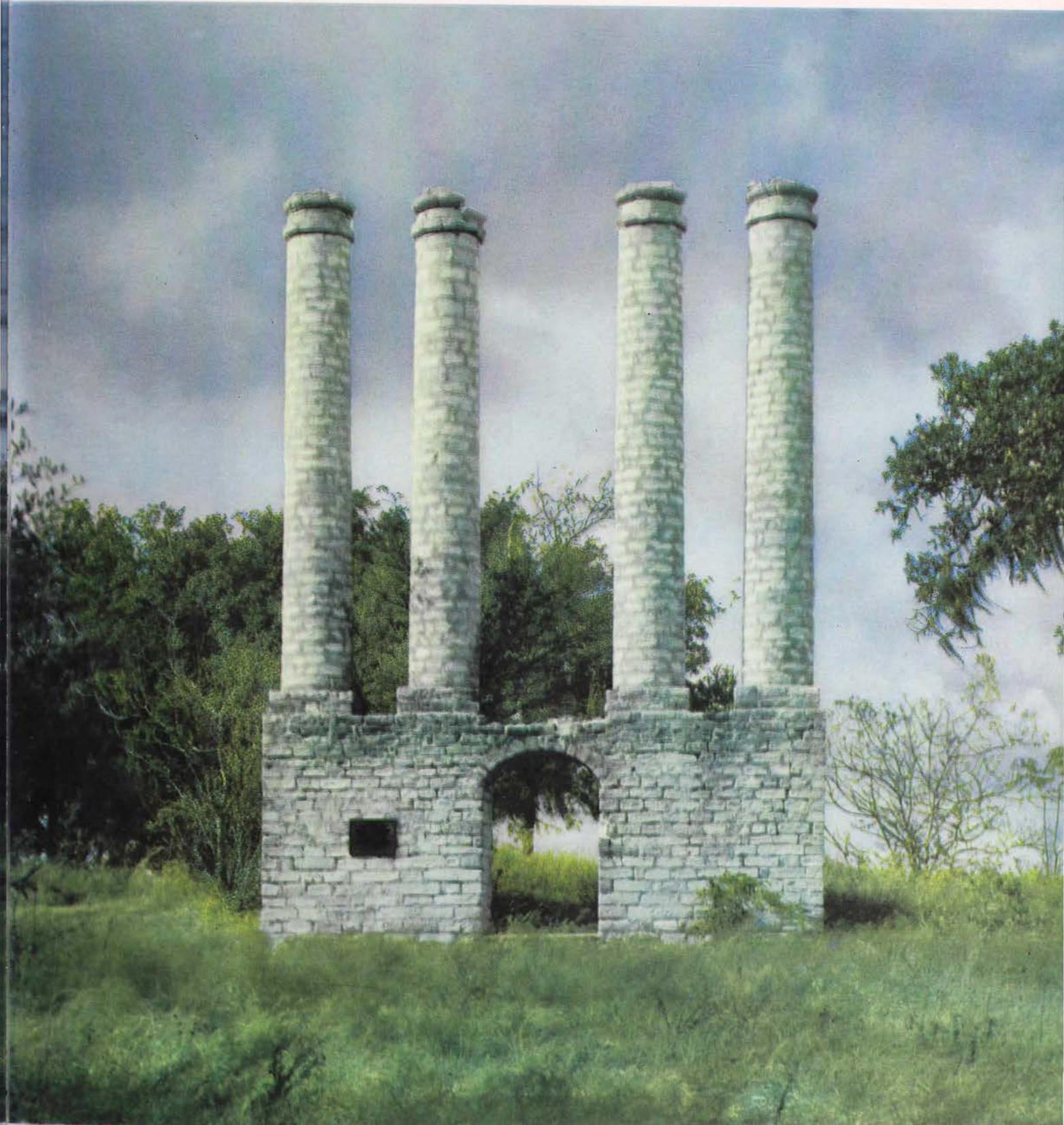


The

DELTA SIG

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



Professional Business Administration Fraternity

FOUNDED 1907

MARCH 1956



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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Staff Members: Margaret E. Mench, A. Rose Lewis, Joan M. Hillenbrand and Elise G. Sobota

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*H. C. Cox, *Alpha—New York* 1915-1916
F. J. McGoldrick, *Alpha—New York* .. 1916-1917
*C. J. Ege, *Alpha—New York* 1917-1920
H. G. Wright, *Beta—Northwestern* . 1920-1924
*C. W. Fackler, *Epsilon—Iowa* 1924-1926
H. O. Walther, *Psi—Wisconsin* 1926-1928
*R. C. Schmidt, *Theta—Detroit* 1928-1930
E. L. Schujahn, *Psi—Wisconsin* . 1930-1936
*E. D. Milener, *Chi—Johns Hopkins* 1936-1939
J. L. McKewen, *Chi—Johns Hopkins* 1939-1945
K. B. White, *Gamma—Boston* 1945-1947
A. L. Fowler, *Beta Nu—Pennsylvania* .. 1947-1949
*W. C. Sehm, *Alpha Epsilon—Minnesota* 1949-1951
H. B. Johnson, *Kappa—Georgia* 1951-1953
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* Deceased

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WASHINGTON, D.C.—Pres.: Vincent J. Greenfield, 8603 Mayfair Pl., Silver Spring, Md.

The Grand President's Column



WE ENTER the second semester of the college year and our chapters should now be running smoothly and in a business-like manner. Is your chapter in good order? Are your officers and members upholding the high standards of Delta Sigma Pi,

its Constitution and By Laws? Are you meeting your financial obligations? Are your records up to date and reports going to The Central Office? Are the scholastic standings of your members being checked? Has every member a specific job to do? Remember the working member is the interested member. Are your professional meetings and social programs well planned? If your answers to all the above questions are in the affirmative, then your chapter is headed toward a very successful year.



J. HARRY FELTHAM
Chi-Johns Hopkins
Grand President

And now some news on the National scene. At the meeting of your Executive Committee held in Baltimore on December 2, 3 & 4, Brother Harry G. Hickey, after

many years of faithful service to our fraternity, tendered his resignation as Director of the Inter-Mountain Region. Therefore, by action of the Grand Council this vacancy has been filled by our capable Brother D. H. "Jim" Chandler of Albuquerque, New Mexico. In addition to the above, Robert F. "Bob" Andree, now Director of the East Central Region, has been appointed to the Executive Committee.

Delta Sigma Pi can be justly proud of Brother E. Coulter Davies and his Committee on the Central Office Headquarters Foundation for it is men such as these who give of their valuable time, energies and talents without any thought of personal reward who represent everything our fraternity stands for. The resulting response to their efforts in the cause of our Central Office Building in Oxford is most encouraging.

As your chapter prepares for its forthcoming pledge classes and final initiations remember Delta Sigma Pi stands for "HELP WEEK." Let us make this a banner year.

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Our Cover

The ruins of the main building on the original Baylor University Campus which was located at Independence, Texas. This is now a part of Baylor University State Park. The colorprint was furnished through the courtesy of the Magnolia Oil Company to whom we are grateful.

J. D. THOMSON, Editor

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



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We have an Opportunity for You:

IF—You are interested in Delta Sigma Pi and would like to become a part of The Central Office staff on a permanent full-time basis in the capacity of Executive Secretary.

IF—You are interested in traveling a couple of months of each year visiting chapters and alumni clubs.

IF—You like to meet people and are at ease when addressing groups and calling on officials.

IF—You like to write and have had some experience with correspondence, reports and publications.

IF—You think you would like to assist with the editing of the fraternity publications, and participate in the general administration of The Central Office.

IF—You would be willing to move to and live in Oxford, Ohio where the new Central Office Building is to be located and completed approximately June 1, 1956.

IF—You are available for employment sometime before June 1, 1956.

IF—You can conscientiously and enthusiastically answer all of the previous questions in the affirmative, prepare an application immediately stating your qualifications, when you are available for employment, and your salary requirements. All applications will be reviewed by the Executive Committee of the fraternity, and those applicants in which they are interested will be contacted and interviews arranged. Please forward all applications to J. D. Thomson, Executive Director, Delta Sigma Pi, 222 West Adams Street, Chicago 6, Illinois.



THE DELTASIG

OF DELTA SIGMA PI

Volume XLV

MARCH, 1956

Issue 3

Oxford, Ohio, The New Home of Delta Sigma Pi Central Office

IT IS COMMON KNOWLEDGE that a new building is currently being constructed in Oxford, Ohio for The Central Office of Delta Sigma Pi. Much interest has been expressed in this venture, and many questions have been asked about Oxford, Ohio itself.

Located on a gentle hill 35 miles northwest of Cincinnati, Ohio, Oxford like its namesake Oxford, England has long been known as a pleasant college town. The population, exclusive of college students, is about 4,000, and the town itself is little more than a square mile in area.

The township of Oxford was ceded to the State of Ohio by Congress in 1803 to be held in trust for the endowment of an academy and other seminaries of learning. Miami University was incorporated in 1809, being the second oldest state institution of higher learning west of the Allegheny Mountains. In 1818 a grammar school was established, and in November, 1824 the college was opened with its first class containing 12 members.

Western College for Women, which is also situated in Oxford, was chartered in 1853 and opened its doors in 1855.

Today Oxford, Ohio consists principally of Miami University, Western College for Women, the faculty and personnel of these two institutions, plus a small number of shops, theaters, restaurants, and other establishments which provide the wants and needs of the students and faculty. Practically no industry exists in Oxford itself, but it is within easy reach of the large industrial centers of Ohio, such as Cincinnati, Dayton, Hamilton, and Middletown.

The town is heavily wooded, about 1,000 feet above sea level, quite hilly, and is in a rich agricultural center lying in the Miami River Valley producing wheat, corn, and livestock.

The town has a progressive government, modern municipal buildings, up to date fire fighting equipment, most adequate water supply, and outstanding schools. Both the area and Oxford itself has a varied landscape and some interesting Georgian type buildings which annually attract many artists.

Oxford is known in the fraternity world as the home of the Miami Triad, Beta Theta Pi, Phi Delta Theta, and Sigma Chi, all of which fraternities were founded there. Currently three large general or social fraternities, namely Beta Theta Pi, Phi Delta Theta, and Phi Kappa Tau, have national offices established there. The addition of The Central Office of Delta Sigma Pi to Oxford should further classify it as one of the outstanding college and fraternity towns in the country.

Of special interest in Oxford, Ohio is the McGuffey House, where William Holmes McGuffey lived when he compiled the first of the McGuffey Readers, of which over 122 million have been printed. Currently a statue of him designed by Bruce Haswell and erected by the Federation of McGuffey Societies stands on the Miami campus. Also an elementary school operated by Miami University is named for him.

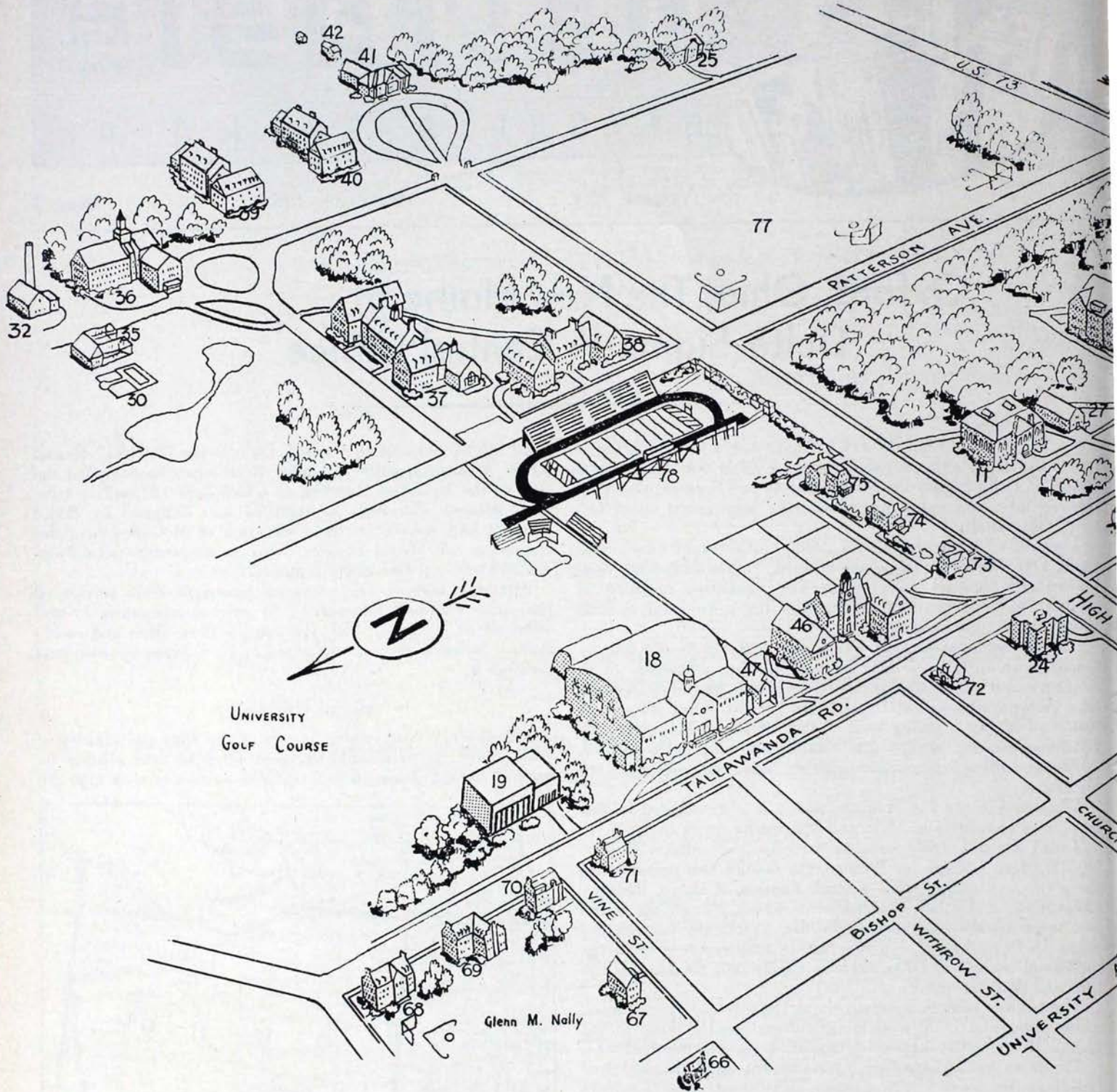
Although Oxford, Ohio has no passenger train service, it has quite frequent bus service by several companies to and from all of the major cities of southwestern Ohio and southeastern Indiana. Several of the major U. S. highways also pass through it.

Miami University

Miami University, which is one of the state universities of Ohio, built its first building on a 60 acre field shaded by natural forests. Today it is a modern university with approxi-



Looking down Slant Walk at MIAMI

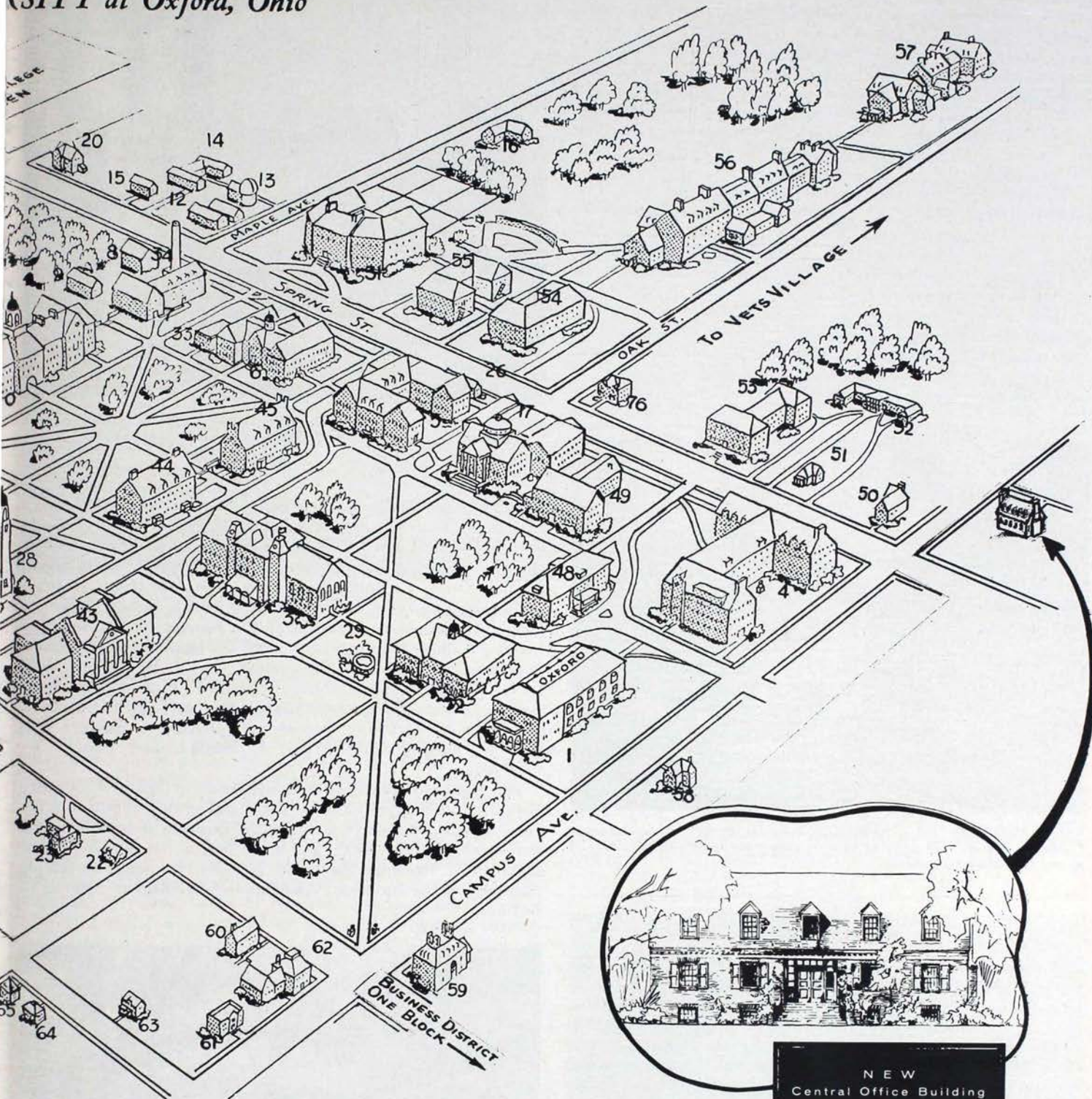


Keys to Buildings and Points of Interest

1. Benton Hall (*Administration*); 2. Brice (*Classroom*); 3. Harrison (*Classroom*); 4. McGuffey (*Classroom*); 5. Irvin (*Classroom*); 6. Hughes (*Classroom*); 7. Industrial Arts (*Classroom*); 8. Naval Science (*Classroom*); 9. Radio (*Classroom*); 10. Upham (*Classroom*); 11. Herron (*Classroom*); 12. Architecture (*Classroom*); 13. Observatory (*Laboratory*); 14. Fine Arts (*Classroom*); 15. Audio-Visual (*Classroom*);

16. Women's Field House; 17. Library; 18. Withrow Court (*Classroom*); 19. Natatorium; 20. McFarland House (*Classroom*); 21. Bishop House (*Classroom*); 22. Simpson House (*Residence*); 23. Lewis Place (*Residence*); 24. The Tallawanda (*Residence*); 25. Cook Place (*Residence*); 26. Office Annex; 27. Redskin Reservation; 28. Beta Campanile; 29. Thobe's Fountain; 30. Formal Gardens; 31. Wade MacMillan Hospital; 32. Maintenance and Service; 33. Maintenance and Service; 34. Maintenance and Service; 35. Greenhouses; 36. Fisher

UNIVERSITY at Oxford, Ohio



NEW
Central Office Building
for
DELTA SIGMA PI

(Residence); 37. Symmes (Residence); 38. Reid (Residence); 39. Collins (Residence); 40. McBride (Residence); 41. The Pines (Residence); 42. Pines Lodge (Residence); 43. Ogden (Residence); 44. Elliott (Residence); 45. Stoddard (Residence); 46. Swing (Residence); 47. McMaster (Residence); 48. Hepburn (Residence); 49. Bishop Hall (Residence); 50. Home Management (Residence); 51. Houston (Residence); 52. Logan Lodge (Residence); 53. Wells (Residence); 54. Anderson (Residence); 55. Stanton (Residence); 56. Hamil-

ton (Residence); 57. Richard (Residence); 59. Phi Delta Theta (National Headquarters); 60. Beta Theta Pi (National Headquarters); 61. Phi Kappa Tau (National Headquarters); 62. Beta Theta Pi; 63. Zeta Beta Tau; 64. Sigma Phi Epsilon; 65. Pi Kappa Alpha; 66. Lambda Chi Alpha; 67. Delta Upsilon; 68. Phi Kappa Tau; 69. Sigma Alpha Epsilon; 70. Sigma Nu; 71. Delta Tau Delta; 72. Theta Chi; 73. Phi Delta Theta; 74. Delta Kappa Epsilon; 75. Sigma Chi; 76. Bonham House (Administration); 77. Cook Field; 78. Miami Field.

mately 5,000 students, and its buildings and grounds encompass nearly 1,100 acres of land. All of its buildings are of a harmonious Georgian architecture, and throughout the campus there is a profusion of shrubbery and fine old trees which add beauty to the campus. Miami has a college of arts and sciences, and schools of education, business administration, and fine arts. A graduate school also offers study for terminal degrees. Both the Navy and the Air Force maintain R.O.T.C. Programs within the university.

The new home for The Central Office of Delta Sigma Pi is located directly across the street from the Miami University campus on a plot of ground having 150 feet frontage and being 180 feet deep. The building itself will be Georgian or Williamsburg in design, thereby fitting in perfectly with the over-all motif of Miami University.

At the present time directly across the street from our Headquarters Building is an athletic field used by the School of Education of the university. Plans have been developed to construct a new School of Education Building on this site in the near future.



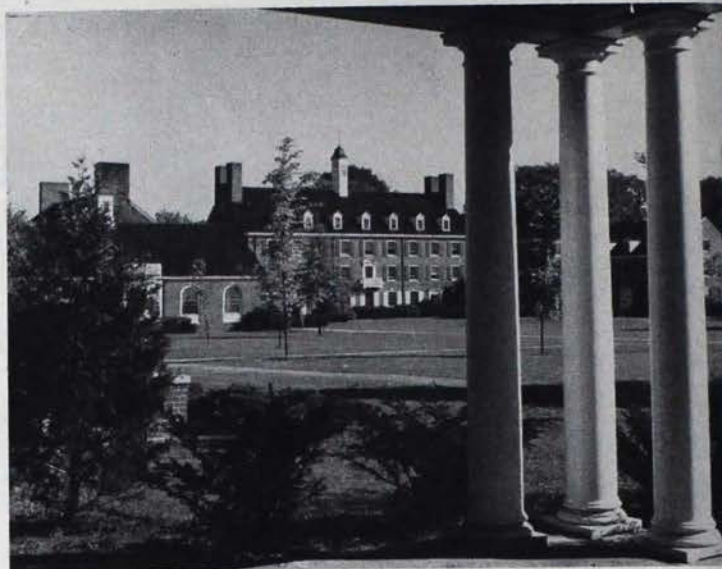
THE LARGEST OF THE CLASSROOM Buildings on the Miami University Campus is Upham Hall pictured here. It honors the fourteenth president of Miami, Dr. Alfred H. Upham.

Western College

Western College for Women, which is also in Oxford, Ohio, was founded under the influence of Mount Holyoke, which served as a model in the early years of Western's existence. Most of the teachers were trained at the older Massachusetts institution, and Miss Helen Peabody, a pupil and associate of Mary Lyon, founder of Mount Holyoke, was the first president and guiding influence of Western for 33 years. From a female seminary with a student body of 150 young ladies, one building, and a campus of 30 acres in 1855, Western College has steadily but conservatively grown. It now owns 40 acres of land and 21 handsome buildings, many of them of native Ohio stone. It has intentionally remained a small college of about 300 women with all major fields of study covered, and including fine arts, science, the humanities, home economics, the social sciences, and teacher education.

Alpha Upsilon Chapter

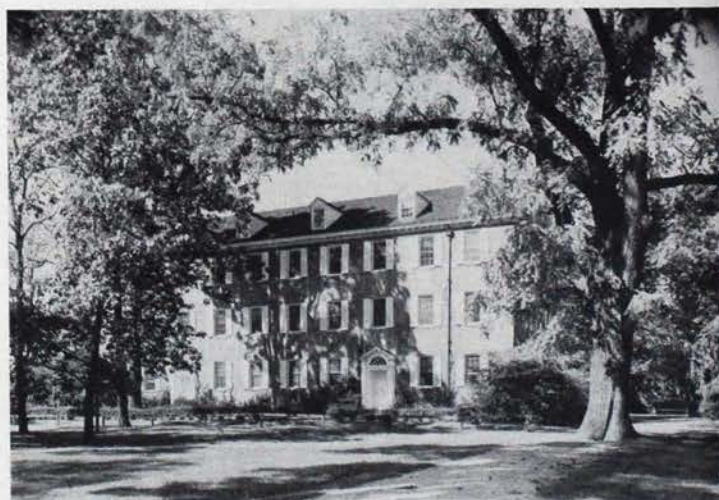
The Alpha Upsilon Chapter of Delta Sigma Pi was installed in the School of Business Administration of Miami University



SYMMES HALL on the Miami University Campus, a residence hall for men, is viewed from the porch of Reid Hall, also a men's residence.

in 1927. Since that time it has had a most successful operation, having initiated 864 men and having scored 100,000 points in the Chapter Efficiency Contest on 4 occasions. Among its faculty the following are members of Delta Sigma Pi: Raymond E. Glos, *Dean*; C. Rollin Niswonger, *Assistant Dean*; Herman H. Beneke, *Chairman of Finance Department*; Robert E. Berry; J. Belden Dennison, *Director of the Bureau of Business Research*; Wallace I. Edwards; Harold W. Jasper; Joseph Mayer, *Chairman of Economics Department*; Lee S. McDonald; Robert H. Myers; Joseph C. Pillion; Harold F. Puff, *Acting Chairman of Industrial Management Department*; Joseph C. Seibert, *Chairman of Marketing Department*; Delbert A. Snider; William F. Suhring, Jr.; Frank J. Svestka, and George W. Thatcher.

The School of Business Administration at Miami University has an enrollment of close to 2,000 and grants almost 300 degrees a year. They have a Bureau of Business Research, which was established in 1938, and have had a Placement Service since 1932. Recently Raymond E. Glos, its dean, served as president of the American Association of Collegiate Schools of Business.



ONE OF THE FIRST Classroom buildings on the Miami University Campus is Elliott Hall. Its Georgian architecture set the pattern for the entire campus. It was built in 1825.



LOOKING DOWN on Oxford, Ohio, from the South the excavation for the new Central Office Building is in the center of the picture as indicated by the black arrow. In the upper left of the photo is the business district of Oxford, with Miami University to the right of the Central Office Building. In the

foreground is a section of faculty homes. Directly across the street from the Central Office Building site is an athletic field of Miami University. This photograph was taken late last fall soon after ground was broken for our new building.

The New Central Office Building

Four blocks from the heart of the business district of Oxford, Ohio and directly across the street from the Miami University campus will be the new Central Office Building for Delta Sigma Pi. Our new address, 330 S. Campus Avenue, readily indicates our proximity to the university, and is most befitting a national headquarters of a college fraternity. Also located on Campus Avenue a couple blocks away are the national headquarters of Phi Delta Theta and Phi Kappa Tau, general or social fraternities. The Beta Theta Pi National Headquarters, which is also in Oxford is one building from the corner of Campus Avenue on High Street. In effect Delta Sigma Pi is soon to be removed from the turmoil and confusion found in a large metropolitan area, such as Chicago, to a college environment already selected by three fraternities as an ideal home for their national operation. This atmosphere, not to mention the lower cost of operation found in a small town, should prove to be most healthy and stimulating for The Central Office of Delta Sigma Pi.

In keeping with the Georgian or Williamsburg architecture of Miami University and Oxford, Ohio, is the new Central Office Building now going up on South Campus Avenue. We believe our architects, Keppel O. Small and Willis Wertz, both of the School of Architecture at Miami University, have captured the spirit of Williamsburg in the lines of the building. Another proponent of colonial art is Al Kemme of West Chester, Ohio, who has been employed to blend the interior decorations with the overall motif. Finishing the project to perfection is the landscaping plan incorporating touches of Oxford, England and Williamsburg, Virginia. This was accomplished through consultation, and with the talents of Arthur Conrad, Superintendent of Grounds of Miami University.

Spring, which is expected soon in Oxford, Ohio, should pro-

vide the impetus for rapid construction, which was all but halted by a very severe winter. As of today, little more than the foundation is complete but great hope is held for a June occupancy. The office will be moved from Chicago as soon as the building itself is complete, even though the grounds and landscaping remain untouched. It is anticipated that it will be several years before all phases of the project are complete and the building and grounds reach their ultimate in beauty.



A WINTER SCENE from the beautiful Western College Campus in Oxford, Ohio. The tall building in the background is Kumler Chapel of Western College.

Profit Through Labor Cost Control

By Godfrey H. Kurtz, Beta Chapter
President, Industrial Engineering College

Where Shall we Start?

YOUNG AND INEXPERIENCED industrial engineers often are bewildered by the complexity of modern business and industrial organization. Having learned their A.B.C.'s of Time and Motion Study, and confronted with their first job, they wonder, "Where shall I start?" "What shall I look for?" "Where will I make the most headway?" "Where the least errors?"

Of course this problem will not confront the properly supervised Junior Engineer, but in degree it occurs to many of us in executive positions, when we contemplate undertaking a program of Industrial Engineering installation and controls. Where does a trained resident or consulting engineer start in the plant? What will he try to accomplish? What does he look for? What gains should he make? How do we measure his progress?

I like the simplicity of the classical remark made some years ago by my friend Charles N. Dunn, Vice President of Albert Ramon and Associates, "We like to start by snapping the watch." Where? "Preferably in the department where the largest labor cost is shown."

I can assure you that this approach will get us underway quickly, and will get results. More common today, however, a manufacturer hires an engineer to solve a problem or provide a specific control. He knows what he wants and his engineer works against this problem.

The Industrial Engineering Survey

In the absence of a specific problem, but with a less than desired profit picture, the sound Industrial Engineering survey serves to clarify and define.

Unfortunately, the survey has run into disrepute because it has been ill-used by many would-be consultants. Often these pseudo engineers, in a matter of two or three days, submit an outline of industrial ills found in the company. Usually it is proposed that in a short time they can be remedied. The survey finds itself in disrepute because often the following points exist:

- a) A sound survey can rarely be provided in a matter of a few hours.
- b) A hasty proposal comes up with some of the faults, but does not provide sound remedies.
- c) Too often, the cost and/or anticipated date of completion are grossly underestimated.

But—the *effective* survey, made *carefully*, by an *experienced* engineer, brings to light many factors which can be profitably corrected by management.

Firm Resolution To Progress

In my experience, I have seen many hit and miss efforts by executives who realize the need, but who try to short-cut the method of getting sound cost controls. Worse, they twist and turn from one goal to another in the hope of accomplishing accidentally what can only come by use of a logical process. Their efforts are too seldom directed by the use of sound basic principles, either of industrial engineering or of humanities.

In an extreme case of one manufacturer, the head of the organization has had three consultants and four resident engi-

neers successively in charge of his industrial engineering over an eight-year period. Today, the only thing he has more of than at the start, is confusion. I say that once a sound goal is fixed—the executive should require his engineer to gain each succeeding objective in the program.

A Little At a Time

Haste in Industrial Engineering makes for more waste than it does in any other pursuit. Too, errors are more costly, and cannot be undone so easily. As we progress into our sound control program, each step should be tested even as you carefully and prudently test a new product before you undertake a large production program.

Carelessness in feeling the pulse of the workers, or recording methods, speeds, feeds, and listing other essentials of "contractual" information, can be ruinous to the entire program.

Industrial Engineering Survey

In making an Industrial Engineering survey, we can entertain dozens of major objectives and factors. Personally, I prefer to limit the approach to a few essentials, which, though often overdone, still provide the greatest returns for effort, time, and money spent.

These essentials, and in my opinion the most profitable objectives, include:

- a) Selection of competent Industrial Engineers.
- b) Job Evaluation for all jobs.
- c) Time Standards coverage.
- d) Standard labor cost controls, based either on time study or pre-determined time systems.
- e) Continuous foremanship training.
- f) Foreman bonus.
- g) Material Handling.
- h) Shipping and Receiving incentives and other indirect labor controls and incentives.
- i) Methods Engineering.

The Industrial Engineer

I have placed the selection of the Industrial Engineer first, and Methods Engineering last, because too often we bog down in our program attempting to have everything motion and movement perfect, before providing some type of output controls for the activity.

Several papers can easily be set up on the *selection* of the Industrial Engineer without seriously imposing on the subject. Because selection factors are so extensive, I will leave this most important point for another time. Suffice it to say that in my opinion, you should not hesitate to spend considerable time and effort to select a good engineer. The reward for this extra time and effort is great, and will be returned many times. You are picking talent for one of the most important positions in your organization, and should be patient until the right engineer is at hand. A firm of which I know searched four months. When they got their man, they had a wonderful asset.

Job Evaluation

I like to see job evaluation near the head of the list of any sound labor cost control program, and prefer to start with this

phase of Industrial Engineering to any other. It is easier to sell to employees and supervisors, and it helps to fully familiarize the engineers with the plant, personnel and jobs. It helps to solidify many basic principles of industrial organization, and provides a sound basis for pay and Standard Costs.

Job Evaluation minimizes "favoritism" which is often a sore spot with employees. It provides a factual, impartial basis for treating the pay demands of all employees.

In respect to this phase of labor cost control, I would strongly recommend that top management and all the supervisors be thoroughly familiar with the evaluation program and the objectives of correct standard hourly rates. Also I would advise that if a labor union is effective, a sound agreement as to the type and use of plan be agreed upon. This agreement saves countless headaches and can later save many thousands of dollars.

Time Standard Coverage

One of the first things I like to learn about the labor cost control program in a plant is the extent of coverage of productive jobs both in the office and in the factory. This provides an immediate clue to the health and soundness of an organization. Percentage coverage tells us what portion of the labor force knows its required output. It matters less whether standards are set with the stopwatch or by one of the prominent watchless techniques.

Recently in requesting this information, I was surprised to learn that in one shop, 95% of all jobs had been timed. Only later was it found that one third of the work consisted of material handling, supply, clean-up, receiving, stores handling, shipping and similar activities, which were not considered timeable, and so were not included in the coverage percent. Worse, the "time-out" system in use in the shop permitted doing daywork between productive jobs. Personal and rest time were thus gained, in addition to having some questionable charges made to supply and material handling. I recommended that we get all jobs on the time standard program if at all possible.

If all the work cannot be put on time standard, that which can should be given to one individual, while nonstandard work is given to another.

There are still many die-hards who feel that there is little difference between the productivity of employees on standard and others not under sound labor cost controls. I am often reminded of the plant manager who, being forced, finally consented to a time study program. "You will find," he asserted stoutly and confidently, "that our employees are hitting a pretty good clip. There won't be much benefit in time studying them here."

Three of the first eight men timed were transferred to other departments, where the work was more pressing. The process has been going on for nearly two years, and transfers have not been replaced. Now three fourths of the men are doing more work than was turned out two years ago. The pace has increased somewhat, but the principal improvement came from eliminating the waste time between jobs, better coordinating the work, improving flow and minimizing rejects.

Standard Labor Costs

Speak of Standard Costs, and you immediately scare a lot of good executives. Some of us have never learned how simple standard costs can be, and how easily they provide an ideal benchmark for total product costs. Moreover, Standard Costs need not be continued for each job and product indefinitely. Often a graph covering a two or three month period and periodically discussed with the responsible foreman, eliminates the need of standard costs application to a given product.

Soundly prepared time studies, of course, serve as a basis for standard labor costs. Coupled with sound job evaluation, we can soon learn what the labor cost should be. This information permits a frequent check against overpayment of class rates and subsidized time because of previous faulty standards. Many companies who enter upon a coordinated industrial engineering program encounter both overpayments and high time standards which cannot immediately be eliminated. The use of Standard Costs serves as a ready and attainable goal for lower production costs. But they are helpful only if the person responsible for the cost knows what the relation is between standard and actual, and is held accountable for them. Too often we see the picture in the main office, but not on the production floor.

Continuous Foreman Training

The modern foreman is usually selected on the basis of his management potential. The older foreman was selected because he was a hard worker and a driver. The two provide vast differences. It is a little pathetic to watch the bewilderment of the older man who used to get results by threat of firing an employee. Today, especially with a strong union, he doesn't fit. If he arbitrarily fires an employee, more often than not, a long management labor tussle starts, and unless the employee is an out and out thief or loafer, the foreman has to take him back.

Many companies undertake foreman training programs as something to remedy a specific problem, such as absenteeism, scrap losses, quality or similar pressing problems. The program goes very well for eight or ten sessions, and then apathy sets in for another year or two. Foremen are again left to mire in detail.

Unless the foreman is a working supervisor, conferences and educational programs should be a continuing process, year in and year out. It is in effect a continuous educational project which helps to keep the foreman alert and on his managerial toes day after day. The need for his sound knowledge on cost reduction methods, for time study, job evaluation, suggestion systems, hiring and terminating employees, for minimizing grievances and improving morale is never ending.

The foreman never has a simple job. An hour and one half a week at supervisory participation conferences may be time consuming, but essential to low cost production.

My favorite gripe about foremen, incidentally, is that they know so little about industrial engineering that they are usually unsympathetic to the program and its benefits. They are often lax in asserting their leadership duties by selling the need of a sound cost control program to employees under their direction.

Foreman Bonus

On the other hand, I feel that we often abuse the foreman's position and fail to give him the incentives we find so essential for other and less valuable productive workers. We often assume that because he is a foreman, he should automatically put in from 44 to 60 hours a week for less than some of his productive workers earn for a 40 hour week. Several organizations of which I know have fairly complete incentives for their employees and pretty fat bonus arrangements for their executives, but provide only straight weekly pay for their foremen.

Of course a foreman bonus plan ties in with standard costs, and with other reduceable losses and wastes such as overtime, and daywork or timework. The bonus plan can be made to pay good dividends in the form of controlling some of these excess costs.

In connection with foreman bonus plans, it is my recommendation that the factors on which the bonus is based, be limited to two or three at a time. One foreman bonus plan used in the

Clearing Industrial District has 14 factors. Some of them are so obtuse that they are meaningless to the foreman. Because he doesn't understand the plan, he disregards it.

Material Handling

A subject that is getting increased attention, and in which some excellent texts have been prepared in the last several years, is Material Handling. My advice in this connection is to acquaint both engineers and supervisors with the latest equipment in material handling. Many fine films are made available by manufacturers of handling equipment, and applicable ideas can often be gained from them.

My principal suggestion in connection with this phase of productive effort is that we tend to overlook small losses and wastes in repeatedly handling and carrying, although the more spectacular efforts may be well covered. Too few employees and supervisors are acquainted with some of the principles of better material handling, and we lose a good deal of money and effort because of this. The other day, a foreman, who should have known better, taught one of his new employees the way to saw crating and packing lumber. He showed him how to get and place six pieces of lumber to the saw, so that a single saw cut could trim all six pieces at one time. The employee turned around three times, and made three empty trips to the hand truck. When the single saw cut was made with one stroke, he made three more empty trips back from the saw to dispose of the lumber. The empty trips took far more time than the slight advantage gained in sawing all of the pieces with one pull of the saw.

The fault, of course, lay in not having the foreman conscious of the material handling problem involved.

Wherever two men are needed to handle a product, and particularly where one man is called from one job to a different location to help another, we should seriously study the handling problem.

Incentives for Indirect Workers

It should go without saying that to make time standards and job evaluation effective, so that we may truly reach standard costs, incentive wages should be paid. I do not imply that all standard work is immediately incentive work. In some cases we may need to apply standards without incentives, in other cases it may be mandatory that we use incentives without formal and precise time studies. Regardless, the two—Time Standards and Incentives—normally go together like ham and eggs. For their greatest mutual benefit they must be used together.

But too often we overlook the benefits that can be had from providing standards for work in the Shipping and Receiving departments. Usually the reason is that the work is too varied to lend itself to normal time study. Often too, the number of employees is not great in proportion to the time study work, and we leave the work unstandardized.

I would say that where four or five employees are engaged in shipping or receiving merchandise, a profitable incentive program can usually be devised. I also recommend that when the variety of product handled is great, it may still be feasible to time some of the work, and pay incentive on the balance based on standards statistically, such as using number of boxes, cartons, and the like. Constants can be found in the effort and output relationship, and while a period of trial and error may be required, easy profits can be realized by paying incentive wages.

The same is true of much other indirect labor, such as material supply (a function which is similar to the receiving function). Maintenance, such as machine upkeep, oilers, pipe fitters,

window washing, and other service jobs, can be rewarded on an incentive basis. The rule to follow in every case is to ask the questions: "Is the control difficult or expensive?" and "Is the cost of setting the standard too high?" Often when we look into both of these deterring factors, we find that the answer is in favor of providing the control and extending labor cost control coverage in the organization.

Methods Engineering

I have left Methods Engineering—the phase of labor cost control devoted to cost reduction through improvement—to the last. I consider it most important, and would like to have it carry the most weight in this discussion. Methods Engineering contains a fabulous mother lode of benefits and profits, not only for industry, but for all mankind.

Principally, I would recommend that every engineer concerned with the cost control program fit himself to use every sound device for finding easier better ways of doing work. These certainly must include some basic studies in body member movements and motions used in doing work.

I hold no brief for any of the techniques of pre-determined time values, and consider the several systems equally sound if used by expert technicians. Too many engineers, who are familiar with one or all of the systems, prefer to snap a watch, rather than prepare a complete analysis. They thus do not use the technique often enough to be classified as expert.

In my opinion, a simplified system of Motion Analysis, MTM or Motion Time Standards should be taught to every supervisor. Further, the supervisor should be required to use these techniques in discussing methods changes with the engineer.

A great deal more can be done than is now being done in this province. And I assure you, nothing else will bring such fruitful results as will a sound persistent program of cost reduction, using methods study and motion Analysis.

Conclusion

In conclusion, we all know that profitable cost reductions lie in every direction. Those enumerated here in this brief span of minutes are the major possibilities. But wherever you care to turn you will find other approaches, a wide and unending range of possibilities, many of which I hope you will use for the continued profit and well being of the organization with which you are affiliated.

1956 "Rose of Deltasig" Judges

Are

Actress Rosemary De Camp

and

Director Allen Reisner

Watch for Results In

May Issue of The DELTASIG



WITH THE

ALUMNI

THE WORLD OVER

Jim Chandler Appointed To Regional Director Post

EARLY IN DECEMBER Harry G. Hickey, *Denver*, resigned as Director of the Inter-Mountain Region of Delta Sigma Pi. After much deliberation, the Executive Committee and Grand Council accepted his resignation and appointed D. H. Chandler, *New Mexico*, to complete Brother Hickey's unfilled term of office.



D. H. "JIM" CHANDLER,
Gamma Iota-New Mexico,
Director of the Inter-Mountain
Region

Brother Chandler was initiated at the University of New Mexico in 1949 as a Charter Member of that chapter. He served his chapter in various capacities and held many positions in school organizations at the same time. In 1951 he was appointed a Province Officer of Delta Sigma Pi and assisted in the installation of Gamma Phi Chapter at Texas Western and Gamma Psi Chapter at the University of Arizona. His next post was that of District Director, under which he served jointly both the Western and Southwestern Regions.

Jim was responsible for the establishment of the Albuquerque Alumni Club, of which he has been both vice president and president. During his six years of membership he has promoted a Regional Meeting in El Paso and attended three Grand Chapter Congresses. Currently Brother Chandler is employed by the Burroughs Corporation in Albuquerque as a sales representative.

We all welcome Jim Chandler to the official family of Delta Sigma Pi and look forward to years of prosperity for our Inter-Mountain Region under his direction.

THE CENTRAL OFFICE REGISTER

THE FOLLOWING MEMBERS of Delta Sigma Pi have visited The Central Office recently:

RICHARD P. GRANT, *Northwestern-Zeta*, Evanston, Ill.; DONALD J. CHRISTIE, *Rutgers U.*, Hawthorne, N.J.; ROBERT E. CURLEY, *Northwestern-Zeta*, Evanston, Ill.; E. COULTER DAVIES, *Northwestern-Beta*, Evanston, Ill.; EARL T. BYRON, *De Paul*, Chicago, Ill.; CHARLES G. MUNZ, *Northwestern-Beta*, Chicago, Ill.; THOMAS R. REDDEN, *Loyola*, Chicago, Ill.; CHARLES R. LINDELOF, *De Paul*, Skokie, Ill.; LAWRENCE B. SULLIVAN, *De Paul*, Chicago, Ill.; RAYMOND E. SERANKO, *De Paul*, Forest Park, Ill.; ALBERT J. ESCHER, *Northwestern-Beta*, Lindenwood, Ill.; DONALD L. KETCHAM, *Northwestern-Zeta*, Lakewood, Ohio; PAUL J. PAULIKAS, *De Paul*, Chicago, Ill.; RICHARD H. WARING, *Buffalo U.*, Buffalo, N.Y.; WILLIAM W. HOLLOWAY, *Northwestern-Beta*, Chicago, Ill.; SPIRO B. KIRCOS, *De Paul*, Chicago, Ill.; HOMER T. BREWER, *Georgia-Kappa*, Atlanta, Ga.; RAYMOND A. PETER, *Creighton U.*, Omaha, Neb.; THOMAS F. LAVENDER, *Pennsylvania U.*, Detroit, Mich.; ROBERT G. BUSSE, *Rutgers U.*, Detroit, Mich.; ROBERT L. DAY, *Northwestern-Zeta*, Evanston, Ill.; ROBERT A. IVERSON, *Northwestern-Zeta*, Evanston, Ill.; ELMER S. STRINGHAM, *Loyola*, Chicago, Ill.; FRANK PERRY, *Detroit U.*, Chicago, Ill.

PHILLIP E. MCGEE, *Loyola*, Chicago, Ill.; ELMER S. STRINGHAM, *Loyola*, Chicago, Ill.; HERBERT A. GRUENEVALD, *Loyola*, Chicago, Ill.; RICHARD E. MCCLAIN, *Indiana*, Columbus, Ohio; ROBERT O. LEWIS, *Northwestern*, Oak Park, Ill.; STEPHEN A. ZEFF, *Colorado*, Boulder, Colo.; THOMAS C. ROTHCEB, *Illinois*, Champaign, Ill.; FRANK A. GERACI, *Northwestern*, Chicago, Ill.; LEWIS H. WHITEHEAD, *Drake*, Hinsdale, Ill.; THOMAS R. REDDEN, *Loyola*, Chicago, Ill.; J. WESLEY BOSWELL, *Nbraska*, Chicago, Ill.; PARKE HOWARD, Nashville, Tenn.; ARTHUR L. ATCHISON, Lexington, Ky.

LIFE MEMBERS

THE FOLLOWING HAVE become Life Members of Delta Sigma Pi recently:

- 2181 WALTER S. NORDQUIST, *Rho*, California
- 2182 JOE F. HILDRETH, *Beta Lambda*, Alabama Poly
- 2183 ROBERT A. MACKIN, *Gamma Theta*, Wayne
- 2184 JOHN W. DETWILER, *Alpha Gamma*, Penn State
- 2185 JAMES F. BURKETT, *Gamma Rho*, Detroit
- 2186 RICHARD D. MACKAY, *Xi*, Michigan
- 2187 CLAUD H. GUYTON, *Pi*, Georgia

1956 Directory of Graduates Available to All Employers

THE SIXTH ANNUAL EDITION of our Directory of Graduates has just been published and distributed to approximately 2,500 personnel men throughout the country. This Directory contains photographs and complete data on about 100 Deltasigs who are finishing their college work either in February or June and will be available for employment in the business world.

The production of this Directory is a function of our National Committee on Alumni Placing Service under the chairmanship of Henry C. Lucas. Copies of the Directory will be sent to any alumnus or company interested in hiring college graduates in business administration. Alumni who care to receive a copy should write The Central Office of Delta Sigma Pi on their company stationery.

BIRMINGHAM

THE BIRMINGHAM ALUMNI CLUB was well represented at the fall initiation of Alpha Sigma Chapter at the University of Alabama on December 10, 1955. Brothers and their wives attending the Initiation Banquet were: Mr. & Mrs. John Thomas, Sr.; Mr. & Mrs. Herbert Osborne, Jr.; Mr. & Mrs. Bob Dale; Mr. & Mrs. Bob Sheridan; Mr. & Mrs. Grady Fullerton; John Thomas, Jr.; Harold Wall, Jr.; and Warren A. Sedberry.

For our January meeting the speaker will be Mr. R. B. Rennick, manager of the Better Business Bureau of Birmingham. Our next social will be a picnic supper with dancing and games at Avondale Park Villa in Birmingham on Friday, January 27. The Entertainment Committee is working overtime to make this an unforgettable evening of fun and fellowship, so are the Yellow Dogs.

We Birmingham Deltasigs would like to extend a very special invitation to the 1956 Graduating Class, all over America, to consider "The Magic City" in your choice of a business location. As you all know, the south is just now coming into its own in the field of business and industry. Birmingham is the youngest of the major American cities and is still growing. In its role as the "Heart of Dixie," Birmingham is fast on its way to becoming the cultural center of the South.

Now is the time for you future executives to join the bandwagon and get in on the ground floor in this newest American Movement with the slogan, "Go South, Young Man." The Birmingham Alumni Club welcomes all Deltasigs to Birmingham and pledges its support to any who need help in securing a position. Dust off that confederate money and bring it along, the south is rising again.—R. NEWTON PITTS



LESLIE PETER, Beta Omicron-Rutgers, with friends enjoying his new word game, "Crypt-O."

Deltasig Is Father of New Word Game

LESLIE PETER, *Beta Omicron-Rutgers*, West Orange, New Jersey, first got the idea for developing a word game called CRYPT-O while training with the New Jersey Air National Guard at Hancock Air Force Base in Syracuse, New York.

One idle evening, Brother Peter, now a senior at Rutgers, and a fellow airman, Frank Grazian, decided to while away the time by perfecting a game of their own. Today, only a few months later, Peter happily reports that CRYPT-O has been stocked by most of the major department stores and is a strong best-seller among word-game aficionados throughout the country.

M E R G E R S

JOHN E. CHAMPION, *Georgia-Pi*, on June 4, 1955, to Mary Lanier, at West Point, Georgia.

DAVID L. POWELL, *Pennsylvania*, on June 4, 1955, to Patricia DeFrain, at Philadelphia, Pennsylvania.

BERNARD KLEVORN, *St. Louis*, on June 11, 1955, to Geraldine Clement, at St. Louis, Missouri.

SAM TANNEBAUM, *Oklahoma*, on June 12, 1955, to Nita Mae Levy, at Ponca City, Oklahoma.

JAMES D. CAVANAUGH, *San Francisco*, on June 18, 1955, to Mary Eileen Fitzgerald, at San Francisco, California.

JAMES E. MECK, *Indiana*, on June 18, 1955, to Martha Jane Sedgwick, at Hagerstown, Indiana.

CLAYTON S. McFARLAND, JR., *Penn State*, on June 18, 1955, to Janet L. Smith, at Palmerton, Pennsylvania.

PETER FOX, JR., *Loyola*, on June 18, 1955, to Jeanne Hartman, at Chicago, Illinois.

ARTHUR N. HUTCHINSON, *Rutgers-Beta Omicron*, on June 25, 1955, to Joan Ann Voigt, at Ridgewood, New Jersey.

CHARLES HUGHES, *Wisconsin*, on June 25, 1955, to Molly Harman, at Sugar creek, Ohio.

ROBERT F. SATHER, *North Dakota*, on June 27, 1955, to Kathleen M. O'Keefe, at Williston, North Dakota.

WILFRED H. GULOWSEN, *New Mexico*, on July 16, 1955, to Ruth M. Thompson, at Long Island, New York.

ROBERT J. FARBER, *Florida*, on July 18, 1955, to Doris Elaine Stein, at Jacksonville, Florida.

ALLEN J. PANERAL, *De Paul*, on July 30, 1955, to Pauline Marie Madler, at Chicago, Illinois.

LEROY MINOR, *New Mexico*, on August 6, 1955, to Alice Smith, at Albuquerque, New Mexico.

LOUIS O. NORMANDIN, *Santa Clara*, on August 13, 1955, to Margaret Mary Gretz, at Mountain View, California.

DONALD RIGGS, *Texas Tech*, on August 20, 1955, to Rosa Cummings, at Panhandle, Texas.

MONROE A. NAIFEH, *Tulsa*, on August 21, 1955, to Verna Mae Street, at Oklahoma City, Oklahoma.

DAVID E. SUSALLA, *Detroit*, on August 27, 1955, to Jeanne Hagerty, at Royal Oak, Michigan.

JOHN G. GARDNER, *Georgia-Pi*, on August 28, 1955, to Barbara June Smith, at Gainesville, Georgia.

BARRY J. BROOKS, *Texas Tech*, on September 4, 1955, to Shirly Jones, at Odessa, Texas.

JAMES E. MCCARTHY, *De Paul*, on September 10, 1955, to Colette Paulan, at Chicago, Illinois.

ARTHUR W. RICHTER, *Michigan State*, on September 10, 1955, to Judith Ann Doherr, at Park Ridge, Illinois.

PETER VARGULICH, *Wisconsin*, on September 17, 1955, to Lillian Horvath, at Brownsville, Pennsylvania.

RAYMOND J. ZIEGLER, *Omaha*, on September 26, 1955 to Susan Garrett, at Spokane, Washington.

HOWARD T. ADKISON, *Missouri*, on September 30, 1955, to Belle Gibson DuBois, at Kansas City, Missouri.

JAMES MEINBERG, *Wisconsin*, on October 1, 1955, to Joyce Stroessner, at Waubeka, Wisconsin.

NICHOLAS SCALFANO, *St. Louis*, on October 1, 1955, to Betty Kotoski, at St. Louis, Missouri.

WILLIAM RIFFEL, *St. Louis*, on October 8, 1955, to Ann Saenger, at St. Louis, Missouri.

TONY PAUL PROVENZA, *Mississippi*, on October 9, 1955, to Ella Fotiades, at Natchez, Mississippi.

CHARLES OELRICH, *St. Louis*, on October 15, 1955, to Marie Holdener, at East St. Louis, Illinois.

JOHN TANNER, *St. Louis*, on October 15, 1955, to Marie Weis, at St. Louis, Missouri.

ROSS HERRLING, *Wisconsin*, on October 20, 1955, to Elizabeth Olsen, at Madison, Wisconsin.

WILLIAM LINTZENICH, *Loyola*, on October 29, 1955, to Mary Louise Head, at Evansville, Indiana.

JAMES E. ACKERMANN, *Loyola*, on November 12, 1955, to Clair Gelczinski, at Chicago, Illinois.

MILWAUKEE

THE ANNUAL ELECTION of officers of the Milwaukee Alumni Club was held at the December dinner meeting. A. H. Wussow was elected president for a second term; Emil Fink and James Harwood, vice-presidents; Robert Tobin, treasurer; and A. J. Gahn, Jr., secretary. These officers pledged their support for advancing the principles of the fraternity and providing a year of interesting and educational programs for the dinner meetings.

Arrangements are being made to provide

professional speakers for these meetings which will include men from the Milwaukee Braves all the way to the F.B.I. Social gatherings and a spectacular Founders' Day program are also in the master plan.

All Deltasigs living in the Milwaukee Area are invited to have dinner with us on the third Monday of each month at 7 P.M. We will certainly do our best to make all brothers welcome.

A special effort will be made during 1956 to obtain a complete mailing of all brothers in this area. It would be appreciated if any one not on our mailing list would send his name and address to us so that we may notify him of our meetings and other social functions.—A. J. GAHN, JR.

BUFFALO

THE MEMBERS of the Buffalo Alumni Club and their wives were afforded a very enjoyable evening on December 3, 1955 at the Buffalo Canoe Club at Point Abino, Ontario, Canada.

This pleasant evening was the climax of the day-long initiation ceremonies of 14 new brothers into the active chapter. The evening festivities consisted of dinner, guest speaker and dancing. Our honored guest speaker, Mr. Jim Peele, athletic director of the University of Buffalo, mixed humor with sports to thoroughly entertain all present.

During the initiation ceremonies members of both the active chapter and the alumni club went all out to entertain and enlighten the new brothers in the principles and goal of Delta Sigma Pi. The alumni club was called upon by the active chapter to perform the ritual ceremonies. Under the able guidance of President Franklin A. Tober, the members of the ritual team, without rehearsal, presented a skillful performance. The ex-



BUFFALO ALUMNI CLUB members on a recent industrial tour in Buffalo, New York.

pediency and efficiency of their efforts hastened the conclusion of an enjoyable afternoon allowing the new brothers to recuperate and meet their fellow brothers and alumni who so diligently planned their afternoon of pleasure.

On January 12, 1956 the Buffalo Alumni Club scheduled their business meeting to include a Plant Tour of the Iroquois Brewery. This was a special stag affair for alumni and undergraduate Deltasigs. The tour was most instructive and all rumors as to refreshments being served after the tour were well founded.

The reception and courtesies extended by the sales personnel of Iroquois Brewery to our group made the evening more enjoyable. Their willingness to answer the most contro-

versial questions amazed even the most skeptical brothers. Every brother present was most pleasantly surprised by the relative importance of every employee in a brewery and management's desire to make sure everyone is aware of it. The management of the Iroquois Brewery places implicit trust in the ability of each and every employee and profits from it.

As a member of this tour, I know that each brother thoroughly enjoyed what he saw and certainly will inform those brothers, unable to attend, of the value of accepting the hospitality of any industry that opens its doors to touring groups like the Buffalo Alumni Club.—DON G. STEINKE

NEW ORLEANS

AFTER A FEW DORMANT YEARS this alumni club was reactivated in the spring of last year. Meetings were held weekly for about two months during which time problems of organization, purpose, and procedures were studied before officers were elected and it was decided to establish regular monthly meetings. The following officers were selected to guide the club on its way—John McCauley, president; Paul Dastugue, vice-president; Dave Skolfield, secretary; and Dick Mills, treasurer.

Monthly dinner meetings have been held since, when appropriate speakers presented timely topics such as Gamma Mu Chapter faculty member, Professor Don Halley, who described his stay with the College of the Philippines and the post war economic recovery in this former U. S. possession.

Social events have not been omitted. A most successful bar-b-q was held at the home of Brother and Mrs. Jeff Chouest during the summer months with a record turn-out. Uninvited guests were challenged and found to be mosquitoes. A picnic was held in the park later, and the fall was highlighted by a nice alumni attendance at the pledge sponsored Gamma Mu Chapter dance.

But the climax came in December when our invitation to be host to the regional convention next fall was accepted by Burt Waite, Regional Director. Plans are now being shaped up to make this first regional meet for the newly formed South Central Region set a precedent that will defy duplication.

To the members of the South Central Region goes this first invitation to attend on November 2-3 in New Orleans, America's Most Interesting City, the 1956 convention.

Members in the news—Brother Emboulas was reluctantly released to Uncle Sam; Brother Conino returned to the insurance business and was elected president of the YMBC Chapter of Toastmaster's International with Brother Perry as secretary; Brother McCauley received a promotion with his company; Brother Paul Dastugue was appointed District Director of the Louisiana chapters; and Brothers Perry, Wagner and Dastugue were blessed with additions to their respective families.

Our club is presently in a most delicate period of growth, but we feel certain it is on its way to becoming a fine organization.—PAUL DASTUGUE



BROTHER BEN HOLLADAY of Gamma Phi Chapter at Texas Western College receives Dewitt and Rearick Real Estate Scholarship Award of \$125.00 from Brother William Brewster, Professor of Real Estate at the College.

Real Estate Scholarship Won By Deltasig at Texas Western

THE DEWITT AND REARICK Scholarship Award of \$125 was won recently by Ben H. Holladay, Jr., Texas Western, who is currently a graduate student at Texas Western College majoring in business administration. The award was presented on the basis of scholarship, character, and merit as demonstrated in the real estate courses offered at the college. Brother Holladay received this award from Brother William Brewster, professor in real estate there.

ALBUQUERQUE

THE ALBUQUERQUE ALUMNI CLUB has had a very successful year. Delta Sigma Pi in Albuquerque is on the rise, both in the active chapter and the alumni club.

Since the last Deltasig report we have joined together many times in brotherly comradeship. Last July we were to have had a picnic in the Sandia Mountains but lo and behold it rained in this "Land of Enchantment"—so said picnic was held at the home of Brothers Chandler and Bill Hughes.

The active chapter, Gamma Iota, and the alumni club joined forces in celebrating Founders' Day with a barbecue at the home of Brother Dave Neuman. Maybe I'm just a chow hound, but when the food is as delightful as what was served on this occasion—then to me the party was a success. Thanks again Lou, Lee and Dave.

On December 3, another feed (seems like we're always eating) at Brother Paul Hughes—our annual bean and corn bread spread. This was followed a week later by the active chapter's initiation and dinner dance held at the Hilton Hotel.

About this time we were honored with a visit from Brother Harry Hickey, our Regional Director. Was very nice to have Brother Hickey visit us, and I'm sure his words of advice will be well heeded by the men of Delta Sigma Pi.

Our Albuquerque Alumni Club is very happy to welcome into membership Brothers David J. Schell, Alpha Nu Chapter, and David Allen from Gamma Phi Chapter.

New officers for the coming year are: Jim Chandler, president; Paul Hughes, vice-president; Bill Hughes, treasurer; Warren Armstrong, secretary; and Harry Williams, correspondent.

New jobs for a few of the Brothers. Paul Hughes to Sandia Corporation, Charles Dickinson now traveling through the courtesy of the U. S. Army, Jim Ford to California with Corning Glass, Bob Verbeke still in Albuquerque with Dixon Paper Co., and Harry Williams as assistant manager at the University of New Mexico Bookstore. Congratulations to Brother Ed Domme on his Program Service Division at Sandia Base. Ed is an Alumnus of the University of New Mexico and is one of Gamma Iota's own.

We closed out the old year and welcomed the New Year with our traditional New Year's Eve brawl at Brothers Chandler's and Hughes' home. At last report their house was still standing to the amazement of all concerned.

That's about it for now from "The Land of Enchantment"—good luck and much success to all brothers everywhere.—HARRY L. WILLIAMS, JR.

D I V I D E N D S

To Brother and Mrs. Charles A. Bade, *Missouri*, on February 1, 1955, a daughter, Shelby Marie.

To Brother and Mrs. Warren M. Haddaway, *North Carolina*, on February 1, 1955, a daughter, Jean Louise.

To Brother and Mrs. Samuel Kindick, *Pennsylvania*, on February 4, 1955, a son, Kelt Kindick.

To Brother and Mrs. Ted H. Wiedenman, *Penn State*, on February 15, 1955, a daughter, Cheryl.

To Brother and Mrs. Robert H. Strieby, *Missouri*, on February 18, 1955, a son, Mark.

To Brother and Mrs. Michael L. Sanyour, Jr., *Rutgers-Beta Omicron*, on February 20, 1955, a son, Michael Jeffrey.

To Brother and Mrs. Kenneth J. Ravizza, *Santa Clara*, on March 14, 1955, a son, Kenneth, Jr.

To Brother and Mrs. Ward Sanford, *New Mexico*, on April 24, 1955, a son, Donald Ward.

To Brother and Mrs. Fernando Santos, *U. of Miami*, on May, 1955, a daughter, Carolyn.

To Brother and Mrs. Robert D. Johnson, *Northwestern-Beta*, on June 1, 1955, a daughter, Debra Ann.

To Brother and Mrs. Todd Wheatley, *New Mexico*, on June 6, 1955, a daughter, Sandra Jeanne.

To Brother and Mrs. Mike Benson, *Wayne*, on June 12, 1955, a daughter, Barbara Ann.

To Brother and Mrs. David Pecsok, *New Mexico*, on June 16, 1955, a son, Charles Michael.

To Brother and Mrs. William J. Beall, *San Francisco*, on June 24, 1955, a son, William, Jr.

To Brother and Mrs. Arl R. Grews, *Iowa*, on July 5, 1955, a son, Bradley Arl.

To Brother and Mrs. Paul N. Lofurno, Jr., *Temple*, on July 7, 1955, a son, Paul Gary.

To Brother and Mrs. Gordon E. Speake, *Southern Methodist*, on July 18, 1955, a son, Jack Erwin.

To Brother and Mrs. Gerald Hand, *Georgia-Pi*, on July 19, 1955, a son, Stephen Gerald.

To Brother and Mrs. Charles J. Schlim, *Santa Clara*, on July 19, 1955, a daughter, Carol.

To Brother and Mrs. Peter V. Hegarty, *De Paul*, on August 2, 1955, a son, Timothy.

To Brother and Mrs. George L. Griley, *Southern California*, on August 9, 1955, a daughter, Cynthia Louise.

To Brother and Mrs. Joe Collins, *New Mexico*, on September 1, 1955, a son, Joseph Michael.

To Brother and Mrs. Frank S. Kreps, Jr., *Penn State*, on September 8, 1955, twins, Robert Stanley and David Hugh.



NEW BUSINESS BOOKS

Compiled by Kenneth S. Tisdell, Alpha Chi

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

Business Management

MANAGEMENT OF EXPANDING ENTERPRISES, by William H. Newman & James P. Logan, published by Columbia University, 133 pp., \$2.75.

A report of round table discussions by leading business and professional men on the problems peculiar to expanding enterprises and the way in which management faces the critical issues ahead in the next half century.

ORAL COMMUNICATION IN BUSINESS, by David C. Phillips, published by McGraw-Hill, 238 pp., \$3.75.

Basic principles of oral communication and typical communication situations are presented, including conferences, sales presentations, interviews, speeches, radio and television appearances.

STAFF ROLE IN MANAGEMENT, by Robert C. Sampson, published by Harper, 238 pp., \$4.00.

Thoughtful and frequently provocative analysis of the staff function in management with suggestions as to how to increase integration of specialized staff knowledge and the direction of actual production.

Businessmen

SUCCESSFUL LEADERSHIP IN BUSINESS, by Charles A. Cerami, published by Prentice-Hall, 238 pp., \$4.50.

Advice on how to be a better businessman and get to the top; advice ranging from how to start thoughts flowing, organizing your business day, doing the impossible, and keeping up with the world.

REPUTATION OF THE AMERICAN BUSINESSMAN, by Sigmund Diamond, published by Harvard, 209 pp., \$4.00.

A study of the attitudes of the general citizen toward the American businessman as revealed in the press response to the deaths of six famous businessmen, and the changes in this feeling over the years.

Economic Theory

QUALITY AND COMPETITION, by Lawrence Abbott, published by Columbia University, 238 pp., \$3.75.

Theories of price and quality competition in market analysis which neglect the importance of qualitative differences. Author contends that conditions of quality competition might make competitive situations which under present theory would be considered monopolistic.

GENERAL THEORY OF ECONOMIC PROCESS, by Neil W. Chamberlain, published by Harper, 378 pp., \$5.00.

An economic theory, the core of which lies in its view of the bargaining process and the use of bargaining power, or capacity to effect agreement on one's own terms. The economic system is then described as a web of competitive and cooperative relationships.

Industry

AMERICAN INDUSTRIES, by Stanley Vance, published by Prentice-Hall, 639 pp., \$8.65.

Technological and economic aspects of various kinds of industries in the U.S. are analyzed. For each of these a case study is presented of some special situation in a leading corporation in the field.

MONEY AND MOTIVATION, by William F. Whyte & others, published by Harper, 280 pp., \$4.00.

An analysis of incentives in industry which sometimes serve to increase production and sometimes do not. Case studies illustrate various aspects of the incentive problem including the worker's reactions as well as those of management.

Labor Relations

UNION AND THE COAL INDUSTRY, by Morton S. Baratz, published by Yale University, 187 pp., \$3.75.

A study of the United Mine Workers' role in the bituminous coal industry and the relationship between the economic behavior of the industry and the policies of the union during the past 30 years.

CAUSES OF INDUSTRIAL PEACE UNDER COLLECTIVE BARGAINING, edited by Clinton S. Golden & Virginia D. Parker, published by Harper, 383 pp., \$4.75.

An evaluation of the National Planning Association's "Case Studies," which represent their seven-year search for the causes of industrial peace. Discusses labor-management relationships, the part attitudes of both groups have played, and various collective bargaining procedures adopted.

INSIDE INDUSTRY: A PLAN FOR INDUSTRIAL PEACE, by Ray Smith, published by Creative Enterprises, 147 pp., \$3.50.

Some of the malpractices of management, worker, and the unions in their relations with each other are pointed out as responsible for the human problems that arise in most large industrial establishments.

Taxation

FEDERAL TAX SYSTEM OF THE UNITED STATES, by Joseph P. Crockett, published by Columbia University, 300 pp., \$4.75.

A survey of U.S. tax laws and the provisions and administration of the Internal Revenue Code, as well as the organization and work of the Internal Revenue Service.

FEDERAL-STATE-LOCAL TAX CORRELATION, by the Tax Institute, published by Princeton University, 256 pp., \$5.00.

A symposium dealing with the problems associated with competition among the several government units for the tax dollar. Discussion embraces coordination, instrumentalities, aid, immunities, and problems of jurisdiction.

MANAGING SECURITIES, by Sidney M. Robbins, published by Houghton, 608 pp., \$8.00.

Treats five different aspects of securities management: the mechanics of trading, investment problems, sources of investment information, security analysis, and market analysis. Gives a concise account of the major items published about corporations which are helpful to potential investors.

NATIONAL DEBT IN WAR AND TRANSITION, by Henry C. Murphy, published by McGraw-Hill, 304 pp., \$3.50.

An account of the background and effects of policy decisions of the Treasury and the Federal Reserve System in public debt management during and after World War II. Appraises the U. S. war borrowing program and suggests many improvements.

FEDERAL TAX REFORM, by Henry C. Simons, published by the University of Chicago, 171 pp., \$3.50.

A criticism of our present federal tax structure and tax policies. Interesting is the statement of general objectives, including the interpretation of adequacy and fairness, and the argument for making the personal income tax the predominant source of federal revenue.

PERSONAL MENTION

SYLVESTER HOFFMANN, *Northwestern-Beta*, has been reelected or the twenty-first consecutive year as National Judge Advocate of the Disabled American Veterans.

JOSEPH BAFFORD, *North Carolina*, won the Stanolind Graduate Fellowship to the Wharton School of Finance and Commerce, University of Pennsylvania, which award will cover his tuition and fees for the year 1955-56 as well as monthly allotments.

HERBERT V. PROCHNOW, *Wisconsin*, was named a special consultant to State Secretary Dulles and assigned to make a far eastern tour with Undersecretary Herbert Hoover, Jr. and John B. Hollister, foreign economic chief.

DANIEL F. POMEROY, JR., *Penn State*, received a promotion on June 1, 1955 as administrator of the Troy Community Hospital, Inc. in Troy, Pennsylvania.

WILLIAM RAPP, *Buffalo*, a Reservist in the Air Force, was made commander in charge of training at O. C. S. in Texas. At the end of the course four awards were presented, and he received two of them.

OSCAR K. DIZMANG, *Chicago*, is now Assistant Professor of Economics and Business Administration at the Pacific Lutheran College in Portland, Washington.

ROBERT M. CALVIN, *Southern California*, was recently promoted to vice-president of John Plain & Co., Chicago, Illinois.

LEE E. STAPLES, JR., *Johns Hopkins*, has formed his own firm of Staples & Staples, Certified Public Accountants in Baltimore, Maryland.

BAXTER G. MOORE, *Cincinnati*, was promoted in July, 1955 to tax accounting chief of Procter & Gamble Co., Ivorydale, Ohio.

JOHN W. WELLS, *Texas Tech*, was elected commander of the American Legion in Tahoka, Texas.

JAMES B. SMITH, *Illinois*, is vice-president of the D-X Sunray Oil Company, Tulsa, Oklahoma.

JOSEPH J. BRYANT, *Tennessee*, has a new position as staff reporter for the Fort Lauderdale Daily News of Fort Lauderdale, Florida.



19 Ways to Flunk any Business Course

For the guidance of beginners who are new around here, or aren't you?

Consistent use of any one of these "ways" will get results. Life at college, too, can be beautiful—and apparently without any effort. Get into the groove without being a grind. Let this be your maxim: Avoid *all* unnecessary labor. You're only investing a thousand dollars, a year's time, and some lost business experience this semester, so relax.

Learn now that society will provide for you. Just because you are paying for an education doesn't mean you have to get your money's worth! Don't be ridiculous! "If the learner hasn't learned," it isn't your fault, surely!

1. *General Attitude*—The B.B.A. degree is valuable. Successful grads have made it so. It is valuable because they *produced*. Let them keep up the good work, but don't prepare to rob them of their glory, to increase the value.
2. *Be Youthful*—Be young while you can. Why discard those good old high school days—and ways? Don't grow up until you just have to. People will always be understanding and appreciative of your adolescence.
3. *Dress*—Be yourself, dress naturally. Those business people can be very stuffy about sartorial matters. On that first job, they'll probably start you off as a porter anyway, so why not *look* like one?
4. *Aromatics*—The pungency of the locker room can be carried with you. A gamy "athletic" odor is a great personal asset—in class and out, in business and out—and fast! Carry your own atmosphere—be "aromatic!"
5. *Relax, Enjoy It!*—A stiff posture restricts absorption. Spread yourself figuratively. Chairs in front, occupied or not, are fine for parking feet, thus facilitating relaxation!
6. *Mental Effort*—Some say that brain cells, like liquor bottles, can not be used twice. Save them, coddle them, spare them—in class and out. The mind (?) you save may be your own!
7. *Don't Anticipate*—Who knows what might happen tomorrow—or for that matter next week, when the paper is due? Don't do it ahead of time—*nothing* might happen. Then you'd have no excuse!
8. *Accuracy*—Is for the birds. A misplaced decimal point is embarrassing but not critical. You can always do it *right* when and if you get a job (on the basis of your excellent school record, of course).
9. *Don't Write, Telegraph!*—Legibility went out with long underwear. None of the really big wheels like Napoleon, Hitler, or even Confucius—none of them could write good English, either.
10. *Spelling*—Why bring that up? Phonetics are out, "word pictures" didn't work, so your generation just can't spell. Everyone understands and is *so* sorry. You are unique—now don't go and spoil it!
11. *Late Papers*—Promptness here is a sign of servility. Be independent. Be different. A few days late shouldn't matter, especially if you use a good standard explanation.
12. *Be Late*—A "fashionable" entrance, after everyone else is seated, and the class is moving along—this calls attention to one, definitely! You can also be *so* ignorant about what has gone before and get the spotlight again.
13. *Attend Irregularly*—That's the stuff! Always being there is dreadfully boring. After all, one meeting is like another and the instructor gets tired of your face, too.
14. *Be Conversational*—Talk it up. If the old buzzard doesn't make it interesting, it surely can't be interesting to your neighbor, can it? Competition is good for business, so why not for business educators?
15. *Preparation*—A dangerous habit. Here again, let's don't anticipate. A heavy snow might make the work useless. And—the instructor might resent having you come to class one day knowing what he is talking about.
16. *(But Otherwise) Clam Up!*—Don't ever venture an opinion, don't defend a point; let some other jerk stick his neck out. Remember—It may be better to remain silent and be *thought* ignorant—than to open one's mouth and remove all doubt!
17. *On Your Mark*—Don't get left at the post when the bell rings. A rustling of papers and plopping of books indicates alertness on your part to the hour of parting and reminds the Professor accordingly.
18. *Repetition*—A powerful force! If the files show that someone did a good paper on the topic last year, why should such a gem be discarded? The instructor will never recognize it, if your pal was at Kent State.
19. *Plagiarism*—If in preparing a paper, you find that some author has said it better than you can; and a long time ago—don't dull initiative! Let him have his way—in *your* paper, too. It should be flattering to him.

P.S. *References*—Always choose your Placement Service references from among the teachers in whose classes you have followed these rules *consistently!*

(Courtesy of Marketing and Merchandising Department, Western Reserve University)

MIAMI—Florida

BETA OMEGA CHAPTER at the University of Miami is well on its way to completing another successful semester. Under the capable leadership of Tony Gangol, Delta Sigma Pi initiated 15 new members on January 15.

We celebrated Founders' Day with a dinner at the Coral Gables Elks Club. Mr. Robert Pentland was the guest speaker, and we are

proud to announce that Mr. Pentland will become an honorary member of Delta Sigma Pi at our initiation. We also gave the annual scholarship award at the dinner.

The annual "Rose" Dance was held on December 10, and Miss Charlesea Edwards was chosen as our "Rose" Queen. Fred Hagen, our vice-president, is the lucky fellow pinned to Charlesea. As each date entered the dance, she was given a red rose. The dance was very successful, with alumni, actives and pledges all having a good time.

Beta Omega Chapter had two outstanding players on the University of Miami football team. Brothers John Krotec and Sylvester "Buck" Martin were both first-stringers on the fine forward wall of the Miami team. Brother Krotec was voted as the outstanding player of the year and we are sure he will make good in the pro ranks.

Delta Sigma Pi beat Alpha Kappa Psi in their annual football game. We have been enjoying complete mastery over the opposing business fraternity and feel sure that we will continue to do so. We also entered a team in the intramural basketball league but unfortunately we did not fare too well. It was our first venture against social fraternities and organized independents and Delta Sigma Pi should continue to improve and have well represented teams in the future.

As we look back over the semester we found it to be a very enjoyable one, including a dance, business dinners, meetings and a big beach party.—JAMES BAYENS

EAST CAROLINA

DELTA ZETA CHAPTER at East Carolina College has plans underway for our first real social function as bona-fide members of Delta Sigma Pi. At our last business meeting the Social Committee informed the members that everything was set, and we would have our "Rose of Deltasig" dance on February 11. Our "Rose of Deltasig" has not been chosen but there seems to be a lot of nominations within the chapter. We are all looking forward to the occasion and hoping for a big success.

It was with much regret that we saw our advisor, Brother Parker, leave to go to Dillon, S.C. where he is setting up his C.P.A. office. From the last word we have he hasn't really gotten down to work, but we wish him a great deal of success when he does take the plunge.

Delta Zeta Chapter was in a position recently to help a very unfortunate member of our student body. He is still in the hospital very ill, but it is hoped that the money raised by the school, of which \$36 was voted by Delta Zeta Chapter, helps him to a speedy recovery and back to the campus.

We here at East Carolina just received the latest issue of *The DELTASIG*, and we are very proud of the article and pictures about our college and fraternity. Here's hoping we appear there more in the future.—ROBERT S. WILKINS



MISS JEAN ZIMMER, the "Rose of Deltasig" of Beta Sigma Chapter after having been crowned by the 1955 "Rose," Miss Georgine Albachten, while Secretary Arthur Efken (left) and President William O'Toole look on in St. Louis. LEFT PHOTO: The pledges of Beta Sigma Chapter at St. Louis University gathered at the "Rose" Formal with Pledgemaster Tom Torrence.

GEORGIA

PI CHAPTER at the University of Georgia celebrated Founders' Day with a dance in the ballroom of the Holman Hotel on November 19.

On December 4, a total of 7 new brothers were formally initiated. Following the impressive initiation ceremonies held at the chapter house, a banquet was held at Davis' Brothers Cafeteria. Mr. Alex Lindholm, vice president of The Fulton National Bank of Atlanta, was principal speaker. The topic of the address was "Money and How Its Flow Affects Our Economy." Mr. James E. Gates, dean of The College of Business Administration, and Dr. A. A. Charles also made short speeches.

The big event of fall quarter was our Christmas party for underprivileged children. The county welfare department furnished a list of the names of children and on December 8, 27 children were present at the chapter house when Santa Claus distributed toys, fruit, nuts and candy.

Our football team wound up the season tied for third place in the professional league. Basketball practice is getting under way for winter quarter games.

As of December 15, Pi Chapter was second in the Chapter Efficiency Contest with 49,700 points.—CLAUD H. GUYTON

MIAMI—Ohio

ALPHA UPSILON CHAPTER initiated 19 new members into Delta Sigma Pi on January 17. We were honored at this time to initiate Dr. William Blomquist of the Industrial Management Department and Dr. Paul Garfield of the Economics Department. Following the initiation a banquet was held at the Oxford House. Mr. Phillip W. Cooper, industrial relations director of the F. H. Lawson Company spoke on "What Will My Title Buy?" This topic concerned the value of honorary and professional organizations in securing a job.

Brother Fred Wall, treasurer of the chapter, left school two weeks early the first semester in order to take a six week internship with an accounting firm. John Miller was elected as the new treasurer to succeed him. Brother Miller is also treasurer of Sigma Alpha Epsilon and is a member of Beta Alpha Psi accounting

honorary. Elections of the other new officers were to be held in February.

The Chapter purchased an Argus C-3 camera to be used to record professional activities, progress of construction of new Central Office, and photos for the scrapbook.

Twenty members of Alpha Upsilon Chapter made a field trip to Armco Manufacturing Company in Middletown, Ohio. Speeches were given by the comptroller, personnel director, and the head of the Economic Analysis Department. A tour was taken through the executive offices, and the operation of the IBM machines was explained. Refreshments were served in Armco's plush dining room.—JOHN MILLER

NEW YORK

ALPHA CHAPTER at New York University is eagerly looking forward to chalking up another successful year. In the school year 1954-55 we attained the maximum 100,000 Chapter Efficiency Contest points. With Brother Paul Troynacki as chairman this looks like another 100,000 point year for Alpha Chapter.

President Vince Apicella attended the Detroit convention along with alumni Ted Boutis, Budd Stahl, Vince Schuster, Nat Vaccaro, Walt Juengst and Bruno Lawson. All were amazed at the excellent turnout in Detroit and with the '57 convention, to be held in New York, under the guidance of Alpha Chapter, we expect to see an even better turnout then. We all hope that many Deltasigs will journey to our fair city then for the best convention yet. The '57 convention will be the biggest and best yet—that we promise.

The contingent of brothers who attended the Alpha Chapter Alumni Club Founders' Day Dinner at The Faculty Club in New York on November 9 were more than impressed with the spirit of fraternalism that prevailed. Brother Jim Clyne, Master of Ceremonies for the affair, kept the program moving along smoothly. Ted Boutis, alumni club president, Vince Apicella, Alpha Chapter's president, and Harry Feltham, Grand President, all contributed to the round of speeches that followed a delightful dinner. Of course the highlight of the evening was the awarding of the "Deltasig of the Year" Plaque to Brother Phil Warner—a very humble and thoroughly deserving recipient.

On December 15, Alpha Chapter held its semiannual "Faculty Open House Day." An appetizing buffet spread was enjoyed by our 25 Deltasig faculty members that attended. Brother Frank Flynn (Alpha Chapter—class of 1913) very capably performed the "cutting of the cake." Thanks are due to Social Chairman Jack Drew for preparing a most enjoyable affair.

In the field of sports, Alpha Chapter's squad is getting into shape for the forthcoming Violet Skull annual championship basketball game. Sport strategist Brother De Rario is confident that Alpha Chapter is headed for its third straight victory.

Congratulations are in order for new Brothers: Professor Frank Angell, Dom Larontoda, Joe Splendario, Jim Espasas, Bob Pereria, Ed Lamburtus and Bob Iannacone. To new Alumni Tony Terenzi and Mike Solomone, not goodbye but good fortune in your new endeavors, whatever they may be. Good luck too to Alumnus Second Lieutenant USAF Dick Seery who is to become activated very shortly.—JOHN CIUZIO

ST. LOUIS

BETA SIGMA CHAPTER at St. Louis University held its annual "Rose" Formal on December 10 at the DeSoto Hotel. A capacity crowd of over 350 members, pledges and their guests gathered in the beautifully decorated ballroom for the gala affair. The highlight of the evening, of course, was the crowning of our new "Rose of Deltasig." She is Miss Jean Zimmer. Her two special maids of honor are Miss Katie Felke and Miss Joan Burtelow. A great deal of credit must go to Brother Frank Rose and his committee for the outstanding job they did to make the dance such an enjoyable and memorable occasion.

Our series of professional luncheons for the semester came to an end on December 14 when the brothers gathered at the Sheraton Hotel to hear Mr. David Nichelson, personnel director of Sunnen Products Inc., speak. The presentation dealing with profit sharing plans was extremely interesting and informative. We are looking forward to the continued success of these luncheons in the coming semester and a number of outstanding speakers have been obtained.

A number of the brothers are presently engaged in a project connected with the Junior Achievement Program. They have formed an auditing company to service the many Junior Achievement Companies in the St. Louis area. The endeavor is headed by Brother Marvin Krehmeyer, as president of the company, with Brothers Bill O'Toole, Jack McLaughlin, Ray Bulte, Jack Hunthausen, Jim O'Grady and Ralph Brinkman participating. Their activities provide them with valuable and practical experience and also contribute to the success of the Junior Achievement Program in St. Louis.

Brother Gene Geeke was host to the brothers for the annual New Year's Eve party. A large crowd of actives, alumni, and pledges attended to usher the new year in. The holiday season was especially joyous for Brother Neil Weingarth who was married on December 17. The Claridge Hotel was the scene of this year's Pledge Dance held on January 14. The pledges provided the entertainment in the form of skits, songs, and musical interludes. The overflow crowd, including many alumni, had a most enjoyable time. The formal initiation of the new men will take place on February 12. We feel certain that the new members will contribute a great deal toward furthering our purposes and be a credit to Beta Sigma Chapter and to Delta Sigma Pi.—EARL MUELLER

GEORGIA STATE

KAPPA CHAPTER is still proving that it is the outstanding organization at Georgia State. Our school selected a homecoming queen for the first time this past fall and the winner was Helen Posey. Helen was Kappa's candidate for "Queen" and is our "Rose of Deltasig" for 1955.

Later this month, our chapter will receive a trophy for the organization collecting the most money during the Empty Stocking Fund Drive from the Southeastern Quadrant. Each December this local drive is held on a Sunday morning before church. The money collected is used to provide toys and other gifts for needy children at Christmas. Kappa Chapter is especially proud to have participated in this drive.

Our annual "Founders' Day" dinner was held on November 17 at Deltasig Lodge in conjunction with the Atlanta Delta Sigma Pi Alumni Club. Members of Phi Chi Theta were guests for the evening. After a short talk by Brother Harold O. Duncan on the basic ideals of Delta Sigma Pi, he discussed the importance of Hospital Administration from the business point of view. Another interesting and informative talk was given by Brother James W. Brown at the December professional meeting. This was held at a local restaurant in Atlanta.

Plans have been made for tours of two Atlanta industries in February. Gamma Lambda Chapter of Florida State is expected to participate in these tours with us.

In addition to our professional activities, Kappa Chapter has had its share of social gatherings and sports events. Hallowe'en, Christmas, and New Year's Eve all served as occasions for parties at the Lodge. Our sports program has been limited to ping-pong at the Lodge and a touch football game with Alpha Kappa Psi. This game ended in a tie. We plan to take a more active part in Georgia State's Intramural Sports program during 1956.

"Things Are Not Always What They Seem" as our new brothers learned at the formal initiation dinner. Brother Bill Murphy did an excellent job of summarizing the feelings of a pledge in this traditional speech. Our new members are Jack Meyers, Bill Lovvorn, Lee Kendrick, Don Duckworth, Henry Byrd, Louie Giles, Roy Culbreth, Joe Acker, Tommy Hall, and Frank Cash. Each of these men is an asset to our fraternity and we expect big things from them.—**BUD MAULDIN**

KANSAS

IOTA CHAPTER at the University of Kansas once again had charge of the distribution of *Career* magazine at the university. *Career* is made up of articles on several corporations listing the job opportunities available. This is the second year that we have distributed *Career*, and we hope to make this service to the university an annual affair.

Iota Chapter of Delta Sigma Pi was fortunate to be host to several members of the Young Presidents' Organization. Y.P.O. is an organization of young men who have become presidents of corporations before their 40th birthday and whose corporations do an annual business of at least a million dollars and employ more than 50 persons.

As you can tell by the qualifications, this is a highly select group. To take advantage of their talents, a panel discussion was held and numerous questions were asked of the panel members. The advantages and disadvantages

of large corporations in comparison to small businesses were discussed at great length.

We are very grateful to these busy men for finding time to visit our chapter. The gentlemen who took part on the panel were: Robert B. Riss, president, Riss Trucking Co., Kansas City; Clyde Nicholas, president, Truog-Nichols, Inc., Kansas City; and John Owen, president, Central Mutual Casualty Company, Kansas City.

In addition to the panel members many other members of the Y.P.O. were present.

Iota Chapter has another ambitious professional program lined up for the second semester. We are looking forward to a coming panel discussion on the topic of interviews. Dean Heysinger and an executive from Macy's will constitute the panel. Also, everyone is looking forward to the annual field trip to Muehlbach Brewery in Kansas City this spring. Trips are also being arranged to the Federal Reserve Bank in Kansas City and a Kansas City insurance company.

Thoughts are being entertained to celebrate our chapter's birthday with the Kansas City Alumni Club. We all hope that arrangements can be made as we are all interested in a close association with our alumni clubs.

Another function that we are looking forward to is a trip to the Goodyear plant in Topeka. In connection with this trip, we plan to have a question and answer session with a production expert.

We believe that we have had a successful first semester, and in view of the program outlined, we believe that we will have an even better second semester.—**EDWARD E. WALL**

MISSISSIPPI

ALPHA PHI CHAPTER at the University of Mississippi initiated 12 men on December 16, 1955. The new brothers who were welcomed into the chapter are: Charles Barineau, Ed Connell, Robert Curbo, George Day, Floyd Henderson, Ralph Mills, Paul Mitchell, William Riley, Carl Morris, Doyle Russell, John Sullivan, and Wesley Watkins.

On January 20, we were honored with a visit from our Executive Director, Brother Jim Thomson. The chapter held a banquet, but it was the eve of final examinations and a large number of the members could not be present. Brother Thomson discussed the new Central Office Building in Oxford, Ohio. We understand it will be a great asset to the fraternity.

Alpha Phi Chapter is sponsoring Commerce Day and this will be the first Commerce Day the University has had since 1954. Brother John Miles is chairman of the 1956 Committee on Commerce Day and it is expected to surpass previous ones. Mr. Wayne A. Johnston, president of the Illinois Central Railroad, has accepted an invitation to be guest speaker on the occasion.—**CLYDE LABELLA**

SOUTHERN CALIFORNIA

PHI CHAPTER of the University of Southern California celebrated its social highlight of the year with the "Rose of Delta Sigma Pi" Dinner-Dance in the ballroom of the Sheraton-Town House. The formal's crowning success was due to the unflinching efforts of Social Chairman Joe Quesada, and President Fred Zimmerman. Sixteen, lovely contestants graced our ball and from these, four princesses and a queen were chosen. The queen, picked by all members of the house was Miss Susan Hurd, an Alpha Phi. The same night Joe Quesada was given the "Phi of the Year" award and Jerry Zims chosen the most outstanding pledge.

Elections for the spring semester were held and officers elected were as follows: President Jim Anson, Senior Vice-President Bob Durant, Historian Don Pickert, and others yet to be selected. At the last meeting of the semester, tribute was paid to the outgoing officers of the fall semester, Fred Zimmerman, Joe Ruffner, Dean Duey, Norm Downing, John Spears, Bob Otto, and Gary Pickens.

Hopes for the new semester are high with many social and professional events planned and the Chapter Efficiency Contest well under way.—**GARY PICKENS**



THE "ROSE" of Phi Chapter, Miss Susan Hurd, a member of Alpha Phi Sorority, with her court at a recent dinner-dance at Southern California.



A FEW OF THE BROTHERS of Beta Xi Chapter at Rider College in the Chapter House den. Left to right: (first row) Jim Cardona, Bob Burger, Doug Smith, and Ray DeFrancesco; (second row) Pete Palmieri, Bill O'Reilly, Roland Sherwood, and Tom McGowen.

RIDER

AT THIS WRITING there are 44 pledges being put through the duties of pledging under the direction and guidance of Brother Jim Kochka, our pledge master. Again this pledge season the pledges will spend a good deal of their time at the Union Industrial Home, performing such duties, as painting and general cleaning in conjunction with "Help Week," instead of "Hell Week."

With Brother Marty Fahey doing a fine job it again appears for certain that Beta Xi Chapter will again accumulate the 100,000 points in the Chapter Efficiency Contest.

At the present time our bowling team is leading the league standings, with the continuous success we are sure to walk off with the bowling crown. In basketball the fraternity has two teams entered in the two leagues. Our first team is participating in the A league, while our second team the "Cool Units" are playing in the B league.

Plans are well past the developing stage for our social highlight of the year. Our fabulous "Initiation Weekend." Plans are for the formal dinner-dance to be held at the Fountain Head Country Club in New Hope, Pa. The weekend will start off with a house party on Friday night. A party on Saturday afternoon with the formal Saturday night, and another party on Sunday afternoon to close the weekend. The big moment of the weekend will be the crowning of the "Rose" at our dinner on Saturday night.

Under the direction of Hamer Fleming, our professional chairman, we have had speakers from General Motors and the alumni director of the college, plus a tour through the Mercury plant in Linden N.J.

With our big social affairs, plus the fine professional program that has been set up, and with the fine pledge class, the Beta Xi Chapter is still on top here at Rider College.—DON WHEATLEY

TEMPLE

THE YEAR 1955 was brought to a glorious close with the annual Christmas party. The house was decorated from top to bottom with laurel, evergreens, and streamers, in addition to two gaily decorated Christmas trees.

One tree was standing in the living room, while the other one was placed in the second floor dining room. Santa Claus surprised and delighted the dates of the brothers when he handed them stuffed animals, tied with bright Christmas ribbons. Everyone heartily partook of a very appetizing menu. On New Year's Eve the alumni were the hosts at their annual party.

Congratulations to the newly elected officers, Bill Allen, senior vice president; Henry Ray-sik, secretary; and Bob Klouse, treasurer. Bob Klouse recently received donations from all the brothers for a new living room rug.

March 3, is the "All University Carnival" in which Omega Chapter will enter a booth. Our theme is Hollywood. We feel this is very appropriate since Brother Harry Undy is a personal friend of Grace Kelly's, and Brother Bob Apple is a personal friend of Marlon Brando's.

Deltasig has started its "Rose of Deltasig Contest," but right now everyone is excited over Greek Weekend. This is Temple University's biggest weekend, open only to fraternities and sororities. Deltasig will band together for the annual Greek Sing Contest, under the leadership of Brother Bob Moore, at the banquet on Friday night. We hope to take first prize singing "The Rose of Deltasig" and "The Drinking Song" from "The Student Prince." The Greek Dinner is followed by parties at all the houses. On Saturday night all the Deltasigs will don their tuxedos and mix with the other Greeks at the ball.

Brother Bob Tonkinson, vice president and head of the pledging committee, has his new pledging program well under way. Three smokers have been given for the benefit of the prospective new men. We hope this semester to outshine all previous semesters with the number of new brothers brought in.

Everyone agrees that it's very easy to spot a Deltasig on campus. Right now the brothers are wearing either Tyrolean hats, or the new and very popular sportsmen's caps.

Omega Chapter was very happy to see some members from Beta Nu Chapter, with their dates, at our Christmas party. We hope that in the near future we shall see more of them, and any members from other chapters who wish to visit us. We are looking forward to a wonderful bright new year, and want to wish all our brother chapters the same.—ROBERT G. APPLE

DETROIT—Theta

FOR THE FIRST TIME in its history, Theta Chapter sponsored a professional meeting open to all the students at the University of Detroit. The much discussed Mayor Orville Hubbard of the City of Dearborn, Michigan honored all of us with a talk in which he described the characteristics of the man who will get ahead in the business and social world. The tremendous response of the 500 students present has encouraged us to schedule two more similar meetings. One speaker is a prominent labor leader, while the second meeting will feature a representative of management.

Because this is our 35th year on campus, Theta Chapter is going to celebrate it in a manner commensurate with the dignity and prestige of men of Delta Sigma Pi. A "Thirty-Fifth Anniversary Banquet" in conjunction with the spring pledge class will be held. It is hoped that at this time we will have a reunion of the almost 700 Deltasigs who have made Theta Chapter the success that it is today.

The "Rose" Tea was held on December 7, 1955 at the Veteran's Memorial Building in downtown Detroit. The 24 "Rose" candidates displayed their beauty while indulging in punch and conversation with the brothers. The

voting, which took place the next day, revealed that delightful Miss Ann Costello would represent Theta Chapter in the national "Rose" Contest. A thanks goes to Brother Don Lamont for the fine job he did in planning and executing this affair.

The annual J-Prom Breakfast again took place under the auspices of Theta Chapter. It followed the University's Junior Prom and featured a chicken dinner, dancing and a star studded floor show. Brother Jerry Fricke was general chairman with Brother Jerry Brennan doing an equally fine job promoting ticket sales.

The first function in the recently opened Student Activities Building at the University of Detroit was a business meeting of Theta Chapter at which time Brother Jerry Fricke was elected secretary filling the vacancy caused by the resignation of Brother Edward Schmidt who had to shift to the evening division of the university.

In The Inter-Fraternity Bowling League Delta Sigma Pi's #1 team is in first place. Our scrub team has climbed from the last place to the number four slot and is threatening to climb right to the top.—JOS. F. ZOLKOWSKI

TULSA

BETA CHI CHAPTER at the University of Tulsa will perform the enrollment information service in the School of Business again at the opening of the spring semester.

During Christmas Brother Tack set up the Christmas tree in the front hall of the School of Business and played recordings of Christmas Carols between classes. Brother Tack also headed the committee which collected money for charity. A long table was used with a row assigned to each class, and one to the faculty. Competition was encouraged by seeing who could contribute the most.

Our chapter is also maintaining a situations wanted file for the entire school. Students may place their application with qualifications in this file. Prospective employers can refer to this file in choosing students for jobs.

At our last regular meeting, J. D. Thomson, Executive Director, gave a talk about the progress of the fraternity and the new office building being constructed at Oxford, Ohio. We enjoyed Brother Thomson's visit very much.—EVERETT O. MEDLIN



ART DENONCOURT of Beta Chi Chapter at Tulsa is shown installing the new officers: (Left to right) President Everett O. Medlin, Senior Vice-President Jim Nienaber, Vice-President Terrell Proctor, Treasurer Willard Schipper, Secretary Jack Grove, and Chancellor Jim Phillips.

TEXAS WESTERN

AFTER LOOKING over the results of the December 15 Chapter Efficiency Contest Standings, one might think that Gamma Phi Chapter is slipping. Especially after we made 100,000 points last year. However, that is not the case and we hope to be right up there on top again this year. Our first annual homecoming breakfast, spurred along by the alumni turned out to be a grand success. Plans for about 120 to be served were overcome by a turnout of better than 130, faculty, alumni, and guests. We are already planning an even bigger and better breakfast for next year.

During the semester just passed we had one field trip and three professional meetings. One of the professional meetings was a noon luncheon at which Mr. Holmberg from E. F. Hutton & Co., stock brokerage firm here in El Paso was the principal speaker. The last professional meeting was held at the Cortez Hotel and was very well attended. There were about 30 actives and pledges present as well as several faculty members. The speaker was Mr. Hampton of the Better Business Bureau here in El Paso.

Just before Christmas we ran a raffle to support our activities this semester. The raffle was a success and we made enough extra to give a basket of food to a needy family here in the city. Art Mowad was in charge of this project and did a very fine job.

The last event or events of this semester took place on January 8, when we had our initiation. The initiation took place Sunday afternoon with a dinner that evening. We had the pleasure of initiating 12 new brothers. They are a fine bunch and are going to be assets to Gamma Phi Chapter. After the initiation we elected our new officers for this coming semester.

At the initiation dinner Bill Pierce, industrial relations and employment manager of the Safeway Stores in this area was guest speaker. Brother Bill was a Deltasig here at Texas Western and the University of New Mexico. Among the guests were Brother Walten formerly of North Texas State and six faculty members.—W. E. HALL, JR.

PENNSYLVANIA

BETA NU CHAPTER at the University of Pennsylvania Evening School of Accounts and Finance initiated four new men into the ranks of brotherhood on January 21, 1956. Formal initiation was held in the Bishop-White Room of Houston Hall which was a most beautiful setting for Delta Sigma Pi Ritual. The new brothers were feted with a well attended banquet in their honor at the Belgravia Hotel in Philadelphia. Although small in number, the redeeming feature of these new brothers is their fine potential and sincere willingness to serve the fraternity. With congratulations they are: James F. Cooney, Dick R. Davies, Jr., Robert J. Downs and Eugene E. Hendrzak.

An interesting professional program on the artistic glassware industry was given by Brother Larry Fahy on January 19, 1956. A film on the making of glassware with primitive instruments and early methods was shown supplemented with a display of these very same instruments and tools. It was most fascinating to inspect them and compare them with the tools of today. Also on display was a fine collection and assortment of Orrefors' glass and crystalware. The program was well attended and well enjoyed. Although too early to report on at this writing, we are looking forward to a talk on Automation in business by Brother Bob Hughes and an Income Tax Preparation panel discus-



HOMEcoming FLOAT of Gamma Phi Chapter at Texas Western College in El Paso, Texas.

sion both of which should prove most interesting and helpful to the student of business.

Socially several of Beta Nu Brothers attended a Christmas party given by Omega Chapter at Temple University on December 17. They report that a fine time was had by all and that the Omega boys are really tops. They have been more than helpful to us since we sold our chapter house and it is sincerely appreciated by everyone of us. A chapter birthday party was held on January 21, following our new brothers' banquet, at the apartment of Brother Douglas Cooper in the Rittenhouse Savoy. It was complete with birthday cake and all the trimmings and was greatly enjoyed by everyone who attended. Plans are also underway for our annual Dinner Dance and "Rose" Ball which will be held sometime in June. We hope to make this one of the best to date and are looking forward to a large alumni and active turnout.

With the fine guidance of Brother Frank Strong, chapter advisor, and a group of eager and hard working actives, Beta Nu Chapter hopes to make this year one of its most successful yet.—GENE H. PERO

OMAHA

ON SUNDAY, December 11, 1955, Gamma Eta Chapter of Omaha University, College of Commerce and Business Administration held their fall formal initiation at the Fontenelle Hotel in downtown Omaha. Nineteen undergraduates and two faculty professors were activated.

Our new members are: Richard Acamo, Richard Dunlap, Dean Eucker, Norman Fisher, Donald Flanagan, Fred Larsen, Martin Lehr, Joseph Michalik, Steve Mickna, Bruce Miller, Fred Moshier, Charles Prachensky, Ray Simons, James Sullivan, James Warthen, Edward Wilkins, Julio Camoriano, Eugene Dahlgren, and James Dawdy.

The professors who joined our ranks are Mr. John Leonard and Mr. Arthur Mehl.

The chapter has made plans for a terrific speaker at our next professional meeting January 13. He is Mr. F. H. Bucholz, president of Omaha Steel Works. Mr. Bucholz has spoken before several classes at Omaha University.

A small note about some of our alumni: Fred Trader, class of 1954, is now working for Sear's in Sioux City, Iowa. He is a depart-

ment manager.

We have already started to schedule a place for our dinner-dance next spring in honor of our new "Rose of Deltasig." The date has been picked and a committee is now checking on the place and the orchestra. We all hope that our new "Rose" will be as fortunate as our candidate of last year, who placed second in the national contest.—BEN NORDELL

AUBURN

BETA LAMBDA CHAPTER of Delta Sigma Pi at the Alabama Polytechnic Institute held formal initiation exercises for 21 new members on Sunday afternoon, December 4, 1955.

New members of the fraternity are: James C. Boozer, Faunsdale; Jack C. Bridges, Notasulga; James M. Clark, Birmingham; John M. Crymes, Greenville, S. C.; Robert B. Duncan, Jr., Pittsview; James R. Evans, Birmingham; Emory B. Fears, Jr., Atlanta, Ga.; George D. Kickliter, St. Petersburg, Fla.; John T. Little, Birmingham; Sam W. McCalla, Greenville, S. C.; George N. Mortor, Jackson; Tim Z. Ogle, Montgomery; William E. Pennewill, Pensacola, Fla.; Charles W. Pegan, Birmingham; Thomas M. Riggins, Birmingham; Daniel O. Robbins, Pensacola, Fla.; John L. Scogin, Fairfield; Clyde Taylor, III, Birmingham; and Victor I. Talbert, Pensacola, Fla.

Professor Jesse M. Richardson and Professor John W. Kennedy are faculty pledges. These two professors should give us much help through good advice and steady attendance.

Following the initiation a banquet for members, faculty and initiates was held in the Pitts Hotel here in Auburn. We were very honored to have with us at this banquet an outstanding speaker, Mr. C. C. Workman, Jr. Mr. Workman is I. B. M. southeastern representative of Atlanta, Ga.

Our first meeting for the winter quarter was held on Tuesday night, January 10, and from the looks of this meeting the new initiates seem to be taking a high interest in the fraternity.

Even though our plans are not definite yet some plans have been made in looking forward to the selection of our "Rose of Deltasig" for '56.

Best wishes to all the chapters of Delta Sigma Pi for all of you the very best new year ever.—LOUIS O. BRACKEEN JR.

NORTHWESTERN—Beta

BETA CHAPTER concluded the old year with a series of enjoyable events. As I mentioned in our previous article, we celebrated "Sadie Hawkin's Day" on November 23. I am happy to report that no serious casualties resulted. However, reviewing the photograph of Miss Carol Faylor, our "Sadie Hawkin's Day" queen and a Phi Gamma Nu pledge, one wonders if being caught isn't so bad after all.

On December 6, Beta Chapter had its annual "Alumni Dinner" at Rush Street's Armando's. Our principal attraction there was Mr. Lynn Wimmer, vice president of Burton Brown Advertising Agency, and one of the originators of that famous Chicago key club the "Gas light." Beta Chapter contributed materially to the Christmas spirit in several ways this year. The chapter brothers exerted their bass and baritone vocal cords in two resounding caroling parties with the Epsilon Eta Phi Sorority on December 11 and with the Phi Gamma Nu Sorority on December 21. The caroling party with the Phi Gamma Nu Sorority was also a toy collecting and Beta House tree trimming party. The toys were given to the Illinois Children's Aid Society. Additional Christmas spirit was conveyed by those Deltasigs who contributed to the "Toys for Tykes" drive conducted by Northwestern University's joint campus organizations. Our very able House Manager, Brother Henry Gee, was the administrator for this drive. In slight retrospect I must mention our December 17 Pledge Party. A group of grotesque red devils, alias our charming neophytes, performed a bit of Dante's Inferno to the lilting strains of Tennessee Ernie's "Sixteen Tons." More coal devils, it's cold outside. Our New Years Eve party was relatively mild compared to last year's stampede.

The first social event of the new year, January 22, will consist of an open house for the nurses of the Wesley Memorial Hospital. I might mention that Wesley is also a part of Northwestern University's campus organization. For this event we are furnishing splints à la carte garnished with mercurochrome. There are approximately 200 nurses in this

group. Our active brothers have promised to be active. On February 4 the formal initiation of our seven new pledges will occur at Chicago's sumptuous Saddle and Cycle Club. On February 7 we will celebrate Beta Chapter's birthday, and also, a new KPR will be elected.

Beta Chapter is full of anticipation for our first professional meeting of the new year. The speaker will be none other than that esteemed personality of the law, Warden Joseph E. Ragen of the Illinois Statesville Penitentiary.

Two of Beta Chapter's Brothers have gained a degree of honor recently. Brother Henry Gee was elected executive chairman on Northwestern University's Chicago Campus Student Union, and Brother Gaylord Ripley was elected to the Delta Mu Delta honorary society last June '55 and will receive his award this coming February. Congratulations to both.

At this time we are beginning to concentrate our efforts on the forthcoming Varsity Night's play, and it looks like school books and returning G.I.'s will mix and march again.—JOSEPH P. ROSS

WISCONSIN

A PROMISE OF PROGRESS was Psi Chapter's closing theme of the first semester of the 1955-56 school year. Initiation, election of officers, and the opening of the new University of Wisconsin School of Commerce Building were the encouraging events.

Old-timers who returned to usher in the new brothers called the 13 initiates simply, "the finest we've ever seen." The new members are already deeply engrossed in chapter activities. Our new line of officers has continued Psi Chapter on its upward swing and has pledged to retain our top regional rating in the Chapter Efficiency Contest.

The new School of Commerce Building has presented the entire student body with new and expanded facilities for instruction in the commerce and economics fields. A new, large Psi Chapter bulletinboard has been conspicuously placed in the building to keep all posted on Deltasig activities.

Psi Chapter athletic teams are retaining 15th position out of 37 fraternities in the Badger

Bowl competition, the athletic proficiency symbol. Our bowling and badminton teams have made the best showings. Brother Bob Goemans' policy of more participation for more members has given each of us a more solid group feeling.

Brother Bill Rooney has kept our social program rolling in a lively manner. Theme parties, buffet suppers, and a sled and skate party have offered the much needed diversion. The first semester was capped off with the traditional senior send-off dinner, toasting the graduates.

The precedent of excellent professional programs is being upheld by Brothers Bob Weitzke and Jim Jansen. A Chrysler Corporation movie, "Wishes on Wheels," gave us a picture of the scheduling of mass production and the molding of mass production methods to suit individual tastes. Warren Headlin, Sales Manager for the Madison office of IBM, gave us a view of the entire field of business machines, past and future developments in the field, and IBM's training program and their sales and management methods. The present professional program consists of a series of talks by various professional practitioners plus a number of field trips to businesses around the state.

The biggest news around Psi Chapter, however, is the approaching Central Regional Convention. Hosts are Psi Chapter, in charge of publicity; Delta Chapter, in charge of arrangements; and the Milwaukee Alumni Club, in charge of alumni activities and panels. We have had several meetings and promotion is underway. The convention will be held at the Wisconsin Hotel in Milwaukee, Wisconsin, September 7-9. Delegates have already been appointed and chapters in the region are regularly being notified of developments. A good old-fashioned, rip-snorting Deltasig get together is inevitable.—JAMES J. NEITZEL

LOYOLA

GAMMA PI CHAPTER has kept the name of Delta Sigma Pi before the students of Loyola with a series of interesting movies on business and industrial subjects. These films have been given on Thursday mornings through the semester. It has been encouraging to see the number of non-members who are interested in seeing these films.

Plans for our "Rose of Deltasig" contest are now well under way. The fame of Delta Sigma Pi will once again "blossom" forth as Loyola coeds wear roses distributed by the brothers.

Our athletic committee, headed by Brothers Tom Split and Mike Riley, has put Delta Sigma Pi among the top contenders for the intramural championship in competition with other Loyola fraternities.

A group of 200 orphans had a day they will not soon forget at a Christmas party given by Delta Sigma Pi and several other fraternities. Brothers of Deltasig were in charge of providing entertainment for the party. A puppet show "starring" several Deltasigs was a high spot of the entertainment as far as the children were concerned, although the chapter got a bigger charge out of watching five of the brothers in grease paint and clown costumes.

At a recent meeting, plans were made for renovation of our Key Club. Some much needed furniture will be added and anyone at all proficient with a brush will be given ample opportunity to display his talents.

Pledging prospects for this semester are excellent and while on the subject, we wish to thank Beta and Zeta Chapters for the invaluable assistance given us in our last initiation.—BOB LEAR



TOM DELANEY, president of Gamma Pi Chapter at Loyola University, dressed in his Sunday best brings joy to 200 orphans during their annual Christmas Party.



MEMBERS OF GAMMA TAU CHAPTER at Mississippi Southern College in Hattiesburg following their recent initiation.

MISSISSIPPI SOUTHERN

GAMMA TAU CHAPTER at Mississippi Southern College held the largest initiation in the history of the chapter this year with the grand total of 24 initiated out of the 28 pledged this fall. Since the installation of Gamma Tau Chapter on December 9, 1950, it has grown to be one of the largest professional fraternities at Mississippi Southern College with a total membership of 41.

Gamma Tau Chapter sponsored their "Rose," Miss Dot May, in the Annual Beauty Contest held on December 9, 1955. Miss May was presented at the Beauty Ball as one of the top beauties at Mississippi Southern.

After the regular meeting on January 3, 1956, Mrs. Dorothy Lenoir, placement director at Mississippi Southern, gave a very interesting talk on the importance of the Career Day Conference. Gamma Tau Chapter was asked to sponsor a forum of representatives of the United States' Civil Service Commission. This forum is to enlighten the graduating seniors of Mississippi Southern who are interested in securing jobs with the Federal Government.

Louis Tremmel, of Biloxi, Miss., heads the list of officers of the Gamma Tau Chapter this year. In addition to President Tremmel other officers named are Wendell Galey of Memphis, senior vice-president; C. W. Wasson, Kosciusko, secretary; T. Miller Dickson, Jackson, treasurer; James Spradling, Tupelo, chancellor; Charles Gillis, Biloxi, historian; Douglas Brown, McComb, senior guide; and Kellum Long, Tupelo, junior guide.

By the time the next issue of *THE DELTASIG* appears, Gamma Tau Chapter will have made a field-trip through the Johns-Mansville Insulation Company in Natchez, Miss. Mr. Harlan, Faculty Advisor, predicts an enjoyable time for all.

With the good start so far this year and the full schedule ahead, Gamma Tau Chapter shall have no trouble in meeting the quota in the Chapter Efficiency Contest and the final score of 100,000 points is our aim.—LIGE MATHIS, JR.

SAN FRANCISCO

THE BROTHERS OF Gamma Omicron Chapter are now facing the ordeal of final exams. With the opening of the spring semester the chapter's activities will resume and things will be back to normal. During the semester break, Deltasigs and their friends will journey to the beautiful Squaw Valley Area

on the annual Deltasig Snow Trip. The registrations indicate that attendance will be larger than ever this year. The Snow Trip is now well established as one of the highlights on University of San Francisco's social calendar.

With one more basketball game to win to break the record, spirit is at its peak on campus. Our hopes are very high that the "Dons" will be on top again in the NCAA playoffs this year.

The notification of the standings in the Chapter Efficiency Contest brought great joy to the members of Gamma Omicron Chapter at being fourth in the nation. With careful work and planning the chapter is confident of attaining the 100,000 point goal, carefully supervised by President Ed Aubert.

The Winter Carnival will highlight USF's social calendar next month. The brothers of Gamma Omicron Chapter are working hard to contribute to the success of this gala event. Plans are well on the way for the pledging class of next semester. Vice-Presidents Don Budde and Ray Casaudoumeq are carefully considering the new candidates for brotherhood. Dinner meetings with professional speakers and field trips are also planned for the coming semester.—CHARLES R. COLETY

BUFFALO

ALPHA KAPPA CHAPTER at the University of Buffalo has enjoyed a most successful program this semester complete with a number of interesting and educational business and professional meetings. In addition, this schedule was supplemented by a tour of the Iroquois Brewery Company of Buffalo sponsored by brothers of our alumni group.

The professional requirements of our meetings were ably fulfilled by brothers of this chapter who gave interesting talks about their business or profession. Our October meeting had Brother Angelo Belletieri, a butcher, give an interesting dissertation on meat and how it gets from the stockyard to your table, followed by Brother Bill Becker who described to us the intricate processes necessary in the manufacture of paper. At the November meeting, Brother Ben Porchet gave an informative talk about the banana industry and Brother Jack Pasel gave us an insight into the administrative aspect of Electronic Engineering. The December meeting included a talk about the several suggestion systems used by the American Radiator Corporation by Brother Charles Barwell and one on the subject of marine sales and storage by Brother George

Collins. In January, Brother Frank Engel supplied literature to go along with his talk about the Dunlop Corporation and their many manufacturing phases. He was followed by Brother Dewey Ertell Jr., who discussed the many aspects of corporation law and how it is administered. These talks have been very well received by the membership and we are looking forward to more of the same in the future.

At press deadline, I am only able to announce that our local "Rose of Deltasig" contestants are being represented by the girls from several day school sororities. They are Nancy Rene Lindbloom, Chi Omega; Natalie Maxick and Grisha Stern, Sigma Delta Tau; Mary Ellen Kaelin, Theta Xi; and Sandra Smith, an independent candidate. We are also expecting an entry from our night division sorority, Phi Alpha Epsilon, very soon. We are sure that one of these girls will very capably represent our chapter in the coming national contest.—JOSEPH FIORE

MARQUETTE

UNDER THE LEADERSHIP of President Bob Biber, Delta Chapter bids farewell to 1955 and another semester, a semester of which all the brothers may be proud.

Accomplishments in the chapter house itself include the refurbishing of the living room with new furniture and carpeting, and a general fix-it-up campaign of the various rooms. School and social-wise, congratulations are in order for Brother Mike Dougherty, general chairman of one of the most successful school dances in the history of the College of Business Administration; also our congratulations to Brother Dick Bray elected by Marquette University sorority members as "Mr. Fraternity," and to Brother Bob Biber king of the all-university "Holly Ball."

Continuing in the social vein, Brother Larry Sassorossi, chairman of the "Rose" contest, reports that the selection of our "Rose" will be more difficult than ever this February as there are almost 50 contestants. Under the rules set up, a Marquette University coed can enter the contest in one of three ways, as the representative of her dormitory or sorority, or sponsored by an active of Delta Chapter. More than 100 couples are expected for the Mardi Gras party at the chapter house February 11, at which time the "Rose" will be announced.

The professional program for the fall semester was ended with a dinner at the Blue Dahlia Supper Club. Following the excellent meal, the speaker for the evening Robert Seaman of the Robert W. Baird Investment Company of Milwaukee led an interesting discussion on investments.

Maintaining its sports record, Delta Chapter swept the annual Bowling Tourney held at the "Eagles Club" in Milwaukee. In this tournament the men's organization spilling the most pins is awarded points which apply to the "All-University" Sports Trophy, currently in our possession. By the time this publication is released, Delta Chapter will know its outcome in Varsity Varieties, the annual college production held each spring at Marquette. Brother Al Mattaliano, director of the Delta Sigma Pi extravaganza, has produced what all the brothers believe is the winning skit in the fraternity division.

The officers and members of Delta Chapter extend an invitation to those brothers in the Central Region to attend the Regional Convention September 7 through 9. See what "makes Milwaukee famous." With this and many other projects in mind, Delta Chapter under the guidance of newly elected President, J. Thomas Esser, will continue to prosper.—PATRICK F. FRALEY



RECENT MEETINGS of Beta Rho Chapter at Rutgers University. Left: Dr. Donald Livingston addressing brothers and guests at Christmas Professional Dinner. RIGHT PHOTO: Mr. Richard Page of the New Jersey Bell Telephone Co. demonstrating "Nike" missile to members of Beta Rho Chapter.

MISSOURI

THE ALPHA BETA CHAPTER at the University of Missouri is proud to see that we are leading all chapters in the Chapter Efficiency Contest on December 15, 1955. The entire chapter will be working to keep up this fine record.

On January 12 Alpha Beta Chapter held a business meeting for the purpose of electing officers for the winter semester. Bill Ferril was elected our new president and his staff includes Chancellor, Lynn Courtney; Senior Vice-President, Keith Brown; Vice-President, Ted Reed; Treasurer, Joe Malan; Secretary, Russel Watson; Historian, Gary Wilson; Senior Guide, Herb Watson; Junior Guide, Harry Kull; and Ritual Chairman, Bill Wilt. Bill Wilt, our retiring president, has done an excellent job during the past semester, and we are looking forward to another successful semester under our new officers.

The industrial tour to Kansas City on December 1, 1955 which would have included visits to the Country Club Dairy, Board of Trade, General Motors Assembly Plant, and the Muehlbach Brewing Company had to be cancelled due to icy conditions throughout the state. However, this tour will be held on February 10 and also another tour later on in the semester to St. Louis, Mo.

The *Alpha Beta Chatter* was sent out to all members the first part of January. The *Chatter* Committee did an excellent job and should be congratulated. Any member who did not receive a copy of the *Chatter* should drop us a card as we greatly desire to keep our address file up to date.

Plans are being made for the Ideal Boss and Secretary Campaign that is held each year in connection with Business Week. Plans are also being made for a membership rush smoker and we expect to acquire some additional excellent members. Since we have a great number of graduating seniors, we hope to make this one of the biggest and best pledge classes—DANNY L. STATLER

DETROIT—Gamma Rho

GAMMA RHO CHAPTER of the University of Detroit started the new year with the election of one of the most beautiful "Roses" the fraternity has seen in many years. Her name is Irene Lukas, and she was chosen among a group of six girls in a very close

contest. The Gamma Rho Chapter has very high hopes in Miss Lukas' winning the national "Rose of Delta Sigma Pi" Contest.

The Chapter has ten new members as a result of the initiation on January 14. A formal banquet was held in the River Room of the Fort Shelby Hotel in honor of the occasion. Thirty-five members attended the banquet and their wives and sweethearts were present at the dance after the banquet. The guest speaker was the Dean of the University of Detroit Evening School of Commerce and Finance, Brother William O'Regan. Dean O'Regan has been a member of Delta Sigma Pi for 35 years and he was responsible for bringing Delta Sigma Pi to the University of Detroit. The Dean gave an enlightening talk on the history of the University of Detroit and the part that Delta Sigma Pi played in the making of this history. Along with Dean O'Regan, we were doubly honored in having the Past Grand President of Delta Sigma Pi, Brother Robert G. Busse. Brother Busse gave an interesting talk on the proposed new National Center Building at Harvard University.

The hard work of Brothers Lawrence Leisner and President Walter Blacha is responsible for making this banquet a huge success.

Gamma Rho Chapter is looking forward to having as much success in all their undertakings in the next semester as it has had in the past.—NALDO BUCCI

BOSTON

GAMMA CHAPTER members, whose contributed days of soliciting funds for the Red Feather Drive amounted to \$650.85, was spearheaded and directed by President Dick Gates. The drive is conducted in the metropolitan and suburban areas of Boston each year for the benefit of contributing money to hospitals and charities. Pledgemaster Jim Tait also directed his efforts in aligning the drive with the pledge program.

Following the successful Founders' Day Banquet which was held at the Science Museum of Boston, the brothers experienced another memorable occasion on November 22, in observance of Thanksgiving. It was a most heartwarming experience for all the brothers and alumni who attended. Brother Atta Fernandez, chairman of the banquet, displayed his Latin American talents both in the culinary arts and the formal provided atmosphere. All prepara-

tions, from cooking to dishwashing, were made possible through combined efforts of the committee, yet the success of it remains in the thoughts of brotherhood that were carried away by those who attended.

Again Gamma Chapter had the privilege of being host to 25 children at its Annual Orphans' Day Party. This year, the children of the Nickerson Home were selected by Co-Chairmen Brothers Dick Laffin and Mike Mineo. Refreshments were provided in addition to the many gifts that each received. Entertainment was also provided by the brothers in the forms of game playing, juggling acts and group singing. The day was highlighted by carol singing in which everybody participated.

Elected as co-captain for Boston University's 1956 football team was Brother George Spaneos. Outstanding for his playing ability on the gridiron as a lineman, he is also well recognized throughout the university for his high scholastic rating.

Elections were held in order to succeed President Dick Gates who will be graduated in January. All of us regretfully look at his leaving, yet we are proud to see such a man of good character and judgment enter the business world representing Delta Sigma Pi. The newly elected president is Brother Ed Matta, who the brothers feel, has the ability to perpetuate the esteem of the office and to keep Gamma Chapter on top of the Greek World at Boston University.—GREGORY L. CONTOS

RUTGERS—Beta Rho

BETA RHO CHAPTER at Rutgers University College held a very successful Founders' Day Party on Saturday evening, November 19, at the Beta Omicron Chapter House. Our Chairmen, Brothers Tony Auriemma and Charlie Paul, deserve a vote of "thanks" for a job well done.

On Wednesday evening, December 7, another splendid dinner and professional meeting was held at English's Grill in Livingston. Our pledging program was covered in great detail to assure that we meet our goal in the Chapter Efficiency Contest. Our guest speakers were Messrs. Richard Page and William Alexander of the New Jersey Bell Telephone Company, who lectured and showed slides, film strip and scale models on a very timely subject "Nike."

Our annual Christmas Professional-Dinner meeting was held on Saturday evening, December 17, at Walt's Restaurant in West Caldwell. Brother Dr. Donald Livingston, a member of the Rutgers University College faculty, addressed the gathering on a subject of very real interest to all present, "Consumer Motivation."

A business meeting was held on Saturday morning, January 14, at Beta Omicron Chapter House to complete plans for chapter activities during the second semester.

The first semester Initiation and Banquet was held on Saturday, January 28, at the Hotel Essex House in Newark. Among those initiated into brotherhood were: George Exner, Robert Post, Frank Goss, William Leeman, Thomas Boyle, Jr., and James Shattuck.

The guest speaker was Brother Frank Farrell, noted Broadway columnist of the *New York World-Telegram and Sun*. Brother Farrell is a former president of Alpha Chapter at New York University, having served two terms in that capacity.

Brother Fred Haumacher has been busy compiling our Chapter's efficiency points and forwarding them to The Central Office. When next the standings are published, Beta Rho Chapter will be high among the leaders.—WILLIAM W. MYERS

OKLAHOMA

BETA EPSILON CHAPTER at the University of Oklahoma started the new year enthusiastically with a noon luncheon honoring Brother Jim Thomson. Brother Thomson's informative and inspiring talk about Delta Sigma Pi and its future expansion made us all feel proud to be a part of such an ambitious and expanding fraternity. The new year has also brought us new officers who are all capable and willing to work. Brother Randolph was such a good president last semester that we re-elected him for a second term.

Our plans for this semester are big, the biggest that we have ever had. The biggest and toughest project at hand is Business Day. Business Day in the College of Business Administration is sponsored each year by Beta Epsilon Chapter in co-operation with the faculty and various other professional clubs in the college. On this day classes are dismissed and all the students attend lectures, forums, conferences and exhibits given by prominent businessmen from all over the nation. These meetings expose the student to the practical side of the business world and give him a chance to meet and talk to successful men in the student's own field. The day will be concluded by a banquet at which we hope to have 500 people and a dance at which we shall crown our "Rose of Deltasig." We also hope to have a number of alumni attending and we extend to all Deltasigs who may be in the area a special invitation to attend. Oh, by the way, the date is April 6.

The addition of last semester's pledge class to our ranks has made us 18 men stronger. With their active participation we feel that our plans can be successfully carried out. Other than Business Day we have plans for organizing an alumni club which will cover all of Oklahoma. We also hope to publish a small magazine about Beta Epsilon Chapter, its history, its activities, and its future.

Our plans and projects for the future are ambitious, maybe too ambitious, but we feel that the old expression "nothing ventured, nothing gained" is true. The national fraternity is expanding rapidly and we want to expand with it and do our part right here on the University of Oklahoma campus.—JOHN M. BURZIO

JOHNS HOPKINS

ON SATURDAY EVENING December 31, 1955, Delta Sigma Pi held its second annual New Years Eve dance at Turners Armory, Hillen Road and Argonne Dr., in Baltimore. A total of 110 couples danced to the music of Bill Maisel's six piece orchestra from 10:00 P.M. till 2:00 A.M. in a setting of garlands of greens strung in a scalloped effect from the beams. Placed at intervals in the ceiling were six large white bells, the center of which contained revolving light reflectors, producing a sort of kaleidoscopic effect on the dance floor. To complete the holiday mood, there was a tremendous tannenbaum on hand, replete with lights and balls of all sizes and shapes.

For the first time, the Delta Sigma Pi banner which measures about three feet by five feet was proudly on display, centered among the many flags which are a permanent fixture of the armory.

While there were no known casualties resulting from the festivities, there was a penalty, in the form of a ticket, awarded to Ed Rogowski for some sort of traffic violation he committed while rushing the hot rolls from

the bakery to the armory in order to keep them hot. Isn't there some immunity that can be invoked to protect the right of hot rolls to remain hot?

At the end of a perfect evening and the beginning of a loaded New Year's Day, breakfast was served at 2:00 A.M. This most welcome sight to bleeding eyeballs consisted of bacon and eggs, french fries, sweet roll and coffee. . . . And then to bed.

Prior to Christmas 1955 Brothers Ed Rasmussen and Bill Ford launched a program to collect toys for the children at Rosewood State Training School for boys located on the outskirts of Baltimore.

In all, a total of 35 toys was donated, most of them at the Chi Chapter birthday party on December 4, 1955. Some Deltasigs donated money, which was used for the purchase of additional toys. They were delivered on Tuesday, December 20, 1955, in time to help brighten an otherwise austere holiday for these youngsters.—C. W. DERREVERE

CINCINNATI

ALPHA THETA CHAPTER had a business meeting on November 11, which was followed by the informative film, "The Du Pont Story." We all enjoyed ourselves, and hope that we learned something from the success story of this famous family in such a vivid form as it was shown. November 18, Mr. John Delzell, industrial relations director of the Drackett Chemical Co., of Cincinnati, gave a talk on the current subject of, "Guaranteed Annual Wages." Mr. Delzell majored in economics at Columbia University and has been working in labor relations for several years. As a result of his background, he was able to give us not just the arguments for and against G. A. W.,

but also he outlined the probable economic results of G. A. W.

On December 2, we held our informal initiation of prospective pledges. At this time it was learned that the pledges had taken a healthy interest in our great fraternity, and that they had worked hard to prove themselves worthy of admittance into our brotherhood. On December 11, we held our formal initiation followed by a banquet of seasonable turkey. Brother Andree, Director of the East Central Region, was present and spoke to the membership, and announced the appointment of our Chapter Advisor Charles V. Schnabel as District Director of the Southern Ohio District. We initiated 11 undergraduates and three professors.

On December 9, the chapter went on a tour of the Norwood Plant of the Fisher Body Division of General Motors Corporation. This plant produces Chevrolet bodies which are shipped directly by conveyor to the Chevrolet Plant immediately adjoining the Fisher Body Plant. A tour of the Chevrolet plant is planned for the near future so that we may follow the production of the automobile to its finished product.

On New Year's Eve Alpha Theta Chapter met at the home of our Chapter Advisor, Charles Schnabel for a gala evening of fun. The new year was ushered in on a note of hope for a prosperous year for the world, our country, our fraternity, our chapter, and ourselves. On January 13, Alpha Theta Chapter toured through the Cincinnati Union Terminal. Cincinnati is fortunate to be served by seven great railroads, and the scheduling and control of this large volume of train movements within the terminal is a vital and complicated system.

Congratulations to Brother Fred Dixon upon his promotion to General in the United States Army.—THOMAS A. BURKE



PLEDGES OF BETA EPSILON CHAPTER at the University of Oklahoma show what the well dressed business man will wear to Lee J. Kennedy (left). First row: (left to right) Kenneth Brown, Don Dorchester, Phillip Stumpff, and Bill Murray; second row: Dennis Evans, Dick Jamieson, Jim Scott, and Bob Jackson.

BAYLOR

BETA IOTA CHAPTER at Baylor University climaxed a successful fall pledge program with the initiation of 11 new brothers into the fraternity.

Our annual Christmas dance and banquet was a great success with around 40 couples in attendance. Music for dancing was furnished by a southern style Dixieland band.

Beta Iota Chapter is in the midst of a gigantic program of planning the annual Baylor University beauty presentation. Our chapter feels very honored in being selected to sponsor this event. Don Cherry, Columbia recording artist, and Hal McIntyre's Orchestra have been engaged to appear at Baylor for the presentation on February 10, 1956. We feel sure we can put this program over in the highest Deltasig tradition.

Brother Braxton "Sonny" Gill, a senior from Dell, Arkansas, and Beta Iota Chapter's representative to the 20th Grand Chapter Congress in Detroit, was elected president for the spring semester. Brother Gill is a Deltasig in the truest sense and we are looking forward to a successful year under his leadership.

Plans for our annual "Red Rose" formal to be held sometime in May are well under way and should be completed within the next two months.

Members of our chapter were pleased to have a visit from Brother Jim Thomson, Executive Director of The Central Office. A dinner was held in honor of Brother Thomson, at which time he briefed us on the plans for the new Central Office Building in Oxford, Ohio. Some of our brothers from Beta Iota Chapter who live in that area are looking forward to visiting the new offices when they are completed.

Rush activities will start here soon with a smoker and professional meeting. We are looking forward to interviewing the prospective pledges for the spring semester.

The first half of the school year has been great for the Beta Iota Chapter, and we are planning to make the last half even greater.—
JAMES ROTEN



INITIATION BANQUET of Gamma Zeta Chapter at Memphis State College. Standing: left to right, James Bailey, Leo Fabian, Brent Cooke, Dean E. I. Crawford, and Royes Fitzpatrick. Seated: Tom Binford, Harry Hodges, Billy Hopkins, Bob Johnson, Bob McHenry, Asa Costlow, John Josey, Loel Holder, Bill Jennings, Bill Key, Bernard Webb, Martin Lifer, Theodore Cawthorn, Hank Brint, Earl Weddle, Forrest Priddy, Ron Nunnery, Grover Morgan, Nick Parrott, Tom Peacock, Jimmy Utley, Harold Scott, and George Ragland.

MEMPHIS STATE

GAMMA ZETA CHAPTER at Memphis State College moved into the spring semester with its efforts concentrated on larger membership and an increasing support of the activities of the fast growing School of Business Administration.

The accent all over the Memphis State campus is on expansion. In the past two years enrollment has skyrocketed. Two new dormitories are now being constructed and should be ready for use by next fall. One of the major issues at Memphis State College now is the crusade for University recognition and Gamma Zeta Chapter plans to pledge its support in this direction.

Beginning with the fall semester Memphis

State College plans to offer a major in sales management, in the School of Business Administration. This course will be one of the best and most complete in the field of sales management in the entire country. The School of Business Administration is already considered one of the best in the mid-south, and with the addition of the sales management courses it will receive another well deserved boost. Nine of the faculty members of the well manned School of Business Administration are members of Delta Sigma Pi.

Gamma Zeta Chapter recently elected the new "Rose of Delta Sigma Pi" who will carry our high hopes into the competition for the national title. Miss Delores Gay of Nashville, Tennessee was elected as "Rose of Delta Sigma Pi," and Miss Delia Hood and Miss Joy Thomson, both of Memphis, were chosen as alternates in that order.

Our first professional meeting of the school year consisted of a banquet followed by a very interesting speaker from the Memphis Chamber of Commerce. He talked on the importance of drawing in new business firms, both from an economical and growth aspect.

On a more recent occasion, we combined our professional meeting with Phi Gamma Nu, professional Women's Sorority and everyone enjoyed an interesting talk by Mr. Larrabee from the School of Business Administration.

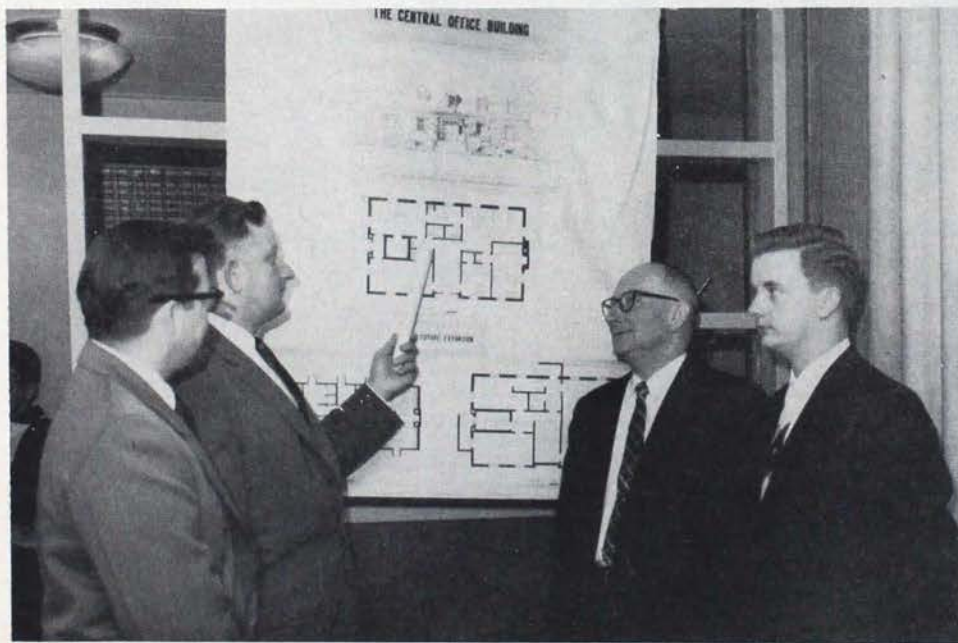
A varied schedule of professional meetings is planned for the current semester which will include at least one industrial tour.

By the time this issue of The DELTASIC appears we believe that our carefully laid plans will find Gamma Zeta Chapter about midway with one of the largest pledge classes we have had for some time.—GEORGE E. RAGLAND

MICHIGAN STATE

GAMMA KAPPA CHAPTER at Michigan State University is just settling back to work and study after most of our members spent the holiday season in California, attending the Rose Bowl game with UCLA. We wish to publicly extend our thanks to all the brothers of Phi Chapter at Southern California for their more than generous hospitality during our stay.

The term got off to a good start when we initiated seven new brothers into the chapter



EXECUTIVE DIRECTOR Jim Thomson points out some of the more important features of the new Central Office Building while attending a meeting of Beta Iota Chapter at the Baylor University. Left to right: Charles Lloyd, Jim Thomson, Dean Aldon Lang, and Chapter President Braxton Gill.

on January 17. Dr. Eugene Jennings of the general business department was the main speaker at the initiation banquet, and our thanks go to Brothers Clarke Bertrand and Glen Jeffes for making the entire evening's program a success.

We also elected new officers at our first meeting this year. They are: Robert Baird, president; Clarke Bertrand, senior vice-president; Glen Jeffes, vice-president; Jack Fleet, treasurer; James Voorhies, professional chairman; and John Noyes, steward. Congratulations are in order to all of these brothers and good luck in their added responsibility.

Improvements have been made on our chapter house right along, and especially so far this term. New carpeting for the stairs and second floor was bought, and also drapes and a 24" TV set for the living room. As part of their pledge project, the pledges repainted the kitchen, so our house is looking better and better all the time.

One of the highlights in professional activities last term was a talk by Mr. Jack Holt, who is the educational coordinator for the UAW-CIO. He spoke on the guaranteed annual wage, and everyone found it interesting as well as informative.

We are now getting well into winter term, and we've already completed a promising rush week, and are making plans for Gamma Kappa Chapter's winter term party and selection of this year's "Rose" Queen. A tea is planned for the "Rose" Queen contestants later this month.—GERALD M. CHRISTOPHERSON

NEW MEXICO

GAMMA IOTA CHAPTER at the University of New Mexico is proud to announce that nine new brothers were initiated into Delta Sigma Pi, on December 10, 1955. The initiation festivities were concluded with a dinner-dance held at the Hilton Hotel. Brother Fred Bowser was honored as the outstanding pledge and presented with a lapel pin for his achievement. Brother Dewey Williams was presented with a past president's gavel for his outstanding work. Highlight of the evening was the presentation of Miss Betsy Pierce, Gamma Iota Chapter's "Rose of Deltasig."

Election of officers was held January 11, 1956. The following brothers were elected to represent us for the second semester: L. T. Womack, president; David Neuman, senior vice-president; Roland Montoya, vice-president; George Koch, secretary; and John Scott, treasurer.

Our chapter is formulating plans for the second semester, which will include our "Big Brother" task, and rushing activities. The "Big Brother" task not only aids the incoming freshmen and transfer students, but also is helpful to the faculty through the registration period.

The New Year was ushered in with a party given by Brothers Bill Hughes and Jim Chandler. It was good to see Brother Edward Moszumanski and his wife from Santa Fe, New Mexico and Brother Morris Davis and his wife from El Paso, Texas.

The Commerce Council, which is headed by Brother Mike Usserv, is making plans for the annual Dean's Breakfast to be held in February and a Business Machine Show, which will be held in April. This council is composed of delegates from the various business organizations connected with the College of Business Administration.

All the members of Gamma Iota Chapter wish to congratulate Brother Jim Chandler on his appointment as Director of the Inter-Mountain Region of Delta Sigma Pi.—DAVID M. PECOSK

NORTHWESTERN—Zeta

ZETA CHAPTER at Northwestern University once again has entered into a full schedule of professional, social, and athletic activities to begin the new year. A combined professional and rush meeting was held on the third Monday in January and was attended by all the brothers and 13 rushees. A panel of professors from the School of Commerce was our guest, and all of us appreciated the opportunity to ask and have answered many questions pertaining to our school and its policies. Because of the success of this meeting many more are to be planned with particular attention to the combination of both a rush and a professional program.

Our chapter's birthday was celebrated before the Christmas holiday at the house. The pledges were in charge and showed a great deal of initiative and interest in the excellent planning of such an event. The study was decorated in a gala fashion with balloons and colorful streamers. A special cake was ordered and a very enjoyable time was had by all as the evening ended with the singing of our fraternity songs.

Socially speaking the new year began with a New Year's Eve party in Arlington Heights. All the brothers owe their thanks to Brother Les Coombs who was responsible for their enjoyable evening. Before the coming of the New Year we held our annual Christmas Party at the fraternity house. Names were drawn and special gifts were given which proved to be very unusual and comical to say the least. A fine dinner was enjoyed at Fanny's Restaurant in Skokie and after the party a good many of

the brothers with their dates went caroling in the streets of Evanston. On January 20, an informal was held at the St. Clair Hotel in Chicago, and on February 10 a costume party was sponsored by the pledges. The highlight in our social calendar during the winter quarter was of course the annual "Rose Formal." This year it was held in the fashionable Edgewater Beach Hotel in Chicago on February 18. Johnny Palmer and his orchestra provided the music and during the course of the evening our "Rose" Queen was crowned. This was the first time our new brothers could wear their pins after their initiation that afternoon and the party was enjoyed by everyone. Congratulations are here formally given to our new brothers who we are sure will be a great asset to Delta Sigma Pi, and also to our new "Rose" Queen who will be a fine representative from Zeta Chapter in the national contest.

Our athletes have shown great potential in both basketball and bowling. Inspired by the fact that one trophy has already been won in football, they have bent themselves to the task of earning another. The basketball team under the able leadership of Brother George Coin has good height and speed, and we all feel that they will do well for Zeta Chapter. The returning veterans are Brothers Coin, Mickalak, Iverson, and Olles. Our bowling team whose captain is Brother Mickalak is composed of Brothers Mickalak, Nelson, and Laga with Brothers Kangas and Friedeman as alternates. Their ability has been shown by victories over the alumni and several other fraternities, so we cannot help but be optimistic. Good luck Brothers we're all behind you.—WARREN L. RUTHERFORD



MISS MARY HELEN WALL was crowned the "Rose of Deltasig" of Alpha Omega Chapter at DePaul University at the chapter's annual dance the "Jarabe."



EXECUTIVE DIRECTOR Jim Thomson addresses the members of Gamma Delta Chapter at Mississippi State College. On his left are Regional Director V. Burt Waite and Faculty Advisor Norman Weir.

MISSISSIPPI STATE

THE GAMMA DELTA CHAPTER initiated seven new members into Delta Sigma Pi on Friday, December 16. The new members are Tony Byrne, Tommy Lott, Roy Oliver, Jerry Adcock, Guy Gross, Bill Luttrell, and Page Sharp. The initiation was held in the college YMCA. The initiation banquet was held that night at the Midway Tea Room. The guest speaker for the affair was Dean R. C. Weems of the School of Business and Industry. Dean Weems gave an informative talk on the needs of the business school and how the local chapter as well as the fraternity as a whole were helping to fill these needs.

The chapter was honored on January 19 by a visitation from Executive Director Brother Jim Thomson. A testimonial dinner was held for Brother Thomson at the VFW Club in Columbus. Brother Thomson spoke to the chapter about the work of the national office and its value to the local chapters. Of special interest to the chapter was the work being done on the new national headquarters and the plans for the next Grand Chapter Congress to be held in New York City in 1957. An informal smoker was held after the banquet so the local members could become better acquainted with Brother Thomson.

On recent Chapter Efficiency Contest reports the Gamma Delta Chapter ranks sixth in the nation and second in the South Central Region. Plans are being made to improve on this rating.

The "Gamma Gab," Gamma Delta's semi-annual news bulletin, will be ready for circulation by the middle of February. The "Gamma Gab" will include pictures of chapter activities during the fall semester, along with various articles of interest to other chapters, alumni, and friends.

Because of the efforts of Brother Tom Prince the chapter once again has a permanent meeting room. Brother Prince was successful in obtaining a room in the temporary buildings on the campus. The room was formerly occupied by the Sons of Confederate Veterans. During the Christmas holidays several brothers

along with our able faculty advisor, Professor Norman Wier, painted the room and moved all of the chapter's equipment into the room. An outside staircase was also constructed to facilitate the use of the room.

The Gamma Delta Chapter has on slate a full semester of social and professional activities. The social functions will start in February with the celebration of the selection of the local chapter's "Rose of Deltasig." This will be followed by an initiation banquet and a scholarship-installation banquet. Plans are also being made to honor the graduating seniors of the local chapter.

The professional committee has several field trips planned for the spring semester. Also there will be several films of interest to the chapter. Plans are also being made to bring guest speakers to the campus.

All the brothers of Gamma Delta Chapter

are looking forward to the best semester yet in Delta Sigma Pi.

NEBRASKA

ALPHA DELTA CHAPTER took their first trip of the year to Omaha, Nebraska, where tours had been arranged in advance by Professional Chairman Brother Shaw. Four trips were made in Omaha, each to a different establishment, showing the workings of a large insurance company, a meat packing house, a biscuit manufacturer, and a brewery. After the day had been completed the brothers split up into small groups for their own entertainment. The trip for the second semester will probably be made to St. Paul, Minnesota. This was originally planned for the first semester trip.

At our last professional dinner the chapter was entertained with two movies on American business. Being somewhat of an experiment since speakers were obtained for other dinners, the enthusiasm shown may indicate a change in some future dinners to be held. Our next professional dinner will be the recognition dinner held every semester. From past experience, a well known speaker is expected to be obtained for this dinner although his name is not known at this time.

Our smoker held on campus was successful to the extent of obtaining 22 prospective pledges. Formal initiation was held later when 18 of these men were initiated into the chapter. The future possibilities of the chapter and of Delta Sigma Pi increased a great deal with the addition of these men. Two of the original 22 men are still being carried as pledges by the chapter. Next semester should see these pledges enter the fraternity. Our total number of pledges to be initiated as shown by a letter from The Central Office only totals two more than those who were actually initiated. Our chapter expects to get points for the Chapter Efficiency Contest by going over this quota of the number of pledges needed for the year.

Our total points obtained to date in the Chapter Efficiency Contest is now high and is sure to go up to a total of 100,000 points. All the brothers are helping Brother Bensen make sure that the total points for the year reaches 100,000. This of course is only one year among many where 100,000 points will have been obtained.—ROBERT L. KREPS



DEAN ROBERT C. WEEMS of Mississippi State College is shown addressing the members of Gamma Delta Chapter at a recent banquet honoring V. Burt Waite, Director of The South Central Region of Delta Sigma Pi. At the speaker's table, left to right: William Littlejohn, Dean Weems, V. Burt Waite, and C. Alton Hollingsworth, chapter president.

LOUISIANA TECH

IN FRATERNAL ACTIVITIES as in other things, to be optimistic is desirable. However, to be optimistic and have the objects of your optimism occur as you had wished is tenfold desirable. We here at Beta Psi Chapter have seen our expectations taking place this year. Membership has nearly tripled and now stands at 35 undergraduate members, the optimum size for this chapter. From a below par membership of 12 at the beginning of this school year we have grown to almost twice the amount of our undergraduate quota as suggested by the Central Office of membership. By far the most satisfying element of our rejuvenated membership is that our quantity has only been succeeded by the quality of our new brothers.

Beta Psi Chapter held its initiation on December 11, 1955. Twenty-one undergraduates and two faculty members were initiated. Dr. Howard L. Balsley, professor of business statistics, and Dr. L. I. Iversen, professor of business administration, who have shown considerable interest in our organization were the two faculty members initiated. We were especially proud that our initiation and the banquet which followed were attended by brother V. Burt Waite, Director of the South Central Region. Brother Waite, who resides in Columbus, Miss., drove to Ruston, La., with his lovely wife, Lorraine, and their young daughter, for the initiation and banquet. We here at Beta Psi Chapter sincerely feel that such men as Brother Waite are indeed a credit to Delta Sigma Pi, and we consider ourselves fortunate to have been able to have personal dealings with him so early in his position as Director of the South Central Region.

The first months of a new year are months to plan, but they are also months to reminisce, and we think of our activities during the first semester. We remember the Accounting Conference held here at La. Tech, and the sincere thanks we received as host to the accountants at a coffee held for them; we remember the La. Tech Alumni Association asking our aid



MEMBERS OF UPSILON CHAPTER at the University of Illinois and their dates at their annual formal winter dinner-dance held at the Urbana-Lincoln Hotel.

during Homecoming Day here, and the appreciation they felt for a "job well done"; we remember our most successful year in rushing, pledging, and initiating of our now new brothers; we remember talks by Mr. Dwayne Oglesby on fraternal affairs, by Major L. J. Fox when we celebrated our fraternity's founding, we remember Dr. Cawthon who discussed purpose and services of the local placement office; we remember four films illustrating the operation of the commercial world and related activities; we remember our trip through the Ruston branch of Midwest Dairy; we remember how very lovely our "Rose" looked in the Homecoming Parade; and last, but definitely not least, the long hours of work and worrying by our Advisor Dr. Richard Bryan, and our newly elected Co-Advisor Mr. Dwayne Oglesby, who through their combined efforts have guided us to a most successful first half of the year's fraternal activities.

In closing we of Beta Psi Chapter wish to thank our brothers in the other chapters who have sent us their chapter publications. They are interesting and are helping us secure information with which we can better our own chapter. We began optimistically and we end even more optimistic, and if you need it, then Beta Psi Chapter sincerely wishes that it rubs off on you.—LORENZ WALKER

OHIO UNIVERSITY

THE END OF A SEMESTER ushers in not only finals but also graduation. Alpha Omicron's three candidates for their Bachelor Degree are Brother James Gordon who will join Konopak and Dalton accounting firm in Toledo, Ohio, Brother John Warren who will serve as a 2nd Lt. at Fort Lee, Virginia, and Brother Bill Roush. Brother Art Ross was elected to succeed Brother Gordon as president of Alpha Omicron Chapter and Brother Don Bowditch was elected historian to fill the vacancy left by Brother Warren.

A debate on the guaranteed annual wage was attended by many faculty members as well as students. The controversial issue was moderated by Brother Dean Myers with Mr. David Moltrop supporting management and Mr. Ray Ross speaking for labor. It was the first time a discussion of this type had been held on Ohio University's campus and it proved to be exciting as well as educational. On the agenda for next semester is a field trip to Kaiser Aluminum, Mead Paper, or Union Carbon and Carbide Company. A number of speakers on various professional topics is also scheduled.

Three of our brothers have recently been honored; Brother Clark Higgins was tapped for J-Club—junior men's honorary, Brother Gordon was tapped for Omicron Delta Kappa—senior men's honorary, and Brother Fred Malloy was elected president of the Junior Class.

As a result of our last smoker Alpha Omicron Chapter has gained 17 pledges. The pledge class has a large potential and will prove a definite asset to the chapter.

The first issue of the *Delta Sig Bulletin*, the chapter's newspaper, was met with great enthusiasm. The publication contains mostly articles of special interest to our members. Brother Roger Fennimore does an excellent job of editing, ably assisted by Brothers Dwight Leach, Fred Malloy and John Grecco.—RICHARD DEVER AND FRED MALLOY



SOME OF THE MEMBERS of Gamma Chapter at Boston University: Left to right: (standing) Richard Gates, Richard Laffin, Charles Hamlet, William Glynn, Thomas Wright, and Charles Comerford; (Seated) Robert Schwager, Douglas Brennan, Atta Fernandez, and Wilfred Haggan.

WAYNE

GAMMA THETA CHAPTER at Wayne University has salted away its profit on Christmas card sales. We are endeavoring to set up a building fund. By saving periodically, we hope someday to purchase a lodge.

There was a strong turnout for our New Year's Eve party, and we were pleased to see the large number of alumni that attended.

Other assets gained during the fall semester were seven new brothers. The Initiation Banquet attended by 30 actives and nearly an equal number of alumni was very successful. Brothers Bruce DeSpelder, assistant professor of management, and John Rath, assistant professor of marketing, were the visiting faculty. Brother DeSpelder directed his talk to the new brothers by outlining the responsibilities they will have to assume.

The new brothers are looking forward to helping the spring semester neophytes along the path toward membership in Delta Sigma Pi. The outlook for new members is excellent as plenty of good prospects are in sight.

It has been the practice of our chapter to elect a new set of officers each semester. However, Brother Wayne Marlatt, because of his fine job of directing our chapter, was re-elected president. The following Brothers were elected officers: Charles Emery, senior vice-president; Larry Bartalucci, vice-president; Arthur Neff, treasurer; Gene Beier, secretary; James Bedenis, chancellor; and Robert Shelton, historian.

Our fall semester graduating seniors were Brothers Dick James, Russell Davenport, and Al Milbeck. This semester we are expecting to lose eight more brothers through this graduation route. We will really have to work to replace these brothers who will be missed, but we are happy to see them on their way to positions in the business world.—ROBERT E. SHELTON

SANTA CLARA

GAMMA XI CHAPTER came out on top in the Novice Boxing Tournament held on December 13, 1955, at the University of Santa Clara. Not only did six of the nine brothers entered in the tournament win de-

isions in their favor, but we were also presented with a plaque for the best rooting section. This was due to a 100 percent turnout of the brothers. The success of the Gamma Xi Chapter entrants in the contest was due to the hard work and coaching ability of Brother Marty Sammon, for which he received a "Best Coach" trophy. Our thanks to Brother Sammon!

The members and their dates who attended the first annual Christmas dinner-dance had a very festive evening. The highlight of the evening was the "mysterious" appearance of a "blind" Santa Claus who handed out exchange-gifts to each couple.

The brothers of the "Bronco" Chapter are anxiously awaiting the big social event of the year, the "Rose of Deltasig" dance, to be held on February 18. The dance will be preceded by a party at past president, Jack Kiefer's house. Brother Kiefer has yet to attend a "Rose" dance sponsored by his own chapter being led astray for various reasons. This year should be an exception.

On the odds-and-ends side of the ledger, Gamma Xi Chapter is third in the nation in the Chapter Efficiency Contest, much of the credit being due to the successful initiation of 20 new members on November 13, 1955.

Along professional lines Brother Vic Lobue, professional chairman, presented a very informative guest speaker, Mr. Anderson of Foster and Kleiser, an outdoor advertising company. More speakers are promised to follow. Congratulations to Brother Buzz Kotey, President Lon Normandin and their respective wives. Word from the "Stork Factory" has it that both brothers will be passing out pink cigars. Congratulations also to Brother Barry O'Neto; he is again wearing his fraternity pin—but his fiancée is wearing an engagement ring. The engagement announcement came as a surprise at the Christmas Dinner-Dance. In the same department Brother Roland Maddelana took the big step and was married during Christmas holidays.

The old members were very pleased with the pledge project, an engraved wooden paddle for each member. The paddles were the idea of Brother Bill Phillips and under the supervision of Brother Wilkins.

With so many activities and events Gamma

Xi Chapter is becoming an even more spirited and active organization.—ARNOLD V. BRUNI

MARYLAND

GAMMA SIGMA CHAPTER of the University of Maryland has embarked on an expanded program, "especially in the field of social activities," says new Social Chairman Bob Yager. In addition to the monthly professional dinners held in one of the dining rooms of the Hot Shoppes Restaurants, we plan to have several beach parties and outings to supplement our annual spring formal. This year's formal will be held in the Chantilly Room of the Hamilton Hotel in Washington, D.C.

We of Gamma Sigma Chapter, having no house, feel that a greater social program along with our already popular dinners will be extremely advantageous in bringing about a closer fraternity spirit. A Deltasig lunch table in the school cafeteria has sprung up spontaneously and everyday from 12:00 to 1:00 one may find some of the great intellectual giants of the business world solving the problems confronting the leaders of our country.

Our brothers were very honored and proud when our former president, Jack Cherrix, was initiated into Omicron Delta Kappa. O Δ K is the highest award for men on campus, here at Maryland.

A vote of thanks goes to Brother Woody Abbot for his excellent job in selecting speakers for our dinners. Our most recent guest was William G. Carrol, Treasurer of the Maryland Electronics Corporation. Woody, a Major in the USAF, is leaving soon for Kansas to begin training in the B-47 intercontinental jet bomber.

On January 4, Dick Furney was elected president of Gamma Sigma Chapter along with Ted Metzler elected as vice-president, Ben Hill as senior vice-president, Armando Forchielli as secretary and Bob Cause as treasurer.

As with all chapters, we look forward to the coming semester with great expectations.

The recent initiation of 17 new brothers makes those expectations look very bright.—RICHARD S. WATT

VIRGINIA

FIFTEEN OUTSTANDING PLEDGES will soon officially join the brotherhood of Alpha Xi Chapter here at the University of Virginia. The pledges are as follows: Neal DeWitt, II, R. Lee Freiermuth, Waller S. Hairston, Donald L. Kovach, William H. Knight, Raymond Q. Lawrence, Harold R. Pas, Ray G. Register, Freeman S. Revels, Jack Rinehart, John C. Sealander, Benjamin Sublett, Travis O. Thompson, John M. Watkins, and Chase S. Wheatly. The initiation ceremony is scheduled for very early in the spring semester. Following the ceremony there will be a cocktail party and banquet, at which time the Alpha Xi Chapter 1956 "Rose of Deltasig" will be selected. We are all looking forward to this coming event.

An interesting field trip to American Silk Mill in Orange, Virginia and to Rochester Ropes Inc., in Culpeper, Virginia scheduled for December 10 had to be cancelled because of a change in plans by one of the companies. This was a great disappointment to our high numbered group of travelers who enjoy the fellowship and education offered by these professional field trip activities. However, as soon as we fight through the oncoming examinations, this will be the first field trip of the new semester.



FIVE CLOWNS at Gamma Pi Chapter at Loyola University that made Christmas pleasant for 200 children from a local orphanage. Left to right: Bill Kurz, Earl Frawley, Tom Delaney, Denny Mongoven, and Hank Blazej.



CANDIDATES FOR THE TITLE "Rose of Deltasig" of Beta Upsilon Chapter at the Texas Tech College. Miss Joan Chesher, the winner is pictured in the exact center and is wearing a flowing white gown.

Many other interesting plans are being made for the nearby spring semester. Speakers and co-operating companies are being engaged for professional activities, while rush plans and good rush prospects are being considered. The extensive developing of the University's relatively young School of Commerce has resulted in a growing interest in our professional fraternity. Once again we are looking forward to a very successful pledging season bringing younger leaders into our distinguished brotherhood.

On behalf of Alpha Xi Chapter, I would like to wish all the brothers a successful and prosperous New Year. Let's make 1956 another "best" year for Delta Sigma Pi.—ROBERT W. AHRENS

SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina initiated 13 new members into Delta Sigma Pi during the week-end of January 7, 1956. The new members are: Donald Stuart Russell, president of the University of South Carolina; Arthur Carl Stobbe of the faculty; Phil Huff Abrams, Robert Lawrence Bradley, John Calvin Carothers, John Beverly Cathey, Thomas Gwyn Craft, Warner Felton Jones, Walter Hugh Lanier, Thomas Mac Pope, Zeb Vance Smith, Jr., William Robert Thompson, and Harold Edward Tolbert all undergraduates. During the banquet after the formal initiation, President William N. Bowen was presented with a miniature gavel for his outstanding service in Delta Sigma Pi. Present at the banquet were 55 undergraduates and alumni. Beta Gamma Chapter was also honored by the presence of Monroe Landreth, our District Director, during the week end of initiation.

Recently Beta Gamma Chapter has leased a house to be used for fraternity meetings and other functions of the chapter. The house is located one block from the university campus and is ideal for the fraternity's use. Six brothers have made plans to move into the house which will cut the cost for the chapter greatly.

Besides the many other activities Beta Gamma Chapter has performed this semester, we have started a study hall three nights a week for students who need help in their courses. The study hall is conducted by two brothers each night and is held in the Business Administration Building. This activity has given the brothers an opportunity to help other

students in the School of Business. We have also had several talks by men in the different fields of the business world which were open to the students in the School of Business.—FRANCIS CLAY RICE

TEXAS TECH

BETA UPSILON CHAPTER initiated 28 new members into the fraternity this semester just in time to allow a breathing spell before final examinations. Many of them have already shouldered some of the responsibility of the chapter and the enthusiasm displayed by all of them indicates that Beta Upsilon Chapter has a bright future.

Recently, one of the better professional programs of the year was presented by Brother "Tollie" Hutchens who showed three films on salesmanship and later led a discussion of the films. Tours through several of this area's industries are planned for the spring semester. President Ronnie Clark has instituted several

changes in the chapter's organizational structure along the lines of sound management principles of delegation of duties, responsibility and authority. A chancellor was also elected to preside at regular business meetings and a controller of the budget. Similar functions have been grouped together in a logical framework and assigned to a responsible person which has resulted in getting much more work accomplished.

Miss Joan Chesher was selected as this chapter's nominee for the "Rose" Queen and will be crowned at the annual "Rose" Dance on February 4. We had more candidates vying for this honor this year than ever before, and the choice was not an easy one although it was a very pleasant one. Brother Dane Grant, who is editor of *La Ventana* (Tech's Annual), was named "Mr. Executive" by Phi Gamma Nu Sorority last semester. Brothers Glen Cary and Donald Riggs were each awarded \$300 scholarships by the Brownfield State Bank and Trust Company as outstanding students in the Department of Finance at Texas Tech.

Our efforts are being concentrated, at the present time, on the plans for the annual "Town Hall" which is sponsored by this chapter. This is a discussion panel made up of members of the Texas Manufacturers Association who debate the problems confronting the nation's as well as Texas' business. This program has had press and radio coverage in the past, and we hope this year to have television coverage as well.

Another function of this chapter which has become one of the annual affairs, which is that of collecting toys for the needy children of this community, has just been completed with much success. Christmas eve, the members and pledges entertained children at the Orphanage here and the pledges built them a pingpong table for which they were very grateful.

President Ronnie Clark recently expressed the sentiments of every member of this chapter when he said, "It is my earnest desire and objective to make Beta Upsilon Chapter a permanent 100,000 point chapter." The author of this article recently took advantage of the offer of a Life Membership at a ten per cent reduction in cost.—JESSE F. BUMPASS



DONALD S. RUSSELL, President of the University of South Carolina, accepts Badge of Delta Sigma Pi on occasion of his initiation as an Honorary Member of Beta Gamma Chapter. William N. Bowen, immediate past president of Beta Gamma Chapter is making presentation while the following officers look on: (left to right) Vice President John Fruit, Chancellor Charles Baker, Secretary Thad Kelly, President James Moore, Treasurer Nestor Nazario, and Historian Francis Rice.



NU CHAPTER'S house decoration for homecoming at Ohio State University. In the foreground are some of the brothers warming up for an intramural game.

PITTSBURGH

LAMBDA CHAPTER of Delta Sigma Pi held their annual smoker in the University Club on November 19, 1955. In attendance were many members of the Pittsburgh Alumni Club. It is noted that several alumni Deltasigs were discovered in Pittsburgh because of the advertising for this smoker. Notable of these, Brother Ken Feld, who in addition to becoming known to us made it possible for us to have the smoker at the University Club. The evening was a notable one for the boys of the Lambda Chapter.

By invitation 11 men proposed for membership in our fraternity delighted in the special picture of National Cash Register's "Magic Wheels." A picture concerning itself with the special aspects of business machines from design to particular use.

Following this C. E. Gogley, our president, presented Delta Sigma Pi to the new men from our purpose to our own activities. This prompted eight men to follow through and on January 28, 1956, these fine men will become initiated into our fraternity. It is to be noted that due to the Westinghouse strike conditions several men postponed their joining our fraternity until a later date.

We finished this evening with refreshments and a social hour.—A. R. BECK

MINNESOTA

ALPHA EPSILON CHAPTER at the University of Minnesota is starting the new year with anticipation of things to come. Monday, January 9, our first professional meeting was held. Mr. Walter Ringer, Jr., president of Foley Manufacturing Company, gave us the views of a medium-sized businessman on industry. Our annual Deltasig Economic Forecast Dinner will be held Wednesday, January 18, at the Francis Drake Hotel in Minneapolis. Brother Richard Kozelka, dean of the University of Minnesota School of Business Administration, will moderate a panel consisting of Donald Peterson, lawyer; Al Johnson, farmer; and Ken Wahlberg, stock broker. We have several other professional programs with prominent Twin City businessmen as speakers

planned for this coming quarter. We also have seven new members who will be an asset to our new professional and social programs for this year. We would like to welcome: Robert F. Brown, John Daigle, Robert Fort, John Lindquist, John R. Ristine, Robert Smitten, Gary Williams.

Our social program began with a smoker for prospective members which was held January 4 at the fraternity house. An intensive membership drive is underway this year in order that we may offset the effect of a large graduation class. An old-fashioned sleigh ride is scheduled for January 14. We will hold a colossal costume party January 21. The theme of the party is "Arabian Nights" and all alumni and visiting chapter members are cordially invited to attend. Of course, all past and present members of Delta Sigma Pi are invited to all of our functions. Our address is 1029 4th St. S.E., Mpls. We also hold open house after almost all the weekend athletic events here at Minnesota. We feel that by following an active and well organized social and professional program we will be a credit to Delta Sigma Pi as well as to the University of Minnesota.—ROBERT F. BROWN

GEORGETOWN

MU CHAPTER takes pleasure in announcing the names of new brothers, initiated into the fraternity on December 3, 1955. They are Dr. Lev E. Dobriansky, Frank Gentile, Patrick Lally, Roderick Latta, James Loughran, Thomas McQuigen, William Morgan, Frank Ravetti, Patrick Reno, Charles Sacconaghi, Roderick Stanek, Romualdas Vildzius. Formal proceedings took place in the Band Room of Georgetown University's McDonough Gymnasium, after which a party was held at the Chapter house. Festivities concluded with a banquet and dance at the Occidental Restaurant, where Mrs. Jean Davison, wife of President Wilbur Davison, was elected "Rose of Deltasig."

On December 11, 1955, brothers and guests of the fraternity were addressed by Brother Ernest White, an alumnus of Mu Chapter, speaking on the German recovery miracle of the twentieth century. Basing his presentation

on his personal experience in Germany, Brother White stressed the social aspects of Germany's economic recovery. All are of the hope that Brother White, after an excellent address, will again be with the fraternity in the near future.

Prior to taking leave for the Christmas holidays, the brothers held a decoration party on the evening of December 16, 1955, in preparation for the annual Orphans' Party to take place on the following afternoon. With the arrival of the youngsters the Chapter house was transformed into a playground. The sight of Brother Frank Ravetti clothed in his Santa Claus costume, however, frightened the kiddies into silence. Each one, nevertheless, received a heaping portion of ice-cream and cake, not to mention individual gifts. The joy experienced by those brothers who participated in extending this measure of charity and good will exemplified once again the maxim "It is better to give than to receive."—DONALD REMSTEIN

OHIO STATE

WINTER QUARTER is generally a rather quiet time around our house, but so far this year things have been different. Our pledges started the quarter off with a "Delta Sig Ski Lodge" house party. Under the direction of Pledge Brother Tom Walklet, and with the cooperation of a local sporting goods store, skis, snow shoes and bob sleds were obtained as decorations for the house. Our guests were encouraged to dress as winter sports enthusiasts and although ski clothing is rather scarce here in Central Ohio, everybody managed to scrape up something and look a little like skiers—even if it were only splints and bandages worn by Bro. Tom Davis. We are looking forward now to more house parties and our Winter Formal which will be coming up soon.

The chapter has been very lucky this year in athletics. We won the intramural football competition and with the help of Brother Jack Daum, an ex-House of David player, we are now well on our way to winning the basketball trophy. Brother Daum isn't the only basketball star however, Brother Chuck Kendall and Pledge Brothers Massey and Ballinger are ex-G. I.'s who played on championship teams while they were in the service. With men like these on our teams, all grandstand athletes like yours truly have to do is sit back and admire our trophies.

All our time this year hasn't been spent on sports. Fall quarter saw a healthy jump in our scholarship rating. Almost everyone in the chapter made over the all-men's average and—sad to relate for the actives—the pledges came up with a higher point average than they did. The "Rose of Deltasig" Contest is on the



MEMBERS AND ALUMNI of Lambda Chapter at a recent smoker held at the University Club of Pittsburgh.

way now. Nu Chapter elected Miss Wanda Galloway of the Chi Omega Sorority as our entry. If this little gal doesn't win the national contest, we're going to send both the judges a pair of good strong glasses. Speaking of Chi O's, Brother Dewey Wade is pinned to Margaret Christiansen of that sorority. Rumor has it that Brother Wade is soon to be tossed in Mirror Lake, a fate reserved for those brothers silly, or lucky, enough to get pinned.—FRANK E. RUGGLES

ILLINOIS

UNDER THE DIRECTION of new officers, Upsilon Chapter at the University of Illinois is eagerly anticipating a well-rounded program as the second semester gets under way. Congratulations to the new officers: President, Ross Rolander; Senior Vice-President, Bernard Kager; Vice-President, Richard Curylo; Secretary, Raymond Martin; Treasurer, William Knapp; Professional Chairman, Michael Taras; and Social Chairman, Tom Rothgeb. The new officers are going to focus their attention on new membership due to the large number of members graduating this spring, plans for a permanent house, and increased recognition of Delta Sigma Pi on campus.

Our annual winter dinner-dance was held December 17, in the Garden Room of the Urbana-Lincoln Hotel. The title of the dance was very appropriate for the occasion, "Moments to Remember." The Garden Room was beautifully decorated with evergreen ropings, floral arrangements, including a log fire in the fireplace. Credit for the successful evening goes to Brother Tom Rothgeb and his committee, along with the many members, guests, and pledges that attended.

Another "first" has been achieved with regards to professional activities on campus. Periodical coffee hours are here to stay. On two recent occasions, coffee hours were given in which the entire commerce student body and faculty were invited. The success achieved in regards to attendance figures on both dates was very rewarding.

We would like to take this opportunity to say goodbye to the Brothers who will graduate in February. Upsilon Chapter wishes them the best of luck and success in their future endeavors.—ROBERT JOHNSON

COLORADO

THE ALPHA RHO CHAPTER at the University of Colorado initiated 26 pledges during the fall semester. The initiation was



MISS JANICE MITCHELL, Alpha Rho Chapter's "Rose of Deltasig," accepts loving cup from Vern Gerharter at the University of Colorado.



A LARGE OVATION was given to Burt Waite, South Central Regional Director (on the right facing the camera) following his address at the Initiation Banquet of Beta Psi Chapter at Louisiana Tech.

held Sunday afternoon, January 8, 1956. The members initiated were Frank Beal, Abbie Belkora, Donald Bentley, Sidney Biderman, Bruce Bowman, Frank Caldwell, William Graham, Jack Grohne, Charles Gustaveson, Allyn Higgins, Roger King, John Leveck, Eugene Madison, Oscar Malmanger, Ronald Reid, John Roberts, Ernest Sanderson, Richard Schumann, David Snow, Allen Thoreen, Ronald Williams, Don Abrams, George Bailey, John Knott, Jack La Follette and Bernard Zavatsky. Of special interest was the initiation of Mr. D. T. Magarrell, vice president in charge of transportation for United Air Lines. Following the initiation, the annual initiation banquet was held at the Alps Lodge in Boulder Canyon. Mr. Magarrell delivered the initiation banquet address.

The last meeting of the fall semester was held on January 11, 1956. Mr. Frank B. Mayo, head of a Denver accounting firm, spoke on "Building an Accounting Practice." Mr. Mayo's firm recently merged with the national accounting firm of Arthur Young & Company.

Immediately following the address by Mr. Mayo, the annual elections were held. The newly elected officers for the coming year are Frank Beal, president; Ronald Reid, senior vice president; John Roberts, Jr., vice president; Donald Gordon, secretary; Al Williams, treasurer; Bruce Bowman, historian; and Bernard Zavatsky, social chairman.

The chapter has several industrial tours planned for the spring semester. The first is a tour through the United Air Lines installations in Denver sometime during February. Arrangements for the tour are being made by Mr. D. T. Magarrell, the chapter's newest honorary member.—FRANK BEAL

OKLAHOMA A. & M.

GAMMA EPSILON CHAPTER at Oklahoma A & M wound up the winter term with the election of chapter officers for the coming semester and a visit from Brother J. D. Thomson, Executive Director of Delta Sigma Pi. The officers elected are Kent Gardner, president; Bob Harnage, senior vice-president; Joe Carson, vice-president; John Crook, treasurer; Jerry James, secretary; Roger Musgrove, historian; and Charles Smith, chancellor. We

congratulate our new officers and wish them success in their new positions. To our retiring officers, who consist of Bob Cowell, president; Jim Mote, senior vice-president; John Crook, vice-president; Sam Davidson, secretary; John Klingstedt, treasurer; Carl Waite, chancellor; and Ben Hughes, historian, we say thank you for a job well done. Through their able guidance we of the Gamma Epsilon Chapter are off to what appears to be our biggest and best year.

We were very happy to have Executive Director Brother J. D. Thomson present at our election of officers. Brother Thomson spoke to the chapter and gave us a very good outline of coming events for Delta Sigma Pi in the new year. The main subject of his talk was the progress of our new Central Office Building being built in Oxford, Ohio. We of Delta Sigma Pi owe a pat on the back and a vote of thanks to Brother Thomson for the hard work he is doing to make our fraternity bigger and better each year.

Coming events of the Gamma Epsilon Chapter are our second semester rush program, and selecting our candidate for "Rose of Delta Sigma Pi." At this time we of the Gamma Epsilon Chapter wish to say "Happy New Year and continued success to Grand President Feltham, members of the Grand Council and Executive Committee, our Regional Directors, and all brothers of Delta Sigma Pi."—ROBERT V. STEWART

GOT 'EM

Plans we mean, to attend
the greatest Congress ever:

Golden Anniversary
and

21st Grand Chapter Congress

New York City

Biltmore Hotel

August 28-31, 1957

UNDERGRADUATE CHAPTERS

EASTERN REGION

Director: Robert O. Hughes, *Beta Nu—Pennsylvania*, 6 Rutledge Ave., Box 196, Rutledge, Pa.

District Director (Mu, Chi, Gamma Sigma): Thomas Bateman, *Chi—Johns Hopkins*, 909 W. University Pkwy., Baltimore 10, Md.

District Director (Alpha, Beta Omicron, Beta Rho): M. John Marko, *Beta Rho—Rutgers*, 33 Dellart Place, Elizabeth, N.J.

District Director (Gamma, Gamma Upsilon): Albert O. Merrill, *Gamma Upsilon—Babson*, Stonelea, Old Marlboro Road, North Sudbury, Mass.

BABSON (Gamma Upsilon, 1951), *BABSON INSTITUTE OF BUSINESS ADM., BABSON PARK, BOSTON, MASS.*

Advisor: Walter Carpenter, Babson Institute, Babson Park, Mass.
Pres. William C. Cleworth, Babson Institute, Babson Park 57, Mass.
Sec. Thomas M. Greene, Jr., Babson Institute, Babson Park 57, Mass.

BOSTON U. (Gamma, 1916), *COLLEGE OF BUSINESS ADM., BOSTON, MASS.*
Chapter House: 247 Kent St., Brookline, Mass.
Advisor: John B. Alevizos, 236 Kelton St., Alston 34, Mass.

Pres. Edmond K. Matta, 247 Kent St., Brookline, Mass.
Sec. Anthony J. Bibbo, 247 Kent St., Brookline, Mass.

GEORGETOWN (Mu, 1921), *SCHOOL OF FOREIGN SERVICE, WASHINGTON, D.C.*
Chapter House: 2210 20th St., N.W., Washington, D.C. (Adams 2355)
Advisor: Joaquin de S. Coutinho, 1890 Ontario Pl., N.W., Washington, D.C.

Pres. Wilbur E. Davison, 2210 20th St., N.W., Washington, D.C.
Sec. Jose L. Romero, Jr., W-623 Arlington Towers, Arlington, Va.

JOHNS HOPKINS (Chi, 1922), *SCHOOL OF BUSINESS, BALTIMORE, MD.*
Advisor: James F. Fry, 3700 Fernside Ave., Baltimore 7, Md.

Pres. H. Melvin Brown, 3901 Deepwood Rd., Baltimore 18, Md.
Sec. Stephen Kaminitzky, 1685 Freedomway, N., Baltimore 13, Md.

MARYLAND (Gamma Sigma, 1950), *COLLEGE OF BUSINESS AND PUBLIC ADM., COLLEGE PARK, MD.*
Advisor: J. Allen Cook, College of Bus. & Pub. Adm., Univ. of Md., College Park, Md.

Pres. Richard D. Furney, 7306 Yale Ave., College Park, Md.
Sec. A. John Forchicelli, 11B Parkway Rd., Greenbelt, Md.

NEW YORK (Alpha, 1907), *SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, NEW YORK, N.Y.*
Chapter House: 40 W. 3rd St., New York, N.Y.

Advisor: James C. Drury, 548 W. Broadway, New York 3, N.Y.
Pres. Vincent Apicella, 1456 St. Nicholas Ave., New York 33, N.Y.

Sec. Donald O'Brien, 192-10 Williamson Ave., Springfield Gardens 13, N.Y.

PENNSYLVANIA, U. OF (Beta Nu, 1932), *THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, PHILADELPHIA, PA.*
Chapter House: 3417 Spruce St., Philadelphia, Pa.

Advisor: Frank Strong, 6000 Baltimore Ave., Philadelphia, Pa.
Pres. Gene H. Pero, 1942 S. 15th St., Philadelphia 45, Pa.

Sec. Walter Dempsey, 6950 Germantown Ave., Philadelphia, Pa.

PENN STATE (Alpha Gamma, 1923), *COLLEGE OF BUSINESS, UNIVERSITY PARK, PA.*
Advisor: Eugene A. Myers, 1007 S. Atherton St., University Park, Pa.

Pres. Joseph Hayes, Phi Kappa Psi, University Park, Pa.
Sec. Harry S. Brown, 328 E. Fairmount Ave., University Park, Pa.

RIDER (Beta Xi, 1934), *COLLEGE OF BUSINESS ADM., TRENTON, N.J.*
Chapter House: 909 Bellevue Ave., Trenton, N.J. (Ow-59603)

Advisor: David H. Eichman, 39 N. Hermitage, Apt. 16, Trenton, N.J.
Pres. Richard Lusardo, 909 Bellevue Ave., Trenton, N.J.

Sec. Douglas M. Smith, 909 Bellevue Ave., Trenton, N.J.

RUTGERS (Beta Omicron, 1937), *SCHOOL OF BUSINESS ADM., 40 RECTOR ST., NEWARK, N.J.*
Chapter House: 38-40 Park Pl., Newark, N.J. (Market 3-4556)

Advisor: Benjamin T. Summer, 86 First St., Raritan Twp., Fords, N.J.
Pres. Raymond Hollasch, 383 Rutherford Blvd., Clifton, N.J.

Sec. Kenneth Taggart, 110 Belmohr St., Belleville, N.J.

RUTGERS (Beta Rho, 1942), *UNIVERSITY COLLEGE, NEWARK, N.J.*
Advisor: Peter E. Trotta, 371 S. 11th St., Newark, N.J.

Pres. William T. Leese, 6 Kensington Rd., Madison, N.J.
Sec. John E. Ondrejcek, 524 Harrison Gardens, Harrison, N.J.

TEMPLE (Omega, 1923), *SCHOOL OF BUSINESS AND PUBLIC ADM., PHILADELPHIA, PA.*
Chapter House: 1841 N. Park Ave., Philadelphia 22, Pa. (Fremont 7-9625)

Advisor: Willard Moore, 1841 N. Park Ave., Philadelphia 22, Pa.
Pres. Robert E. Tonkinson, 325 Ashbourne Rd., Elkins Park 17, Pa.

Sec. Henry W. Raysik, 334 W. Wilsey St., Philadelphia 23, Pa.

SOUTHEASTERN REGION

Director: Homer T. Brewer, *Kappa—Georgia*, 808 Southern Railway Bldg., 99 Spring St., S.W., Atlanta 3, Ga.

District Director (Alpha Lambda, Alpha Xi, Beta Gamma, Gamma Nu, Delta Zeta): Monroe Landreth, *Alpha Lambda—North Carolina*, 2341 Selwyn Ave., Charlotte, N.C.

EAST CAROLINA (Delta Zeta, 1955), *DEPARTMENT OF BUSINESS EDUCATION, GREENVILLE, N.C.*
Advisor: John C. Parker, Box 87, Farmville, N.C.

Pres. William Howard, 1203 E. 2nd St., Greenville, N.C.
Sec. James Johnson, Box 717, E. C. C., Greenville, N.C.

FLORIDA, U. OF (Beta Eta, 1929), *COLLEGE OF BUSINESS ADM., GAINESVILLE, FLA.*
Advisor: Robert W. Travis, 333 Matherly Hall, U. of Fla., Gainesville, Fla.

Pres. James R. Hoffmann, 224D, Flavet III, Gainesville, Fla.
Sec. James W. Bowden, Box 2208, Univ. Sta., Gainesville, Fla.

FLORIDA STATE (Gamma Lambda, 1949), *SCHOOL OF BUSINESS, TALLAHASSEE, FLA.*
Advisor: Royal Mattice, 1422 S. Seminole Dr., Tallahassee, Fla.

Pres. Gerald B. Wyman, Box 1232, 676 West Campus, F.S.U., Tallahassee, Fla.
Sec. Wilber D. Parke, 402 S. Woodward St., Tallahassee, Fla.

GEORGIA STATE (Kappa, 1921), *COLLEGE OF BUSINESS ADM., 24 IVY ST., ATLANTA, GA.*
Advisor: William R. Lewis, 760 Piedmont Way, Atlanta, Ga.

Pres. Robert R. Burgess, P.O. Box 345, Decatur, Ga.
Sec. Edgar A. Fowler, Jr., 1546 Shoup Ct., Apt. 2, Decatur, Ga.

GEORGIA (Pi, 1922), *COLLEGE OF BUSINESS ADM., ATHENS, GA.*
Chapter House: 1334 S. Lumpkin St., Athens, Ga. (Li. 6-7422)

Advisor: A. A. Charles, 237 Springdale, Athens, Ga.
Pres. Jimmie Hinely, 1334 S. Lumpkin St., Athens, Ga.

Sec. James J. Kehoe, Clark Howell Dormitory, Athens, Ga.

MIAMI, U. OF (Beta Omega, 1948), *SCHOOL OF BUSINESS ADM., CORAL GABLES, MIAMI, FLA.*
Advisor: Harry R. Price, 931 Catalonia Ave., Coral Gables, Fla.

Pres. Fred B. Hagan, 605 Majorca Ave., Coral Gables, Fla.
Sec. Richard R. Harrison, 157-A Curtiss Parkway, Miami Springs, Fla.

NORTH CAROLINA, U. OF (Alpha Lambda, 1925), *SCHOOL OF BUSINESS ADM., UNIV. OF NORTH CAROLINA, CHAPEL HILL, N.C.*
Chapter House: 211 Pittsboro St., Chapel Hill, N.C. (8-9063)

Advisor: Richard P. Calhoun, 104 Pine Lane, Chapel Hill, N.C.
Pres. James Howey, 211 Pittsboro St., Chapel Hill, N.C.

Sec. Alton J. Jourdan, 211 Pittsboro St., Chapel Hill, N.C.

SOUTH CAROLINA (Beta Gamma, 1929), *SCHOOL OF BUSINESS ADM., COLUMBIA, S.C.*
Chapter House: 700 Pickens St., Columbia, S.C.

Advisor: E. A. Hall, 2323 Santee St., Columbia, S.C.
Pres. James R. Moore, Jr., 700 Pickens St., Columbia, S.C.

Sec. Thad D. Kelly, 700 Pickens St., Columbia, S.C.

TENNESSEE, U. OF (Alpha Zeta, 1924), *COLLEGE OF BUSINESS ADM., KNOXVILLE, TENN.*
Advisor: Bryce D. Stone, 209 Bus. Admin., U. of Tenn., Knoxville, Tenn.

Pres. Jimmy S. Parsons, 931 S. 17th St., Knoxville, Tenn.
Sec. William D. Alexander, 315 Gill Ave., Knoxville, Tenn.

VIRGINIA, U. OF (Alpha Xi, 1925), *SCHOOL OF BUSINESS ADM., CHARLOTTESVILLE, VA.*
Advisor: D. C. Hyde, 196 Thompson Rd., Charlottesville, Va.

Pres. Donal Wadleigh, Sigma Nu Fraternity, Carr's Hill, Charlottesville, Va.
Sec. Jim McMillop, Apt. H-II Univ. Gardens, Charlottesville, Va.

WAKE FOREST (Gamma Nu, 1950), *SCHOOL OF BUSINESS ADM., WAKE FOREST, N.C.*
Advisor: G. M. Rogers, Box 826, Wake Forest, N.C.

Pres. Carl L. Phillips, 512½ S. Wingate St., Wake Forest, N.C.
Sec. Monroe Gardner, N. Main St., Wake Forest, N.C.

EAST CENTRAL REGION

Director: Robert F. Andree, *Beta Tau—Western Reserve*, 2094 Lakeview Ave., Rocky River, Ohio.

District Director (Alpha Kappa): Jerome J. Johannes, *Alpha Kappa—Buffalo*, 117 Deerfield Ave., Buffalo 15, N.Y.

District Director (Beta Tau, Beta Pi): Robert L. Blasko, *Beta Tau—Western Reserve*, 270 E. 317th St., Willowick, Ohio.

District Director (Eta, Alpha Theta): Charles V. Schnabel, *Alpha Theta—Cincinnati*, 6971 Sandal Ct., Mack, Ohio.

BUFFALO (Alpha Kappa, 1925), *MILLARD FILMORE COLLEGE, BUFFALO, N.Y.*
Advisor: Franklin A. Tober, 123 Highgate Ave., Buffalo, N.Y.

Pres. John R. Barrett, 345 Darlington Dr., Tonawanda, N.Y.
Sec. Joseph L. Kepler, 18 Victoria Blvd., Kenmore 17, N.Y.

CINCINNATI (Alpha Theta, 1924), *COLLEGE OF BUSINESS ADM., CINCINNATI, OHIO.*
Advisor: Charles V. Schnabel, 6971 Sandal Ct., Mack, Ohio.

Pres. James E. Morris, 8378 Woodbine Ave., Cincinnati 16, Ohio.
Sec. Ralph Allen, 2599 Fernview Ct., Cincinnati 13, Ohio.

INDIANA (Alpha Pi, 1925), *SCHOOL OF BUSINESS, BLOOMINGTON, IND.*
Advisor: William G. Scott, 204 W. University, Apts.; Bloomington, Ind.

Pres. Art Wallace, 600 N. Campus Dr., Bloomington, Ind.
Sec. Jim Koehlinger, 814 E. Third, Bloomington, Ind.

KENT STATE (Beta Pi, 1942), *COLLEGE OF BUSINESS ADM., KENT, OHIO.*
Chapter House: 525 E. Main St., Kent, Ohio (Orchard 3-8422)

Advisor: Emmet W. Boyd, 108 N. Lincoln, Kent, Ohio.
Pres. Joseph Stricker, 525 E. Main St., Kent, Ohio.

Sec. Donald E. Moore, 525 E. Main St., Kent, Ohio.

KENTUCKY (Eta, 1920), *COLLEGE OF COMMERCE, LEXINGTON, KY.*
Advisor: Ralph R. Pickett, White Hall, U. of Ky., Lexington, Ky.

Pres. George Hays, 317 Grosvenor, Lexington, Ky.
Sec. Carleton Anderson, 161 Bonnie Brae Dr., Lexington, Ky.

MIAMI U. (Alpha Upsilon, 1927), *SCHOOL OF BUSINESS ADM., OXFORD, OHIO.*
Advisor: Harold Jasper, 32 W. Church, Oxford, Ohio.

Pres. Dave Stahl, Delta Upsilon House, Miami Univ., Oxford, Ohio.
Sec. Bill Templin, 117 S. Main, Oxford, Ohio.

OHIO STATE U. (Nu, 1921), *COLLEGE OF COMMERCE AND ADM., COLUMBUS, OHIO.*
Chapter House: 112 E. Fourteenth Ave., Columbus, Ohio (AX 9-6181)

Advisor: Clarence Dougherty, 523 Chase Ave., Worthington, Ohio.
Pres. Thomas M. Davis, 112 Fourteenth Ave., Columbus 1, Ohio.

Sec. Roy J. Zigler, Jr., 112 E. 14th Ave., Columbus 1, Ohio.

OHIO UNIVERSITY (Alpha Omicron, 1925), *COLLEGE OF COMMERCE, ATHENS, OHIO.*
Advisor: Lee C. Soltow, 47 Madison, Athens, Ohio.

Pres. Arthur D. Ross, Room 203, Washington Hall, Athens, Ohio.
Sec. Herbert L. Halberstadt, 13E E. State St., Athens, Ohio.

PITTSBURGH, U. OF (Lambda, 1921), *SCHOOL OF BUSINESS ADM., PITTSBURGH, PA.*
Advisors: W. Schratz, 219 Castlegate Rd., Pittsburgh 21, Pa. and R. Chapel, Two Gateway Center, Pittsburgh 22, Pa.

Pres. C. E. Gogley, 488 Salem Dr., Pittsburgh 16, Pa.
Sec. R. K. Lashaw, 5112 Interboro Ave., Pittsburgh 7, Pa.

WESTERN RESERVE (Beta Tau, 1947), *SCHOOL OF BUSINESS ADM., CLEVELAND, OHIO.*
Advisor: Marvin J. Barloon, 3140 Essex Rd., Cleveland Heights, Ohio.

Pres. Richard S. Tibbits, 1541 St. Charles Ave., Lakewood 7, Ohio.
Sec. Virgil E. Lowmiller, 5207 Anthony St., Maple Heights, Ohio.

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Pres. Larry Sullivan, 2238 N. Kostner, Chicago, Ill.
Sec. Joe Evans, 2037 Wood St., Chicago, Ill.

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Pres. Jack Fernane, 14939 Stansbury, Detroit 27, Mich.
Sec. Jerry Fricke, 13364 Hampshire Ave., Detroit 13, Mich.

DETROIT (Gamma Rho, 1950), *EVENING COLLEGE OF COMMERCE AND FINANCE, DETROIT, MICH.*
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ILLINOIS, U. OF (Upsilon, 1922), *COLLEGE OF COMMERCE AND BUSINESS ADM., URBANA, ILL.*
Chapter House: 407 Daniel St., Champaign, Ill. (6-6941)

Advisor: T. Emerson Cammack, 1704 W. Green St., Champaign, Ill.
Pres. Ross Rolander, 407 E. Daniel, Champaign, Ill.

Sec. Raymond Martin, 407 E. Daniel, Champaign, Ill.

LOYOLA (Gamma Pi, 1950), *COLLEGE OF COMMERCE, CHICAGO, ILL.*
Chapter Room: Key Club, 115 E. Chicago Ave., Chicago 11, Ill. (DE 7-9759)

Advisor: Sylvester M. Frizol, 6525 Glenwood Ave., Chicago, Ill.
Pres. Thomas J. Delaney, 3618 N. Greenwood, Chicago, Ill.

Sec. Gene Salerno, 5805 N. Talman, Chicago, Ill.

MARQUETTE (Delta, 1920), *COLLEGE OF BUSINESS ADM., 1217 W. WISCONSIN AVE., MILWAUKEE, WIS.*
Chapter House: 3337 W. Highland Blvd., Milwaukee, Wis. (We. 3-9414)

Advisor: William Bergstrom, 2854 S. Herman St., Milwaukee, Wis.
Pres. J. Thomas Esser, 5416 W. Wisconsin Ave., Milwaukee, Wis.

Sec. Lawrence J. Sassorossi, 3337 W. Highland Blvd., Milwaukee, Wis.

MICHIGAN, U. OF (Xi, 1921), *SCHOOL OF BUSINESS ADM., ANN ARBOR, MICH.*
Chapter House: 1108 Hill St., Ann Arbor, Mich.

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Pres. Ed Hicks, 1108 Hill St., Ann Arbor, Mich.

Sec. Robert Foster, 1695 Northwood Apts., U. of Mich., Ann Arbor, Mich.

MICHIGAN STATE (Gamma Kappa, 1949), SCHOOL OF BUSINESS AND PUBLIC SERVICE, EAST LANSING, MICH.
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 Sec. Robert Van Wesemael, 327 Hillcrest, East Lansing, Mich.

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 Advisor: Robert Moccella, 2831 N. Mango Ave., Chicago, Ill.
 Pres. Allan F. Cunningham, 4057 N. Francisco, Chicago, Ill.
 Sec. Harry Bertram, 5811 N. Campbell, Chicago, Ill.

NORTHWESTERN (Evanston Division-Zeta, 1920), SCHOOL OF COMMERCE, EVANSTON, ILL.
 Chapter House: 1819 Orrington Ave., Evanston, Ill. (Greenleaf 5-9495)
 Advisor: Richard Gerfen, 2501 Hartzell, Evanston, Ill.
 Pres. Robert Day, 1819 Orrington Ave., Evanston, Ill.
 Sec. James Olles, 1819 Orrington Ave., Evanston, Ill.

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 Advisor: Bruce DeSpelder, 4487 Bishop, Detroit 24, Mich.
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 Advisor: Charles C. Center, 3518 Blackhawk Dr., Madison, Wis.
 Pres. Thomas Thorson, 132 Breese Terrace, Madison 5, Wis.
 Sec. James Neitzel, 132 Breese Terrace, Madison 5, Wis.

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 Advisor: L. B. Lloyd, Drawer J, School of Commerce, University, Ala.
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ALABAMA POLY (Beta Lambda, 1931) DEPARTMENT OF ECONOMICS AND BUSINESS ADM., AUBURN, ALA.
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 Pres. Kirk P. Lynn, 102 N. Gay St., Auburn, Ala.
 Sec. Robert Russell, 318 S. Gay St., Auburn, Ala.

LOUISIANA STATE U. (Beta Zeta, 1929), COLLEGE OF COMMERCE, BATON ROUGE, LA.
 Advisor: Milton Goldberg, College of Commerce, L.S.U., Baton Rouge, La.
 Pres. Don Hurst, General Delivery, University, Sta., Baton Rouge, La.
 Sec. Francis D. Perrault, Box 6406, University Sta., Baton Rouge, La.

LOUISIANA TECH (Beta Psi, 1948), SCHOOL OF BUSINESS ADM. AND ECONOMICS, RUSTON, LA.
 Advisor: Richard W. Bryan, Box 57, Tech Sta., Ruston, La.
 Pres. Charles R. McKaskle, Box 372, Tech Sta., Ruston, La.
 Sec. Gayle C. Wells, 705 W. Georgia Ave., Ruston, La.

MEMPHIS STATE (Gamma Zeta, 1949), SCHOOL OF BUSINESS ADM., MEMPHIS, TENN.
 Advisor: E. J. Crawford, 4471 Normandy Rd., Memphis, Tenn.
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 Sec. Harry A. Hodges, 946 Semmes St., Memphis, Tenn.

MISSISSIPPI U. OF (Alpha Phi, 1927), SCHOOL OF COMMERCE AND BUSINESS ADM., OXFORD, MISS.
 Chapter Office: Room 34, Student Union Bldg., University of Mississippi.
 Advisor: Allen T. Barr, Box 62, University, Miss.
 Pres. Larry H. Crowell, Jr., Box 868, University, Miss.
 Sec. Charles C. Beall, Box 895, University, Miss.

MISSISSIPPI SOUTHERN (Gamma Tau, 1950), DIVISION OF COMMERCE, HATTIESBURG, MISS.
 Advisor: W. B. Harlan, Box 336, Station A, Hattiesburg, Miss.
 Pres. Louis Tremmel, Box 336, Station A, Hattiesburg, Miss.
 Sec. C. W. Wasson, Box 336, Station A, Hattiesburg, Miss.

MISSISSIPPI STATE (Gamma Delta, 1949), SCHOOL OF BUSINESS AND INDUSTRY, STATE COLLEGE, MISS.
 Advisor: Norman Weir, State College, Miss.
 Pres. Alton Hollingsworth, Box 104, State College, Miss.
 Sec. Renan Richmond, Box 1172, State College, Miss.

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 Advisor: Donald M. Halley, School of Bus. Adm., Tulane Univ., New Orleans, La.
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 Sec. R. Michael Barry, 652 S. 40th, Omaha, Neb.

DRAKE (Alpha Iota, 1924), COLLEGE OF BUSINESS ADM., DES MOINES, IOWA.
 Advisor: Samuel MacAllister, 2640 Cottage Grove Ave., Des Moines, Iowa.
 Pres. Franklin Verrips, 1234 23rd St., Des Moines, Iowa.
 Sec. Cecil Mease, 1329 22nd St., Des Moines, Iowa.

IOWA STATE U. (Epsilon, 1920), COLLEGE OF COMMERCE, IOWA CITY, IOWA.
 Advisor: George S. Peck, University Hall, Univ. of Iowa, Iowa City, Iowa.
 Pres. Fred Hite, 521 N. Dubuque, Iowa City, Iowa.
 Sec. Darel A. Hildreth, 523 Grandview Ct., Iowa City, Iowa.

KANSAS U. OF (Iota, 1921), SCHOOL OF BUSINESS, LAWRENCE, KAN.
 Advisor: H. Lee Sturgeon, Accounting Office, Univ. of Kan. School of Business, Lawrence, Kan.
 Pres. Nelson Jester, 1404 Alumni Place, Lawrence, Kan.
 Sec. Richard Hemphill, 905 Ohio, Lawrence, Kan.

MINNESOTA (Alpha Epsilon, 1924), SCHOOL OF BUSINESS ADM., MINNEAPOLIS, MINN.
 Chapter House: 1029 4th S.E., Minneapolis, Minn. (Li. 3857)
 Advisor: Herman Friess, 1029 4th St., S.E., Minneapolis, Minn.
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 Sec. Carl W. Rettenmayer, 1029 4th St., S.E., Minneapolis 14, Minn.

MISSOURI (Alpha Beta, 1923), SCHOOL OF BUSINESS AND PUBLIC ADM., COLUMBIA, MO.
 Advisor: Royal D. M. Bauer, 112 B&P Bldg., Univ. of Missouri, Columbia, Mo.
 Pres. William C. Ferril, 605 Redbud Lane, Columbia, Mo.
 Sec. Russell Watson, 120A Graham Hall, Columbia, Mo.

NEBRASKA (Alpha Delta, 1924), COLLEGE OF BUSINESS ADM., LINCOLN, NEB.
 Chapter Office: 512 Federal Securities, Lincoln, Neb.
 Advisor: C. M. Elliott, 313B Social Science Bldg., Univ. of Neb., Lincoln, Neb.
 Pres. Theodore W. Shaw, 1605 S. 12th, Lincoln, Neb.
 Sec. Robert Kreps, 1835 F Street, Lincoln, Neb.

NORTH DAKOTA (Alpha Mu, 1925), SCHOOL OF COMMERCE, GRAND FORKS, N.D.
 Advisor: Courtney F. Schley, 317 Cornell St., Grand Forks, N.D.
 Pres. Warner E. Brand, 3000 University Ave., Grand Forks, N.D.
 Sec. James R. Keller, 303 Oxford St., Grand Forks, N.D.

OMAHA (Gamma Eta, 1949), COLLEGE OF BUSINESS ADM., 60TH AND DODGE STS., OMAHA, NEB.
 Advisor: William Hockett, 1749 N. 49th St., Omaha, Neb.
 Pres. Ed Rohan, 4823 Manderson, Omaha, Neb.
 Sec. Thomas R. Olson, 4819 Underwood, Omaha, Neb.

SOUTH DAKOTA (Alpha Eta, 1924), SCHOOL OF BUSINESS ADM., VERMILION, S.D.
 Advisor: Bernard D. Perkins, 305 S. Yale, Vermillion, S.D.
 Pres. Kenneth D. Wicks, 12½ S. University, Vermillion, S.D.
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ST. LOUIS (Beta Sigma, 1946), SCHOOL OF COMMERCE AND FINANCE, 3674 LINDELL BLVD., ST. LOUIS 8, MO.
 Advisor: Arthur C. Meyers, Jr., 6337 Bancroft, St. Louis, Mo.
 Pres. William F. O'Toole, 5391 Wabada, St. Louis 12, Mo.
 Sec. Arthur F. Efken, Jr., 5923 Clifton, St. Louis 9, Mo.

SOUTHWESTERN REGION

Director: Burnell C. Butler, Jr., *Beta Phi—Southern Methodist*, 7110 Pasadena, Dallas 14, Tex.

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 Advisor: Walstein Smith, 4409 Harlan, Waco, Tex.
 Pres. Braxton Gill, 705 S. 5th St., Waco, Tex.
 Sec. Robert Scott, 135 New Men's Dorm, Waco, Tex.

NORTH TEXAS STATE (Delta Epsilon, 1954), SCHOOL OF BUSINESS ADM., DENTON, TEX.
 Chapter House: 1406 W. Hickory St., Denton, Tex.
 Advisor: William Lybrand, 1406 W. Hickory, Denton, Tex.
 Pres. Jimmy Garner, 1406 W. Hickory St., Denton, Tex.
 Sec. Manuel Zamora, 1406 W. Hickory, Denton, Tex.

OKLAHOMA U. OF (Beta Epsilon, 1929), COLLEGE OF BUSINESS ADM., NORMAN, OKLA.
 Advisor: Ronald B. Shuman, Dept. of Bus. Management, U. of Okla., Norman, Okla.
 Pres. Bob Randolph, 630 Elm, Norman, Okla.
 Sec. Robert Miller, 119 W. Boyd, Norman, Okla.

OKLAHOMA A & M (Gamma Epsilon, 1949), DIVISION OF COMMERCE, STILLWATER, OKLA.
 Advisor: William L. Zimmerman, 906 N. Knoblock, Stillwater, Okla.
 Pres. Kent Gardner, 311 S. Hester, Stillwater, Okla.
 Sec. Jerry L. James, 417 S. Gray, Stillwater, Okla.

SOUTHERN METHODIST (Beta Phi, 1948), SCHOOL OF BUSINESS ADM., DALLAS, TEX.
 Advisor: Alton Baker, c/o Management Dept., S.M.U., Dallas, Tex.
 Pres. Larry Fleck, 4215 Larchmont Ave., Dallas, Tex.
 Sec. Clay Pearce, Jr., 6610 Robin Rd., Dallas, Tex.

TEXAS U. OF (Beta Kappa, 1930), COLLEGE OF BUSINESS ADM., AUSTIN, TEX.
 Advisor: B. H. Sord, 707 A. West 21st St., Austin, Tex.
 Pres. Roy T. Jensen, 2307 Sabine, Austin, Tex.
 Sec. Francis G. Smith, 1102 S. Congress, Austin, Tex.

TEXAS TECH (Beta Upsilon, 1947), DIVISION OF BUSINESS ADM., LUBBOCK, TEX.
 Advisor: Howard Golden, Box 4042, Texas Tech Sub Postoffice, Lubbock, Texas.
 Pres. Ronnie Clark, Box 4042, Texas Tech Sub Postoffice, Lubbock, Texas.
 Sec. Charles Cole, Box 4042, Texas Tech Sub Postoffice, Lubbock, Texas.

TULSA (Beta Chi, 1948), COLLEGE OF BUSINESS ADM., TULSA, OKLA.
 Advisor: John D. Gemmill, 2024 W. Brady, Tulsa, Okla.
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 Advisor: John Denton, B. P. A. College, Univ. of Ariz., Tucson, Ariz.
 Pres. Douglas McClanahan, 80 Polo Village, Tucson, Ariz.
 Sec. Frank Craig, 1509 E. 2nd St., Tucson, Ariz.

ARIZONA STATE (Gamma Omega, 1951), DEPARTMENT OF BUSINESS ADM., TEMPE, ARIZ.
 Advisor: A. R. Burton, B. A. Department, ASC., Tempe, Ariz.
 Pres. Lyle C. Rutherford, 1310 E. Brill, Phoenix, Ariz.
 Sec. Allen J. Greb, 620 E. Tyler St., Apt. #2, Tempe, Ariz.

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 Advisor: Robert Wasley, School of Bus., Univ. of Colo., Boulder, Colo.
 Pres. Francis S. Beal, 1044-13th, Boulder, Colo.
 Sec. Donald E. Gordon, 1075-12th, Boulder, Colo.

DENVER (Alpha Nu, 1925), COLLEGE OF BUSINESS ADM., DENVER, COLO.
 Chapter House: 211 Fifteenth St., Denver, Colo.
 Advisor: Howard Saisslin, 2644 S. Milwaukee, Denver, Colo.
 Pres. Frank Van Meter, 4135 Jackson, Denver, Colo.
 Sec. Everett Senter, 441 Franklin St., Denver, Colo.

NEW MEXICO (Gamma Iota, 1949), COLLEGE OF BUSINESS ADM., ALBUQUERQUE, N.M.
 Advisor: William H. Hughes, 9201 Fairbanks Rd., N.E., Albuquerque, N.M.
 Pres. Leldon T. Womack, 8911 Fairbanks Rd., N.E., Albuquerque, N.M.
 Sec. George F. Koch, Jr., 9711 Salem, N.E., Albuquerque, N.M.

TEXAS WESTERN (Gamma Phi, 1951), DEPARTMENT OF ECONOMICS AND BUSINESS ADM., EL PASO, TEX.
 Advisor: Donald K. Freeland, 701 Huckleberry, El Paso, Tex.
 Pres. William E. Hall, 5501 Venezuela, El Paso, Tex.
 Sec. Michael Bass, 111 W. Yandell Blvd., El Paso, Tex.

UTAH U. OF (Sigma, 1922), COLLEGE OF BUSINESS, SALT LAKE CITY, UTAH.
 Advisor: George A. Fuller, 3981 Mt. Olympus Way, Salt Lake City, Utah.
 Pres. Howard M. Hill, 1855 E. 4625 S., Salt Lake City, Utah.
 Sec. Robert Hafey, 163 S. 6th E., Salt Lake City, Utah.

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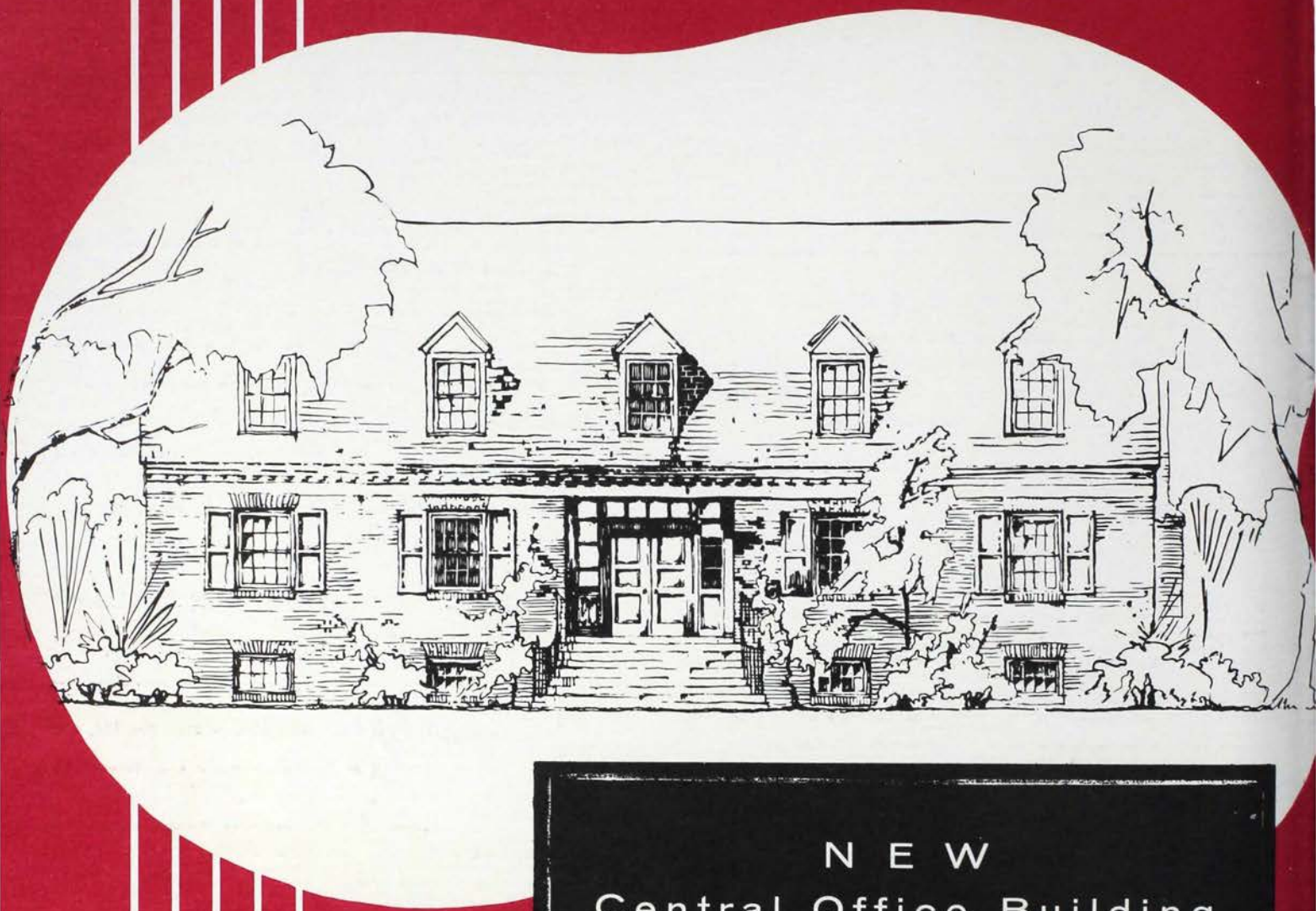
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 Advisor: Royal A. Roberts, 113 South Hall, Univ. of Calif., Berkeley, Calif.
 Pres. Dick Robins, 216 Behrens St., El Cerrito, Calif.
 Sec. Oscar Herces, 225-16th St., Richmond, Calif.

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 Advisor: Kenneth Young, c/o Univ. of San Fran., San Francisco, Calif.
 Pres. Edward J. Aubert, 189 Collingwood St., San Francisco, Calif.
 Sec. Michael W. Jones, 720 20th Ave., San Francisco, Calif.

SANTA CLARA (Gamma Xi, 1950), COLLEGE OF BUSINESS ADM., SANTA CLARA, CALIF.
 Advisor: Louis Boitano, Business College, Santa Clara Univ., Santa Clara, Calif.
 Pres. Lon Normandin, 874 Morse St., San Jose, Calif.
 Sec. Manuel Torres, 213 Wallah Hall, Santa Clara, Calif.

SOUTHERN CALIFORNIA (Phi, 1922), SCHOOL OF COMMERCE, LOS ANGELES, CALIF.
 Chapter House: 1140 W. 27th St., Los Angeles, Calif. (Ric. 7-4087)
 Advisor: H. Lawrence Hall, 4153 W. 62nd St., Los Angeles 43, Calif.
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