridley, 1332 21st, Des Moines, Iowa
Scribe Daniel H. Camp, 1300 32nd, Des Moines, Iowa
- FLORIDA** (Beta Eta, 1929), UNIVERSITY OF FLORIDA, COLLEGE OF BUSINESS ADMINISTRATION, GAINESVILLE, FLA.
H.M. Bernard C. Gray, Flavel 1 Apt. 325-C, Gainesville, Fla.
Scribe Charles N. McAllister, Box 3199, University Station, Gainesville, Fla.
- FLORIDA STATE** (Gamma Lambda, 1949), FLORIDA STATE UNIVERSITY, DEPARTMENT OF COMMERCE, TALLAHASSEE, FLA.
Province Officer: Edwin M. Clark, Midyette-Moor Ins. Agency, P.O. Box 749, Tallahassee, Fla.
H.M. William H. Breland, Box 1028 E.C., F.S.U., Tallahassee, Fla.
Scribe Howard Abel, Box 1028, F.S.U., Tallahassee, Fla.
- GEORGETOWN** (Mu, 1921), GEORGETOWN UNIVERSITY, SCHOOL OF FOREIGN SERVICE, 37TH AND O STS. N.W., WASHINGTON, D.C.
Province Officer: James Cunningham, 4517 Iowa Ave., N.W., Washington, D.C.
Chapter House: 2210 20th St., N.W., Washington, D.C. (Adams 2355)

- H.M. Archie Riggins, 2210 20th St., N.W., Washington, D.C.
Scribe John P. Hunt, 2210 20th St., N.W., Washington, D.C.
- GEORGIA** (Kappa, 1921), UNIVERSITY OF GEORGIA, ATLANTA DIVISION, COLLEGE OF BUSINESS ADMINISTRATION, 24 IVY ST., ATLANTA, GA.
Province Officer: Emory A. Johnston, American Thread Co., 1052 W. Peachtree St., N.W., Atlanta, Ga.
- H.M. John J. Griggs, 163 Whiteford Ave., S.E., Atlanta, Ga.
Scribe Gene A. McClellan, 740 Penn Ave., N.E., Atlanta, Ga.
- GEORGIA** (Pi, 1922), UNIVERSITY OF GEORGIA, COLLEGE OF BUSINESS ADMINISTRATION, ATHENS, GA.
Province Officer: Samuel J. Cobb, Sr., 240 Baxter St., Athens, Ga.
Chapter House: 590 S. Lumpkin St., Athens, Ga. (4569)
H.M. William F. Hyde, 590 S. Lumpkin St., Athens, Ga.
Scribe Albert H. Clark, 590 S. Lumpkin St., Athens, Ga.
- ILLINOIS** (Upsilon, 1922), UNIVERSITY OF ILLINOIS, COLLEGE OF COMMERCE AND BUSINESS ADMINISTRATION, URBANA, ILL.
Province Officer: Emerson Cammack, 1704 W. Green St., Champaign, Ill.
Chapter House: 402 E. Daniel St., Champaign, Ill. (6-6941)
H.M. Robert Rybicki, 402 E. Daniel St., Champaign, Ill.
Scribe Jack Simpson, 906 W. Oregon St., Urbana, Ill.
- INDIANA** (Alpha Pi, 1925), INDIANA UNIVERSITY, SCHOOL OF BUSINESS, BLOOMINGTON, IND.
Province Officer: Thomas R. Bossort, Jr., 808 S. Henderson, Bloomington, Ind.
H.M. David Ogden, 1330 E. Tenth St., Bloomington, Ind.
Scribe Charles Polstra, 615 N. Lincoln, Bloomington, Ind.
- IOWA** (Epsilon, 1920), STATE UNIVERSITY OF IOWA, COLLEGE OF COMMERCE, IOWA CITY, IOWA
Province Officer: W. Arthur Allee, 230 S. Dodge, Iowa City, Iowa
Chapter House: 115 E. Fairchild St., Iowa City, Iowa (7482)
H.M. Albert C. Winter, 115 E. Fairchild St., Iowa City, Iowa
Scribe Robert W. Gift, 211 E. Church St., Iowa City, Iowa
- JOHNS HOPKINS** (Chi, 1922), JOHNS HOPKINS UNIVERSITY, SCHOOL OF BUSINESS, BALTIMORE, MD.
Province Officer: Arthur S. Bliss, 3734 Oak Ave., Baltimore, Md.
H.M. J. Gordon DuBay, 956 Argonne Dr., Baltimore, Md.
Scribe Robert L. Bean, 329 E. 24th St., Baltimore, Md.
- KANSAS** (Iota, 1921), UNIVERSITY OF KANSAS, SCHOOL OF BUSINESS, LAWRENCE, KANS.
Province Officer: Richard H. Buskirk, 4-D Sunnyside, Lawrence, Kans.
H.M. William A. Pierson, 1521 Rhode Island, Lawrence, Kans.
Scribe Ray R. Hower, 1408 Tennessee, Lawrence, Kans.
- KENT STATE** (Beta Pi, 1942) KENT STATE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, KENT, OHIO
Province Officer: Harold B. Le Grande, 422 Park Ave., Kent, Ohio.
Chapter House: 525 E. Main St., Kent, Ohio (9791)
H.M. Ronald J. Dreyer, 525 E. Main St., Kent, Ohio
Scribe Robert D. Graber, 525 E. Main St., Kent, Ohio
- KENTUCKY** (Eta, 1920), UNIVERSITY OF KENTUCKY, COLLEGE OF COMMERCE, LEXINGTON, KY.
Province Officer: Robson D. McIntyre, College of Commerce, University of Kentucky, Lexington, Ky.
H.M. Robert L. Weldon, Jr., 109 Owsley Ave., Lexington, Ky.
Scribe Charles E. Coyle, Box 2956, University of Kentucky, Lexington, Ky.
- LOUISIANA STATE** (Beta Zeta, 1929), LOUISIANA STATE UNIVERSITY, COLLEGE OF COMMERCE, BATON ROUGE, LA.
Province Officer: T. Hillard Cox, Louisiana State University, Baton Rouge, La.
H.M. H. B. Conner, Jr., 3778 N. Blvd., Baton Rouge, La.
Scribe John B. Teagle, Box 8392, University Station, Baton Rouge, La.
- LOUISIANA TECH** (Beta Psi, 1948), LOUISIANA POLYTECHNIC INSTITUTE, SCHOOL OF BUSINESS ADMINISTRATION AND ECONOMICS, RUSTON, LA.
Province Officer: Leo Herbert, 112 S. Farmville St., Ruston, La.
H.M. William Johnson, Box 448, Tech Station, Ruston, La.
Scribe Herbert Kilgore, 209 Everett St., Ruston, La.
- LOYOLA** (Gamma Pi, 1950), LOYOLA UNIVERSITY, COLLEGE OF COMMERCE, CHICAGO, ILL.
Province Officer: C. Howard Young, 2711 Giddings Ave., Chicago 25, Ill.
H.M. Robert A. Fichtner, Allerton Hotel, Rm. 1117, Chicago, Ill.
Scribe Richard F. Nicko, 1723 N. Lockwood Ave., Chicago, Ill.
- MARQUETTE** (Delta, 1920), MARQUETTE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, 1217 W. WISCONSIN AVENUE, MILWAUKEE, WIS.
Province Officer: William N. Bergstrom, 2854 S. Herman, Milwaukee, Wis.
Chapter House: 3337 W. Highland Blvd., Milwaukee, Wis.
H.M. Gerald R. Heller, 741 S. 23rd St., Apt. 7, Milwaukee, Wis.
Scribe Robert Schweiger, 3337 W. Highland Blvd., Milwaukee, Wis.
- MARYLAND** (Gamma Sigma, 1950), UNIVERSITY OF MARYLAND, COLLEGE OF BUSINESS AND PUBLIC ADMINISTRATION, COLLEGE PARK, MD.
Province Officer: Charles A. Taff, University of Maryland, College Park, Md.
H.M. George S. Douglass, Jr., 4300 Knox Rd., College Park, Md.
Scribe William Cwiek, P.O. Box 1-1051, University of Maryland, College Park, Md.
- MEMPHIS STATE** (Gamma Zeta, 1949), MEMPHIS STATE COLLEGE, DEPARTMENT OF BUSINESS ADMINISTRATION, MEMPHIS, TENN.
Province Officer: Roy N. Tipton, 3102 Spottswood, Memphis, Tenn.
H.M. John Joyce, Veteran Apt. 16B, Memphis State College, Memphis, Tenn.
Scribe John F. McQuiston, 3266 Johnson Circle, N., Memphis, Tenn.
- MIAMI** (Beta Omega, 1948), UNIVERSITY OF MIAMI, SCHOOL OF BUSINESS ADMINISTRATION, CORAL GABLES, MIAMI, FLA.
Province Officer: Dan Steinhoff, Jr., 3661 Princiana Ave., Miami, Fla.
H.M. Daniel S. McNamara, 190 N.W. 47 Court, Miami, Fla.
Scribe Eugene M. Putnam, 5608 Merrick St., Apt. C, Coral Gables, Fla.
- MIAMI U.** (Alpha Upsilon, 1927), MIAMI UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, OXFORD, OHIO.
Province Officer: Halsey E. Ramsen, Miami University, Oxford, Ohio
H.M. John Young, 20 A Veterans Village, Oxford, Ohio
Scribe Donald Irvine, Symmes Hall, Oxford, Ohio
- MICHIGAN** (Xi, 1921), UNIVERSITY OF MICHIGAN, SCHOOL OF BUSINESS ADMINISTRATION, ANN ARBOR, MICH.
Province Officer: Louis F. Marr, 209 Virginia, Ann Arbor, Mich.
Chapter House: 1412 Cambridge, Ann Arbor, Mich. (9274)
H.M. William W. Horvath, 416 E. Huron, Ann Arbor, Mich.
Scribe Allen Stuhlmann, 319 E. William, Ann Arbor, Mich.
- MICHIGAN STATE** (Gamma Kappa, 1949), MICHIGAN STATE COLLEGE, SCHOOL OF BUSINESS AND PUBLIC SERVICE, EAST LANSING, MICH.
Province Officer: Frank S. Montgomery, 419 Clarendon Dr., East Lansing, Mich.
Chapter House: 327 Hillcrest, East Lansing, Mich. (8-2517)
H.M. George P. Dellis, 327 Hillcrest, East Lansing, Mich.
Scribe Lawrence T. Grady, 444 Abbott Rd., East Lansing, Mich.
- MINNESOTA** (Alpha Epsilon, 1924), UNIVERSITY OF MINNESOTA, SCHOOL OF BUSINESS ADMINISTRATION, MINNEAPOLIS, MINN.
Province Officer: Eugene Kubes, 621 Winslow Ave., St. Paul, Minn.
Chapter House: 1029 Fourth St., S.E., Minneapolis, Minn. (Li 3857)
H.M. John Rudolph, 1029 Fourth St., S.E., Minneapolis, Minn.
Scribe Warner Kroona, 1029 Fourth St., S.E., Minneapolis, Minn.
- MISSISSIPPI** (Alpha Phi, 1927), UNIVERSITY OF MISSISSIPPI, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, OXFORD, MISS.
Province Officer: Joseph Cerny, II, University of Mississippi, University, Miss.
H.M. Mike Isom, Jr., Box 876, University, Miss.
Scribe J. W. Willis, Box 543, University, Miss.

- MISSISSIPPI SOUTHERN** (Gamma Tau, 1950), MISSISSIPPI SOUTHERN COLLEGE, DIVISION OF COMMERCE, HATTIESBURG, MISS.
H.M. Murphree J. Trahan, Station A, Hattiesburg, Miss.
Scribe William R. Capps, Box 218, Station A, Hattiesburg, Miss.
- MISSISSIPPI STATE** (Gamma Delta, 1949), MISSISSIPPI STATE COLLEGE, SCHOOL OF BUSINESS AND INDUSTRY, STATE COLLEGE, MISS.
H.M. Harold F. Smith, Box 1192, State College, Miss.
Scribe Robert B. Foard, General Delivery, State College, Miss.
- MISSOURI** (Alpha Beta, 1923), UNIVERSITY OF MISSOURI, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, COLUMBIA, MO.
Province Officer: Royal D. M. Bauer, 304 S. Garth Ave., Columbia, Mo.
H.M. Maurice F. Lytle, Jr., 1000 Maryland, Columbia, Mo.
Scribe Eldon O. Jagels, 101 Defoe Hall, Columbia, Mo.
- NEBRASKA** (Alpha Delta, 1924), UNIVERSITY OF NEBRASKA, COLLEGE OF BUSINESS ADMINISTRATION, LINCOLN, NEBR.
Province Officer: Donald J. Mathes, 1340 Plum St., Apt. 4, Lincoln, Nebr.
H.M. John Grelich, 1100 N. 28th, Lincoln, Nebr.
Scribe Burdette Roehrich Lukert, 1717 Harwood, Lincoln, Nebr.
- NEW MEXICO** (Gamma Iota, 1949), UNIVERSITY OF NEW MEXICO, COLLEGE OF BUSINESS ADMINISTRATION, ALBUQUERQUE, N.MEX.
Province Officer: Dorvell H. Chandler, 218 S. Walter, Albuquerque, N.Mex.
H.M. Raymond W. Clark, 2523 N. Palomas Dr., Albuquerque, N.Mex.
Scribe Gordon H. Blade, 1402 E. Silver, Albuquerque, N.Mex.
- NEW YORK** (Alpha, 1907), NEW YORK UNIVERSITY, SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, WASHINGTON SQ., NEW YORK, N.Y.
Province Officer: Clifford J. Milton, 9 E. 193rd St., New York, N.Y.
Chapter House: 230 Wooster St., New York, N.Y.
H.M. John W. Foley, 113 7th Ave., New York, N.Y.
Scribe John T. Malkie, 289 St. John Ave., Staten Island, N.Y.
- NORTH CAROLINA** (Alpha Lambda, 1925), UNIVERSITY OF NORTH CAROLINA, SCHOOL OF COMMERCE, CHAPEL HILL, N.C.
Province Officer: Milton E. Hogan, Jr., Depositors National Bank of Durham, Durham, N.C.
Chapter House: 211 Pittsboro St., Chapel Hill, N.C. (F-2071)
H.M. Richard D. Hart, 211 Pittsboro St., Chapel Hill, N.C.
Scribe Thomas L. Jetton, 211 Pittsboro St., Chapel Hill, N.C.
- NORTHWESTERN** (Chicago Division-Beta, 1914), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, 339 E. CHICAGO AVE., CHICAGO, ILL.
Province Officer: Edmond W. Satterwhite, 7026 N. Sheridan Rd., Chicago, Ill.
Chapter House: 42 E. Cedar St., Chicago, Ill. (Delaware 7-9651)
H.M. Robert A. Moccia, 2831 N. Mango Ave., Chicago, Ill.
Scribe Lawrence G. Mertes, 5550 S. Dorchester Ave., Chicago, Ill.
- NORTHWESTERN** (Evanston Division-Zeta, 1920), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, EVANSTON, ILL.
Province Officer: Earl J. Rix, 6327 N. Oak Park Ave., Chicago, Ill.
Chapter House: 1819 Orrington Ave., Evanston, Ill. (Greenleaf 5-9495)
H.M. David A. Nelson, 1819 Orrington, Evanston, Ill.
Scribe Gail DuMontelle, 1819 Orrington, Evanston, Ill.
- OHIO UNIVERSITY** (Alpha Omicron, 1925), OHIO UNIVERSITY, COLLEGE OF COMMERCE, ATHENS, OHIO
Province Officer: Ralph F. Beckert, 292 E. State St., Athens, Ohio.
H.M. Martin Luoma, 61 1/2 N. Court St., Athens, Ohio
Scribe Ken McLaughlin, 32 Franklin Ave., Athens, Ohio
- OHIO STATE** (Nu, 1921), OHIO STATE UNIVERSITY, COLLEGE OF COMMERCE AND ADMINISTRATION, COLUMBUS, OHIO
Province Officer: Paul E. Redmond, 408 Brehl Ave., Columbus, Ohio
Chapter House: 112 E. 14th Ave., Columbus, Ohio (UN-6181)
H.M. Robert W. Booher, 112 E. 14th Ave., Columbus, Ohio
Scribe Robert McCray, 112 E. 14th Ave., Columbus, Ohio
- OKLAHOMA** (Beta Epsilon, 1929), UNIVERSITY OF OKLAHOMA, COLLEGE OF BUSINESS ADMINISTRATION, NORMAN, OKLA.
Province Officer: James M. Murphy, University of Oklahoma, Norman, Okla.
H.M. Edward de Cordova, 536 S. Blvd., Norman, Okla.
Scribe Gus Newton, Hester Hall, Norman, Okla.
- OKLAHOMA A & M** (Gamma Epsilon, 1949), OKLAHOMA AGRICULTURAL AND MECHANICAL COLLEGE, SCHOOL OF COMMERCE, STILLWATER, OKLA.
H.M. George A. Seamands, 224 Ramsey, Stillwater, Okla.
Scribe Wyndel G. Price, W-253 Bennett, Stillwater, Okla.
- OMAHA** (Gamma Eta, 1949), UNIVERSITY OF OMAHA, DIVISION OF BUSINESS ADMINISTRATION, 60TH AND DODGE STREETS, OMAHA, NEBR.
Province Officer: Joseph S. Dellere, 137 N. 33rd St., Omaha, Nebr.
H.M. Robert E. Costello, 3706 Seward St., Omaha, Nebr.
Scribe Herbert A. Sklenar, 2508 N. 61 St., Omaha, Nebr.
- PENNSYLVANIA** (Beta Nu, 1932), UNIVERSITY OF PENNSYLVANIA, THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, LOGAN HALL, PHILADELPHIA, PA.
Province Officer: Addis L. Bowles, 527 Harrison Ave., West Collingswood, N.J.
Chapter House: 3902 Spruce St., Philadelphia, Pa. (Ba2-9096)
H.M. Edward H. Murphy, Jr., 213 Pennsylvania Rd., Brooklawn, N.J.
Scribe Joseph M. Wabsner, 6000 Baltimore Ave., Philadelphia, Pa.
- PENN STATE** (Alpha Gamma, 1923), PENNSYLVANIA STATE COLLEGE, DEPARTMENT OF COMMERCE AND FINANCE, STATE COLLEGE, PA.
Province Officer: George G. R. Lucas, 520 N. Allen St., State College, Pa.
H.M. John Barrons, Box 30, Hamilton Hall, State College, Pa.
Scribe James Eckman, Box 148, Hamilton Hall, State College, Pa.
- RIDER** (Beta Xi, 1934), RIDER COLLEGE, COLLEGE OF BUSINESS ADMINISTRATION, TRENTON, N.J.
Province Officer: Francis M. Dowd, 18 Sunset St., East Orange, N.J.
Chapter House: 909 Bellevue Ave., Trenton, N.J. (5-9603)
H.M. Oliver J. Lindsay, 2017 S. Broad St., Trenton, N.J.
Scribe John Spinelli, Jr., 151 Fenwood Ave., Trenton, N.J.
- RUTGERS** (Beta Omicron, 1937), RUTGERS UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, 40 RECTOR ST., NEWARK, N.J.
Province Officer: Benjamin T. Summer, Jr., 86 First St. N., Roosevelt Park Estates, Fords, N.J.
Chapter House: St. Regis Bldg., Rm. 4, 34 Park Pl., Newark, N.J.
H.M. Harold J. Seeley, 58 Ackerman Ave., Clifton, N.J.
Scribe Carl W. Wendt, 191 Malone Ave., Belleville, N.J.
- RUTGERS** (Beta Rho, 1942), RUTGERS UNIVERSITY, UNIVERSITY COLLEGE, NEWARK, N.J.
Province Officer: George H. Whitmore, 8 Laurel Pl., Upper Montclair, N.J.
H.M. Henry J. Wojtowicz, P.O. 416, Elizabeth, N.J.
Scribe Peter E. Trotta, 371 S. 11th St., Newark, N.J.
- ST. BONAVENTURE** (Gamma Chi, 1951) ST. BONAVENTURE UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, ST. BONAVENTURE, N.Y.
H.M. William A. Gallo, Box 1445, St. Bonaventure, N.Y.
Scribe Norbert J. Rapp, Box 1647, St. Bonaventure, N.Y.
- ST. LOUIS** (Beta Sigma, 1946), ST. LOUIS UNIVERSITY, SCHOOL OF COMMERCE AND FINANCE, 3674 LINDELL BLVD., ST. LOUIS 8, MO.
Province Officer: Maurice S. Murray, 7210 Arlington Dr., Richmond Heights, Mo.
H.M. Charles J. Schneider, Jr., 4134 Margaretta St., St. Louis, Mo.
Scribe Edwin F. Doering, 5177 Eichelberger St., St. Louis, Mo.
- SAN FRANCISCO** (Gamma Omicron, 1950), UNIVERSITY OF SAN FRANCISCO, COLLEGE OF BUSINESS ADMINISTRATION, SAN FRANCISCO, CALIF.
H.M. Raymond P. Neal, 172 Meadowbrook Dr., San Francisco, Calif.
Scribe Robert E. Ainslie, 1815 42nd Ave., San Francisco, Calif.
- SANTA CLARA** (Gamma Xi, 1950), UNIVERSITY OF SANTA CLARA, COLLEGE OF BUSINESS ADMINISTRATION, SANTA CLARA, CALIF.
Province Officer: Floyd W. Brady, 361 Vorano, Los Altos, Calif.
H.M. Peter Marcella, 113 Walsh Hall, University of Santa Clara, Santa Clara, Calif.
Scribe Philip Horton, 311 Walsh Hall, University of Santa Clara, Santa Clara, Calif.
- SOUTH CAROLINA** (Beta Gamma, 1929), UNIVERSITY OF SOUTH CAROLINA, SCHOOL OF BUSINESS ADMINISTRATION, COLUMBIA, S.C.
Province Officer: W. Frank Taylor, Jr., 113 S. Queen St., Columbia, S.C.
Chapter House: Tenement 14, University of South Carolina, Columbia, S.C.
H.M. William E. Houston, Box 1922, University of South Carolina, Columbia, S.C.
Scribe Charles L. Copeland, Box 872, University of South Carolina, Columbia, S.C.
- SOUTH DAKOTA** (Alpha Eta, 1924), UNIVERSITY OF SOUTH DAKOTA, SCHOOL OF BUSINESS ADMINISTRATION, VERMILLION, S.DAK.
Province Officer: Harry E. Olson, 440 N. Plum St., Vermillion, S.Dak.
H.M. Leland Jones, 311 Plum, Vermillion, S.Dak.
Scribe Robert Diefendorf, 212 N. Yale, Vermillion, S.Dak.
- SOUTHERN CALIFORNIA** (Phi, 1922), UNIVERSITY OF SOUTHERN CALIFORNIA, COLLEGE OF COMMERCE AND BUSINESS ADMINISTRATION, LOS ANGELES, CALIF.
Province Officer: Burrell C. Johnson, 4009 Callis Ave., Los Angeles, Calif.
Chapter House: 1018 W. 35th St., Los Angeles, Calif.
H.M. Perry Snell, 1018 W. 35th St., Los Angeles, Calif.
Scribe Frederick M. Beall, 920 W. 28th St., Los Angeles, Calif.
- SOUTHERN METHODIST** (Beta Phi, 1948), SOUTHERN METHODIST UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, DALLAS, TEX.
Province Officer: Frank A. Young, 318 Hyer Hall, Southern Methodist University, Dallas, Tex.
H.M. Lloyd L. Barr, 3319 Gibsontell St., Dallas, Tex.
Scribe James Webb, Dorm W., Southern Methodist University, Dallas, Tex.
- TEMPLE** (Omega, 1923), TEMPLE UNIVERSITY, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, PHILADELPHIA, PA.
Province Officer: Richard E. Sauder, 6329 Burbridge St., Philadelphia, Pa.
Chapter House: 1841 N. Park Avenue, Philadelphia, Pa. (FR 7-9625)
H.M. Ralph D. Mock, Jr., 1841 N. Park Ave., Philadelphia 22, Pa.
Scribe Richard E. Horley, 1841 N. Park Ave., Philadelphia, Pa.
- TENNESSEE** (Alpha Zeta, 1924), UNIVERSITY OF TENNESSEE, COLLEGE OF BUSINESS ADMINISTRATION, KNOXVILLE, TENN.
Province Officer: Robert M. Strahl, 10 Kemper Lane, Knoxville, Tenn.
H.M. Kyle Cooper, 1537 Laurel Ave., Knoxville, Tenn.
Scribe Norman Jaros, 931 S. 17th St., Knoxville, Tenn.
- TEXAS** (Beta Kappa, 1930), THE UNIVERSITY OF TEXAS, COLLEGE OF BUSINESS ADMINISTRATION, AUSTIN, TEX.
Province Officer: Otis Stahl, Jr., Yacht Club Rd., Austin, Tex.
H.M. Troy L. Meredith, 2703h Rio Grande St., Austin, Tex.
Scribe Loyd G. Gist, 505 W. 38th St., Austin, Tex.
- TEXAS TECH** (Beta Upsilon, 1947), TEXAS TECHNOLOGICAL COLLEGE, DIVISION OF BUSINESS ADMINISTRATION, LUBBOCK, TEX.
Province Officer: Howard E. Golden, Route 4, Lubbock, Tex.
H.M. James Mason, Box 4042, Tech Station, Lubbock, Tex.
Scribe George Morris, Box 4042, Tech Station, Lubbock, Tex.
- TEXAS WESTERN** (Gamma Phi, 1951), TEXAS WESTERN COLLEGE, DEPARTMENT OF ECONOMICS AND BUSINESS ADMINISTRATION, EL PASO, TEXAS
H.M. Michael J. Doria, Hudspeth Hall, Texas Western College, El Paso, Tex.
Scribe Filiberto S. Armijo, 129 N. Val Verde St., El Paso, Tex.
- TULANE** (Gamma Mu, 1949), TULANE UNIVERSITY, COLLEGE OF COMMERCE AND BUSINESS ADMINISTRATION, NEW ORLEANS, LA.
Province Officer: Howard W. Wissner, College of Commerce and Business Administration, Tulane University, New Orleans, La.
H.M. James W. Ward, 2514 State St., New Orleans, La.
Scribe Robert V. Haskell, 4603 S. Prieur, New Orleans, La.
- TULSA** (Beta Chi, 1948), UNIVERSITY OF TULSA, COLLEGE OF BUSINESS ADMINISTRATION, TULSA, OKLA.
Province Officer: Kenneth W. Popejoy, 4918 S. Newport Ave., Tulsa, Okla.
H.M. Floyd Zumwalt, 4123 East First, Tulsa, Okla.
Scribe Lee McElroy, Box 304, Bixby, Okla.
- UTAH** (Sigma, 1922), UNIVERSITY OF UTAH, COLLEGE OF BUSINESS, SALT LAKE CITY, UTAH.
Province Officer: Ronald F. Hornsby, 1579 E. Sigma, No. 7, Salt Lake City, Utah.
H.M. Byron K. Armstrong, 10 S. Eighth West, Woods Cross, Utah
Scribe William G. Nevers, 954 S. 11th East, Salt Lake City, Utah
- VIRGINIA** (Alpha Xi, 1925), UNIVERSITY OF VIRGINIA, SCHOOL OF BUSINESS ADMINISTRATION, CHARLOTTESVILLE, VA.
Province Officer: D. Clark Hyde, P.O. Box 1385, University, Va.
H.M. J. William Via, Jr., Rogers Hall, University of Virginia, Charlottesville, Va.
Scribe John J. Burke, Rogers Hall, University of Virginia, Charlottesville, Va.
- WAKE FOREST** (Gamma Nu, 1950), WAKE FOREST COLLEGE, SCHOOL OF BUSINESS ADMINISTRATION, WAKE FOREST, N.C.
Province Officer: Hamilton T. Boyd, 1003 Green St., Durham, N.C.
H.M. Wallace W. Hickman, Box 1081, Wake Forest, N.C.
Scribe E. Lindsay Reed II, 303 N. Main St., Wake Forest, N.C.
- WASHINGTON** (Alpha Chi, 1928), WASHINGTON UNIVERSITY, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, ST. LOUIS, MO.
Province Officer: William H. Stansfield, Jr., 1363 Andrew Dr., St. Louis, Mo.
H.M. Richard F. Koch, 6019 N. Pointe Blvd., St. Louis, Mo.
Scribe Walter O. Loebel, Jr., 5126 Waterman Ave., St. Louis, Mo.
- WAYNE** (Gamma Theta, 1949), WAYNE UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, DETROIT, MICH.
Province Officer: Bruce E. DeSpelder, 4487 Bishop, Detroit, Mich.
H.M. John F. Karr, 8641 Evergreen, Detroit, Mich.
Scribe Raymond E. McDonough, 15752 Lawton, Detroit, Mich.
- WESTERN RESERVE** (Beta Tau, 1947), WESTERN RESERVE UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, CLEVELAND, OHIO
Province Officer: John J. Sutula, 6638 Clement Ave., Cleveland, Ohio
H.M. Clyde M. Lamb, 3488 W. 119th St., Cleveland, Ohio
Scribe Leonard B. Horning, 9810 Elizabeth Ave., Cleveland, Ohio
- WISCONSIN** (Psi, 1923), UNIVERSITY OF WISCONSIN, SCHOOL OF COMMERCE, MADISON, WIS.
Province Officer: Charles C. Center, 3518 Blackhawk Dr., Madison, Wis.
Chapter House: 132 Breese Ter., Madison, Wis. (6-7863)
H.M. Edmund Wojciechowski, 132 Breese Terr., Madison, Wis.
Scribe Paul J. Strothenke, 132 Breese Terr., Madison, Wis.

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