

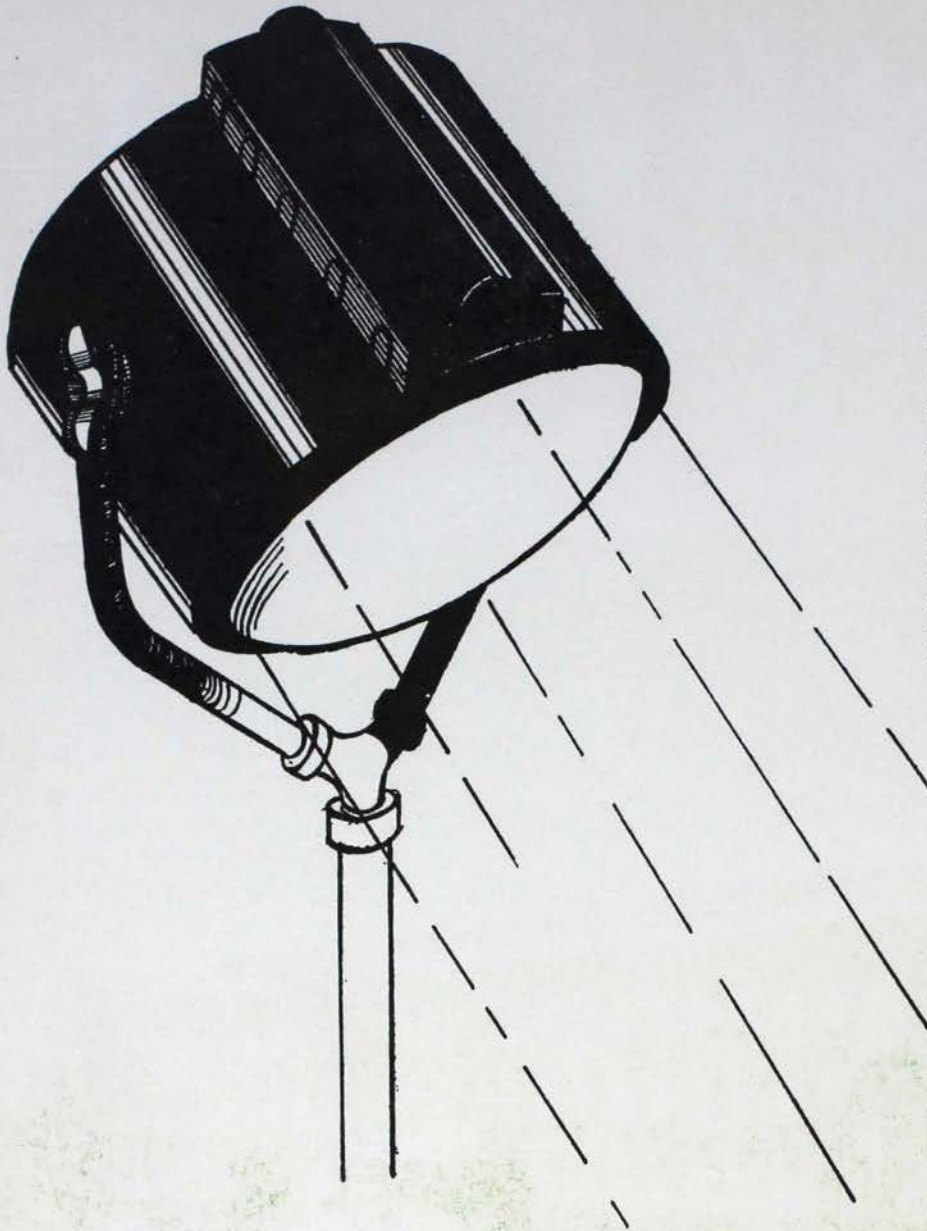
The **DELTA SIG**
O F D E L T A S I G M A P I



University of Arizona, Tucson, Arizona

PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY
FOUNDED 1907

MARCH 1962



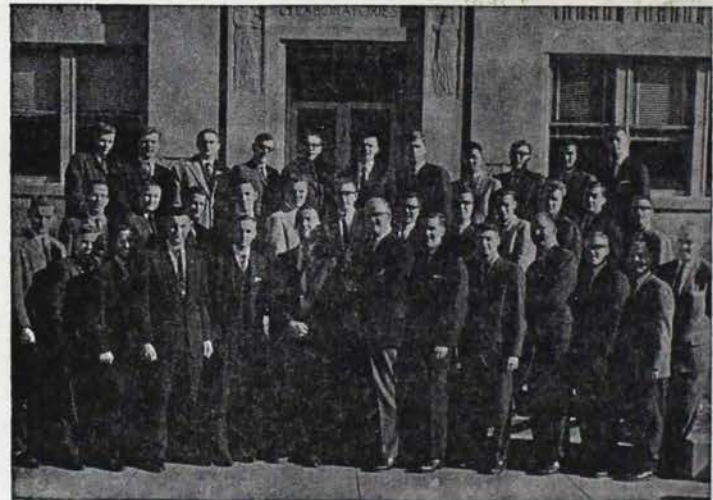
The International Fraternity of Delta Sigma Pi

*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.

In The Professional Spotlight

UNDER THE LIGHT are the members of Delta Tau Chapter at Indiana State University in Terre Haute, Indiana, while on a visit to the Eli Lilly Company plant in Indianapolis, Indiana.



The DELTASIG

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

.. in this issue

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Postmaster: Please send copies returned under labels Form 3579 to Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio.

The DELTASIG of Delta Sigma Pi is published four times annually in the months of November, January, March, and May. Publication Office—Curtis Reed Plaza, Menasha, Wisconsin. Editorial Office—330 South Campus Avenue, Oxford, Ohio.

Subscription price: \$3 per year.

Second class postage paid at Menasha, Wisconsin, and at additional mailing offices. Acceptance for mailing at special rate of postage provided for in the Act of February 28, 1925, embodied in paragraph 4, Section 538, P. L. & R., 1932 edition. Printed in U.S.A.

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Our Cover

The College of Business and Public Administration Building at the University of Arizona is featured on our cover in full color. This continues our University Series of many year's standing.

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



From the Desk of The Grand President

FRANKLIN A. TOBER
Alpha Kappa—Buffalo



EMERSON once said "This time like all times, is a very good one if we but know what to do with it." How very true. How many, many individuals and, might I add, some chapters fall short of their goals and responsibilities only because their level of achievement, ambition or motivation is never any higher than the desire or capability of the individual or chapter involved.

You might ask—what does this have to do with me or to Delta Sigma Pi? It has everything to do with us as individuals and also to our fraternity—for Delta Sigma Pi from the very beginning was established with certain goals, certain ideals, certain objectives and with the

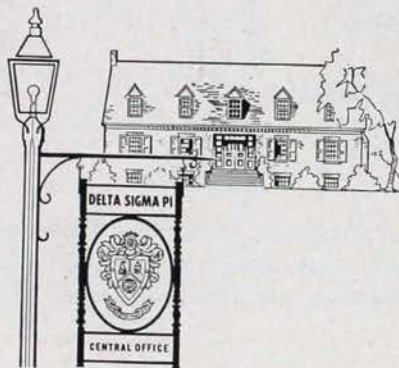
same innate desire for its members to strive for excellence, recognition and success.

Every individual unquestionably is a distinct personality and it is our responsibility to help to develop that personality. We are responsible to each neophyte we select and that choosing gives us a responsibility for them. They need what our fraternity can give and it is our responsibility to fulfill that need. As brothers we are responsible for developing responsible brothers to carry on the future growth, the future development of each individual brother, chapter and our national organization. We must teach our new brothers to learn to live with ideal-

ism, to learn to live with groups, to learn to live with responsibility and to learn to live with themselves.

I know that every brother initiated into Delta Sigma Pi is indeed proud to say he is a member but think how great is the difference when the brother is proud because he is helping to make himself, his chapter, his fraternity strong—that sense of pride that comes from working together to achieve success and recognition.

FRANKLIN A. TOBER



A Word From The Central Office

AS I WRITE THIS the curtain is coming down on what has been a fine first semester for Delta Sigma Pi. We have made the rounds of all but a few chapters, which will be visited in February, and are pleased with the overall strength of the Fraternity. Visitations have also been made to several of the alumni clubs and the new alumni club program is beginning to grow. There is no substitute for visitation in determining first hand the status of the Fraternity. All the time we have devoted to this phase of our operation this year has been worth it.

We now turn our attention to preparations for our nine

Regional Meetings to be held next fall. In scope they are to be miniature Grand Chapter Congresses with stress being placed upon chapter and alumni club administration, but at the same time we will not neglect the social aspects that breed fraternalism.

Other meetings too, will demand our time, as the Professional Interfraternity Conference, The American Association of Collegiate Schools of Business, and the Interfraternity Research and Advisory Council all hold sessions in the next couple of months.—JIM THOMSON

Indiana State College Chapter Conducts Interesting Tour

ON THE MORNING of December 5 the Delta Tau Chapter arose early to group for its appointed tour of Eli Lilly Pharmaceutical Company of Indianapolis, Indiana. Eli Lilly was chosen for the tour since it is located close to the Indiana State College campus, and also because it is one of the largest producers and sellers of pharmaceuticals in the world today, and as such would be of great interest to the men of the Chapter.

Upon arrival at Lilly we were impressed by the vast plant layout. Mr. George Finney, assistant manager of public relations, greeted and escorted us to one of the buildings used as a focal point on such tours, and explained the activities which were scheduled for the day. After a brief résumé of the inner-workings of Lilly we began our tour.

For nearly two hours we saw the Lilly firm in action. We were taken from process to process, and from building to building. We saw the plant from all possible angles and in every possible phase; from

development and control to manufacturing, and from management to marketing. At noon we were treated to an enjoyable lunch at the plant cafeteria, during which time we have the opportunity of discussing in some detail and on an informal basis some of the more interesting things we had observed during the morning's tour. Later we continued our discussions with Mr. Finney, and also Mr. Roy Levine, Personnel Manager, and Mr. George Oramoura of the marketing department.

Here are some of the fine points concerning the Eli Lilly Company. It was founded in 1876 by Colonel Eli Lilly. Lilly was a lone man in a world of fixed ideas; he was a man of vision; he was a man of integrity. In a time of patent medicines and traveling medicine shows he chose to develop prescription medicines, scientifically compounded and carefully standardized. Down through the years the watchwords "*Quality, Research and Integrity*" have made Lilly what it



QUESTIONS being answered during the Lilly tour by Mr. Maurice Borrer of the Public Relations Department. Left to right are: Bob Murray, Mr. Borrer, Bob Swander and John Thomas of Delta Tau Chapter at Indiana State College.

is today, the leader in the pharmaceutical industry. At the time of its founding Lilly met a challenge, a challenge which is still present today. One of the outstanding achievements of Lilly production in recent years was the way in which complex development problems were solved in scaling up the manufacturing of large quantities of polio vaccine. Since 1955 Lilly has produced over half of the polio vaccine released in the United States. Other milestones of achievement include the first commercial production of Insulin, first product for the treatment of diabetes, first production of liver extract, and so on down the line.

The Lilly firm can not be compared to the proverbial "*Topsy*." It didn't just grow up. The Lilly Company is a family business and as such was molded in its formative years by the personality and philosophy of its founder, Colonel Eli Lilly, and his descendants to whom the chain of command has passed. First was the Colonel's son, J. K. Lilly, Sr. He became president in 1898 following his father's death and served until 1932 when he was named chairman of the board. Mr. Lilly died in 1948. J.K.'s son Eli Lilly served as president from 1932 until his appointment as chairman of the board in 1948. Both father and son received the Remington Honor Medal for outstanding contributions to pharmacy and public health and welfare. J. K. Lilly, Jr., vice-chairman of the board and brother of Eli Lilly, joined the firm in 1941 following graduation from the University of Michigan School of Pharmacy. With experience in all major areas of the com-

MUCH TIME was spent in this IBM Data Processing Room at the Eli Lilly Company when Delta Tau Chapter at Indiana State toured this plant recently.





EXPLAINING one of the processes witnessed by the members of Delta Tau Chapter at Indiana State is Mr. Maurice Borrer of the Eli Lilly Company. Left to right are: Bob Murray, Mr. Borrer, Bob Swander, John Thomas, and Louis Green.

pany, he has made marketing and the development of the company's export operations his fields of special interest over the year. He became Eli Lilly International Corporation's first president in 1943 and later also assumed duties as executive vice-president of the parent company. Mr. Lilly was president of the company from 1948 until 1953. Eugene N. Beesley is Lilly's fifth president and first chief executive from outside the Lilly family. He joined Lilly as a salesman in 1929 following his graduation from Wabash College, and his broad experience in various executive positions includes sales, merchandising, marketing, administration, and personnel. He was elected president in 1953.

Important to an understanding of Lilly's place in the pharmaceutical picture is the company's marketing policy. In the United States, Lilly medical products are distributed exclusively through more than 325 wholesalers who, in turn, make them available to about 51,000 retail pharmacies and about 7,500 hospitals. This distribution policy makes Lilly products accessible to physicians everywhere when and where they are needed. The company has the advantage of having distribution points strategically located throughout the country, without the necessity of maintaining an elaborate distribution organization of its own. The most important factor in the Lilly program of product information and promotion is the salesman or detail man, as he is frequently

called. He acts as a "transmission belt," relaying information from research physicians and independent clinicians to their colleagues in active practice. The salesman's professional service to the physicians is difficult, highly complex, and technical. Also he keeps pharmacists informed about research findings and new products. The Lilly field force in the United States numbers more than 1,000 men, nearly all of them pharmacists by training.

It has always been the fundamental belief of members of the Lilly family that people, not bricks and mortar, made the

company a success. The heritage of fine personnel relationships which extended throughout the organization stem originally from the Lillys and their sound policies and practices. An important company objective has always been that of attracting capable, well-trained individuals to the organization and encouraging them to make a career of the firm. Worldwide the employment figure exceeds 10,000. More than 70 percent of Lilly personnel have more than five years of service with the organization; 9 percent more than 25 years. Yet the median age of all employees is 38½ years. Of the 265 men in key managerial positions in Indianapolis, the average age is 46; the average length of service, 25 years. It is the policy of the company to promote from within whenever possible. Approximately 29 percent of the work force of the parent company in the United States are college graduates, holding more than 1,100 pharmacy degrees and 365 advanced degrees.

These figures demonstrate that Lilly employees are well-trained, experienced in their work, and yet relatively young. Pharmaceutical research, manufacturing, and administration put a premium on all these factors. In addition to extreme care in production and exacting controls in testing and inspection, work at Lilly calls for initiative, new ideas, and flexibility to keep pace with competition. This was a most enlightening tour for the members of Delta Tau Chapter at Indiana State College and will lead to many more in the future.—JOHN S. THOMAS

OF SPECIAL INTEREST to Delta Tau Chapter at Indiana State, when visiting the Eli Lilly Company, was this processing line.



Organizational Ideals and Realities

By John F. Mee, Nu Chapter
Professor of Management—Indiana University

The Concept of Organization

ORGANIZATION may be considered as the vehicle, or the ways and means, to release and channel the intellectual and physical energies of men for the achievement of desired goals or results. Whenever any undertaking, task, or objective proves to be too great for accomplishment by an individual, then the person or persons who accept responsibility for the undertaking resort to organization. For instance, if a person were given an elephant and told that the elephant must be eaten within 24 hours or he would be executed, the only hope for his survival would be to employ friends or others to cut the elephant into small portions and devour them. Thus a group of people cooperating for a common purpose could accomplish that which no man could do alone.

For organization to exist, there is assumed to be a goal or purpose that is sufficiently *wanted or needed* to generate or motivate human energy in its achievement. Organization is as old as human society; it is fundamental to the way of life that humans have chosen to follow. Men and women stand on the apex of the animal kingdom. From their top perch in the animal kingdom, they also generate the most wants and needs. Men and women are wanting animals; they are the most wanting members of the entire animal kingdom. No matter what they have, they always want more; those wants become goals or objectives that require organization for achievement. If we accept the assumption that "men cannot live by bread alone," then we can go further and postulate that man cannot satisfy all of his wants and needs alone. The full force of every motive that man has carried with him through the ages of history points to his desire to organize for the satisfaction of his physical, social, and psychological needs and wants.

Organization is not to be considered as belonging only to the big business corporations, big government, churches, universities, hospitals and the like. Organization belongs to people because we are the only living components of organization;

and it is through organization that we realize our personal goals that satisfy our needs and wants. For this reason alone, it would seem that men and women should inform themselves about organization and their personal relationships to the various organizations in a very organized society.

Why We Organize

Why do men and women want to organize, need to organize, or even love to organize? From the social or behavioral scientists, the answer seems to be for self preservation, for self satisfactions, and self realizations. Men and women are described as wanting animals; they always want and want more. Their wants depend on what they already possess. Satisfied needs do not motivate people to attain them while satisfaction exists. Only unsatisfied needs and wants generate or cause human behavior to be directed toward satisfying them. Furthermore, people's needs are arranged in a scale of importance. As lower level needs are satisfied, those on a higher level emerge and clamor for satisfaction.

Psychologists and sociologists have attempted to classify human needs through study and research. In general, their present findings are described by classifying human needs which cause human behavior to be motivated as follows:

1. The first order of needs is *physiological*. People are basically motivated to satisfy their needs for oxygen, food, drink, rest, sex, temperature control, etc.
2. The second order of needs is concerned with *personal security* and safety. People take action to protect themselves from dangers of fire, accidents, or risks of unemployment, sickness, old age dependency and the like.
3. *Social needs* provide the third order. People have the desire to belong to a group and experience affection, loyalty, or what is called "togetherness."
4. The fourth order of needs is concerned with esteem or *recognition*. People need both self esteem and the esteem of others. They desire dignity, achievement, competence, personal worth, and mastery of some kind. These needs include the proper club, the right car, an

impressive office, a socially acceptable address, and the right schools for their children. People are motivated to satisfy these needs in order to feel important and obtain recognition from others for their accomplishments.

5. The fifth and final order of needs deal with the *self realization* of one's ideals. This is the ultimate and satisfaction requires the use of all of one's capacities to reach the fulfillment of one's highest potential. Few people are fortunate enough to satisfy this last need for self realization and self fulfillment. It is like working with an indefatigable pursuit for an unattainable perfection. Possible examples could be Thomas Edison, William James, Abraham Lincoln, and Charles Kettering.

These needs cause human behavior to be motivated and directed toward the fulfillment of human satisfactions. These needs become goals or objectives for people that can be better and easier achieved by means of organization. Money can be helpful in satisfying the first two levels of needs—the physiological and security needs. However, money can only help indirectly in satisfying the last three—social needs, recognition needs, and self realization needs. Money is a powerful incentive; but people in all walks of life are motivated to work in organizations by incentives other than money. We are not born with a desire for money. We have to learn to want it or like it.

Organization for Human Goals

It may be stated that: "A man who knows how can always find work, but the man who knows why will be boss of the jerk." There is a difference between knowing how to organize and why organization is essential to satisfy human goals. The subject of organizational ideals and realities begins with human goals or aims and then considers the use of organization as the vehicle for satisfying them. The premise is that no organization can exist without purpose or objectives which provide people associated with the organization the ways and means to satisfy their needs and wants. This premise would apply to any type of organization, be it economic, social, religious, or political.

There is a tendency for college professors, politicians, and business managers to lapse into a confusion of aims while trying to perfect the techniques of organization. Many become eager beavers who having lost sight of their objectives redouble their efforts.

The ideals of any organization would be achieved when each person within the organization satisfied all of his physiological, security, social, self esteem, and self realization needs. Such goals, in reality, are rarely if ever achieved by any of us. However, we prefer to be a part of an organization or organizations instead of being alone because we believe that our chances of satisfying our personal need goals are better than they would be if we operated as hermits without the advantages of organized human effort.

Organization in human society probably had its genesis in the family and the tribe. Early man also had some form of organization for religious, military, and governmental purposes. Today, however, when organization is mentioned, most people create in their minds the image of business or industrial organizations. In the United States, there is much reason and justification for the close association of the concept of organization with business and industry.

In the United States, business has become a dominant social institution in addition to being an economic institution. We citizens of the United States have become more adept and proficient in the art of organization for business purposes than any other people in the world. Furthermore, the impact of our knowledge and skills in organizing has been greatest in the past fifty years. Our United States' record of progress shows that in 1909 we had approximately 5% of the world's population, 7% of the world's land area, and 15% of the world's wealth. Fifty years later we had 7% of the world's population, 7% of the world's land area, and about 50% of the world's wealth. The claim is not made that organization alone produced that record of progress. Our Constitution and form of government that encourages private enterprise provided the base. Technology was an important factor. Concepts from Social Darwinism and the Protestant ethic helped to motivate the entrepreneurs, the captains of industry, and the professional managers.

Contributions to the United States' rec-

ord of economic progress have been made in many areas; but it was a knowledge and proficiency of organization that permitted the growth and development of our business and industrial organizations. For instance, the number of operating businesses has increased to 4,600,000 from 3,000,000 in 1929. Civilian employment has increased to about 66,000,000 from 47,000,000 in 1929 with a decrease of four hours in the manufacturing work week. Our gross national product has jumped from \$104,000,000,000 in 1929 to over \$500,000,000,000 today. No other country or nation in the world has such a record. We enjoy the highest standards of living, health, education, and prosperity in the world. Our 7% of the world's population are doing very well at present. The record is a fine tribute to our business managers and the organizations they have built to use the resources of our country.

Organization for Business and Industry

Business and industrial managers in the United States did not show much interest in the study of organization until about fifty years ago when a small group of pioneering engineers (Taylor, Emerson, and Gilbreth, Church, Gantt, etc.) generated the so-called "scientific management" movement. Subsequently, a few heads of business enterprises began to develop a basic body of knowledge about organization. Only since World War II have the college professors contributed much to the theory of organization. Credit must be given to the management consultants who are currently helping business and governmental administrators improve their organizations. Probably the most significant early contribution to knowledge about organization made by a college professor came from Dr. Webster Robinson, a lecturer in Business Administration at the University of California. In 1925, he wrote *Fundamentals of Business Organization*.

Since all organizations have started and developed out of human motives, the development of business organizations was no exception. The primary stated objectives of business organizations in the early nineteen hundreds was profit to the owners. The owners showed interest in improved forms of organization for the purpose of separating the waste and inefficiency from human effort in the performance of work tasks. By cutting

out waste and inefficiency in human work, costs were reduced. This permitted either a greater profit margin, or a reduction in prices, or some combination of the two alternatives to meet competition and increase production and sales. Thus, interest in efficient and effective organization was generated among the business managers to satisfy their physiological, social and psychological needs. Little consideration was given to the wants and needs of the employees. However, the laboring employees must have chosen to join the business organizations to better satisfy their physical and security needs—or we would not have eighty per cent of our population in the urban areas now.

Today employees have satisfied most of their physical and security needs from employment in business organizations—and are now pressing for satisfaction of their social and recognition needs, with the help of union organizations. This has stimulated interest in the informal organization and how people behave within the formal organization which is designed for efficient and effective work performance.

The Formal Organization

Organization theory or philosophy first concentrated on the *formal organization* as a means of increasing the efficiency and productivity of business organizations, especially in factories, foundries, and machine shops. Classical economic theory influenced the organizational thinking of the early management engineers and business managers.

1. It was believed that a proper division of work could increase efficiency and productivity.
2. Man was considered to be a rational animal motivated by the desire to maximize his economic gains. This premise resulted in the belief that employees can automatically be motivated to produce more by the promise of more money.
3. Laboring men and women were treated in a mechanical and standardized fashion with little consideration for individual differences and variations. Their physiological and security needs were given greater satisfaction; but not their social and personal recognition needs.

Our formal types of organization were developed along engineering lines based on classical economic concepts. The basic fundamental was called functionalization. It was a fundamental belief that the or-

ganization should be built around the work functions to be done and not around individuals. This basic fundamental brought resistance from craft labor at first and subsequent criticism from the behavioral scientists. However, the formal organization has been the vehicle to weld human association into a very efficient productive force as the record indicates.

The formal organization establishes the desired relationships among the work to be done, the people to do the work, and the work place with equipment, tools, machines, customers, etc. It starts with the source of top authority such as an owner, proprietor, president, or managing director. This top authority is usually shown on an organization chart by a little box at the apex of the organization structure. If the one top man could achieve his objectives and discharge his responsibilities by himself, he would do so. In fact, many of our large business organizations today started with one man who had an objective and all of the work to do to achieve it. He also had all of the authority, responsibility and accountability.

It is success, growth, volume, size and complexity that necessitates organized human effort beyond the ability of one man. Formal organization was once described as the shadow of a man, the owner or the president. When the volume of work becomes too great, the owner or top manager has to find a way to divide the work (*cut up the elephant*) and utilize other people to do it intelligently and efficiently. This starts a formal type of organization which first is characterized by line organization, then line and staff, and perhaps eventually a divisionalized form of organization.

The Concept of Formal Organization

Formal organization embodies the ideal of organized human efforts in the attainment of any defined group purpose. The poet, Coleridge, described it as follows: "What is organization but the connection of parts in and for a whole, so that each part is, at once, an end and means?" In a formal organization, there is careful design and planning to:

1. Determine the essential work functions and subsequently the order of sub work functions to accomplish the desired goal. A system of well defined jobs is established with each job having

a specified measure of authority, responsibility and accountability. Emphasis is definitely centered on the nature of the work that must be done. The accomplishment of the job in accordance with the plan of organization is the criteria for success. Each job is a part of a larger job so that the finish of work on the lower organizational levels is only the means to the completion of work on a higher level until the final objective is realized.

2. Select, place, and utilize men and women for proper performance of the work functions. Some authorities call this staffing. It is the idea of casting the characters to play the required parts in the design of work. The people are expected to perform their jobs within the defined limits of authority and responsibility. They are held accountable for successful performance according to plans and standards. People are used in the organization in relation to knowledge, skills, and attitudes which they possess to perform the required work tasks. It is desired that people possess and develop the essential abilities and capacities to operate at maximum performance on their jobs because the organization has been built around the work to be done.

3. Provision of the proper work environment that can best enable the people to do their assigned work. The work place includes machines, materials, tools, equipment, space, lighting, heating, automobiles, selling materials, report forms, and the like. It includes everything that a person requires to do his planned work. Personal productivity is facilitated by the provision of mechanical energy such as typewriters, drop forges, or computers.

In summary, the formal organization is designed by properly establishing the ideal relationship among the work to be done, the people to do the work and the work place or work environment.

Formal Organization and Line Functions

The formal organization starts with the determination of the basic work functions which are essential for the accomplishment of the organizational objectives. These basic work functions start what is called the line organization. In manufacturing, the basic work functions are production sales, and financing. In transportation, they are operations, sales or traffic, and financing. In retailing, they are operations, merchandising and financing. The person with top authority and responsibility who is accountable for the success of the enterprise divides up the work so that authority can be delegated and responsibility allocated to others. The guide

to establishing the basic work or line functions is that: (1) some product or service must be created; (2) the created product or service must be distributed or marketed; and (3) there must be provision for financing the creation and distribution processes at a cost which will allow a return on the investment. In this manner, the line departments are identified and established so that a manager can be put in charge of each one, and so on. This concept is easy to understand but difficult to accomplish. As Fred Allen has said: "Most things are more complicated than they seem to most people."

The formal line organization is easy to understand. It is logical and efficient. The work is divided in such a way that authority, responsibility and accountability are delegated or allocated down the line until wealth is created by the application of manpower and machine power to create a product or service. Then the sales line follows the same process until the product or service is sold, title transferred, and payment collected. The finance line provides capital to those who require it for the creation and marketing of a product or service—and expects a profit as a reward for achieving the overall objectives of the organization. The formal line organization is ideal for small organizations. The line organization carries the delegation of authority and the allocation of responsibility downward; it carries accountability upward; and it carries communication both ways. All goes well until too much is put on the line. Then delays, confusions, and frustrations appear. What worked so well in a small growing organization seems to get lost. The experience is similar to hanging clothes on a line. After so many garments are added to the clothes line, a prop or staff is needed to help the line do its job. The same thing happens in a line organization and then the staff organization appears to assist and help the line perform its work.

Formal Organization and Line and Staff Functions

The staff organizational units break out of the line organization in a horizontal fashion whereas the line organizational units develop downward in a vertical line and proceed to external relationships with the organization (*customers, vendors, governmental agencies, and the public*). The staff work functions are supposed to always aid and facilitate the line work by

providing some specialized advisory technical, planning, or control services. The end product of a staff organizational unit usually ends up in paper as compared to the creation, marketing, and financing of a product or service by the line units. The paper may be very important as it comes from engineering, personnel, research and development or purchasing (*the major staff organizational units*); but the staff services are designed to assist, advise, and perpetuate the line operations. Staff services are deemed essential as the organization grows, work volume increases, relationships become more complex, and the need for technical assistance arises.

Organizational growth of the line work functions supported by the staff work assistance makes it possible for the organization to satisfy the needs and wants of more people; but growth is not without its problems. As the line organization grows downward through a series of organizational job levels, and staff assistance is added to support the work of the line managers, certain problems emerge.

1. The span of control or supervision of the line managers increases because of the division of work among operating and staff personnel. As a guide to the development of the line and staff organization, a rule of thumb has been used for the number of people that a manager can efficiently supervise. It has been advocated that a manager should directly supervise not less than three nor more than seven other managers or supervisors. This guide has been applied to the line and staff organization when the managers manage with centralized authority, control, and decision making.

2. The line organization with staff appendages extends downward through an increasing number of job organizational levels as the organization grows because of the limitation of the span of control or supervision. Consequently, the line stretches out further and further downward and results in communication delays and misunderstandings. Whereas action can be accomplished quickly in a small line or line and staff organization, actions become slower and delays more common when growth of the organization reaches a certain point.

3. Conflicts of role, authority, responsibility and personalities emerge with the addition of staff personnel to the line organization. Staff personnel are used to support the line executives because of their need for specialized, technical, and control assistance. Supposedly, the only justification for staff managers is to improve the operating efficiency of the line executives. However, staff managers must be supermen to avoid the usurp-

ing of authority from the line to harass the lower line managers and disproportionately build up their staff functions to produce more and more paper. Staff functions, properly used, can contribute to the spark and success of an organization; but competent managers for staff functions are difficult to find and use properly.

Thus the major problems that occur in line and staff organization are the conflicts from line and staff relationships, the communication delays and misunderstanding resulting from a lengthened line from chief executive to workers, and the limitations of the span of control and supervision.

The Formal Organization and Divisionalization

Eventually the ideals of the formal organization cannot be reached by either the line or the line and staff form of organization. Then the so-called divisionalized structure may be used. The divisionalized organization structure comes into being as a result of growth, marketing situations, production complexities with many plants, and diversity of products.

Mr. Alfred P. Sloan, Jr., is credited with the contribution of the concept of the divisionalized organization in 1921. Since then most of our large corporations have adapted his basic idea to their own organizational designs. His basic concept was "to divide it into as many parts as consistently can be done, place in charge of each part the most capable executive that can be found, develop a system of coordination so that each part may strengthen and support each other part; thus not only welding all parts together in the common interests of a joint enterprise, but importantly developing ability and initiative through the instrumentalities of responsibility and ambition—developing men and giving them an opportunity to exercise their talents, both in their own interests as well as in that of the business."

The divisionalized form of organization first divides the work to be done by product or geographic location and then uses the functional type of line or line and staff organization for each of the divisionalized units. Central management manages by means of setting objectives for the operating divisions and then controlling the decentralized management of the divisions by operating and financial policies.

Our largest and most successful com-

panies use the divisionalized formal organization. Over a hundred divisions exist in some of the organizations. This changes the span of control or supervision concept into that of a span of executive influence or responsibility and decreases the number of job levels in the organization. This form of organization provides for growth far beyond the confines of the centralized line and staff organization. It is a tribute to the ingenuity and adaptability of the United States' managers. However, the divisionalized formal organization devours managerial talent like television devours acting talent. It provides the opportunity for more and more competent managers in an expanding society.

The ideals of the formal organization have assisted in making the United States the most affluent society in the world. Human physiological and security needs have been well provided for. But men and women are wanting animals. Now attention is being given to their social and esteem or recognition needs. The formal organization is being criticized by some behavioral scientists on the charge that the emphasis is on work to be done and not on the individual's full needs, wants and happiness. Consequently, there is increased interest in the so-called informal organization. The ideals of the formal organization are being modified by the realities of human situations, experiences, and demands.

The Realities of the Informal Organization

Whereas the formal organization is a planned structure based on the work to be done and to which the people must adjust by means of duties and procedures, the informal organization reflects what people do because they are human beings who are motivated by a hierarchy of needs and wants. In the informal organization, people are influenced in their cooperative efforts by status or recognition desires, friendships, racial origins, cliques, sentiments, and social customs. The research findings of some behavioral or social scientists now indicate that there may be conflict of interests between the needs of healthy individuals and the demands of the formal organization. The charge is made that the formal organization with its emphasis on work specialization utilizes only a fraction of people's talents, skills, and abilities. The formal organization is designed to require people to do

things in a prescribed manner, to obey orders from designated managers, and to cooperate because of set objectives.

The social scientists suggest that the conflict of worker interests between the formal and informal organizations can result in frustration, failure, dissatisfaction, resistance, and indifference among the organization personnel. Consequently, the workers may react with demands for increased pay as compensation for their frustrations and the denial of their social and recognition needs. The trend for "lonesome pay" requests is an indication of such employee reactions to the pressure of the work and environmental demands of the formal organization. Empirical evidence is appearing in the literature of organization to illustrate that the impact of the formal organization on employees makes them feel dependent, submissive, and passive, especially in the lower skilled jobs.

The influence of people and their personalities on organization cannot be denied. Bakke of Yale University explains that the formal organization works at socializing the individual by conforming him to his functions and position. In retaliation, the individual tries to personalize the organization with his conduct and personal standing. The result is a fusion process that determines the status and role of the individual. Thus Bakke provides some understanding of how the ideals of formal organization are modified by the realities of human behavior.

Conclusions

Despite the recent attacks of some social scientists on the formal organization, let us remember that the organizational skills of our industrial managers have provided us with the greatest satisfaction of our physiological and security needs ever enjoyed in the history of the world. The formal organization provides an ideal structure for people to work together and efficiently produce wealth that should be distributed fairly. It is designed by identifying the work to be done for the accomplishment of desired objectives. Then the work is divided logically into jobs with balanced positions in the best possible work environment. Responsibilities, authorities, and accountabilities are allocated or delegated. Harmonious work relationships are sought to obtain teamwork and job satisfactions. However, the emphasis is on the work to be done and not on the people. The assumption exists that

people are motivated to maximize their economic gains and are willing to be inconvenienced for money and security.

The formal organization has made a great contribution to our way of life; but since man seems to be a wanting animal who always wants more, it is now being attacked because it does not properly provide for man's social and esteem needs. Consequently, greater emphasis is being given to the benefits of the informal organization in satisfying man's more personal needs for personality development. Justification for the informal organization is superior teamwork and consideration for workers' social customs, friendships, sentiments, and personality expressions. So—the ideals of the formal organization are challenged by the realities and vagaries of human behavior.

Modern managers may be wise to make a judicious compromise between the ideals of formal organization and the personality needs of people. The best experience of both the formal structure and the informal personal relationships must be

considered in designing the organization for future growth and effectiveness. The compromise concept is akin to Marshall's scissors explanation of value. Both blades of the scissors are essential for the purpose intended. Both the formal and informal blades are required for today's organizations.

Let us retain the values of the formal organization and not try to displace them by trying to operate with only informal groups. This would be like saying that lubrication is more important than the design of the machine and its component parts.

The relationships of the formal and informal organizations are inseparable. They reinforce each other if ideals are tempered with the realities of human needs and wants.

Our successful managers are confronted with the challenge of changing concepts of organization. But they have coped with change before and they have met the challenge successfully by avoiding the dangers of mumpsimus.

Management's Right to Manage

(Continued from page 76)

I wonder how many of you have heard of co-determination? That is the system under which labor shares with management the entire direction of a company.

I first learned of it when I attended the Annual Conferences of the International Labor Organization, as an employer delegate. I found that organization, which is an arm of the United Nations, seeking to draft a proposed international law to the effect that unions should have an equal right with the owners of an enterprise in making decisions as to equipment, products, finances—in fact, all phases of a business.

And then I discovered, to my surprise, that such is the law in Germany today! As Anton Storch, German Minister of Labor, said in a speech before the ILO:

"The workers are represented on boards of companies side by side with the shareholders in the big undertakings. In the coal and steel industries they have half of the members of the boards, and in other corporations they have one-third of the members."

Do you see where our abdication of management rights is leading us?

And here is something further. Under co-determination, if the worker and owner directors cannot agree, the issue is referred to a third party. Who is this third party? You've guessed it—the government. Co-determination is merely a way-station on the road to government control.

Gentlemen, facing up to facts is hard. It is no easy thing to stand up against union pressure. It takes courage, and it may require sacrifices. But the alternative is worse. The alternative is that we lose, by default, the control of our industrial enterprises, and slide from our free competitive system into a union-and-government controlled economy.

Thus far, as I said before, there are no laws that deny us our right to manage. We can keep that right, if we have the courage to fight for it.



WITH THE

ALUMNI

THE WORLD OVER

Flewellen Named Dean at Mississippi State

WILLIAM C. FLEWELLEN, JR., *Alabama*, has recently been appointed the dean of the School of Business and Industry at Mississippi State University. Brother Flewellen came to Mississippi State from the University of Alabama where he was assistant dean and professor of accounting in the School of Commerce and Business Administration. During World War II, he served with the U. S. Army Air Corps as a Personnel Officer with the rank of Lieutenant Colonel. For two years previous to entering the service, he was an accountant with General Motors Acceptance Corporation in Pensacola, Florida.

Brother Flewellen received his B.S. and M.S. degrees from the University of Alabama, and his Ph.D. in Business Administration from Columbia University. His memberships in professional organizations include the American Accounting Association, National Association of Accountants, Controllers Institute of America, American Association of University Professors, Beta Gamma Sigma, and Beta Alpha Psi. Publications by Brother Flewellen have been read in the *Accounting Review*, *N.A.A. Bulletin*, *The DELTASIG*, and the *Alabama Business Review*.

Herbert V. Prochnow Named Chicago Bank President

HERBERT V. PROCHNOW, *Wisconsin*, has recently been made president of the First National Bank of Chicago. Brother Prochnow is a dedicated banker and internationally recognized as one of the great students in the banking profession. He holds a Ph.D. in finance from Northwestern University and his plans for the future include continuing one of his major extracurricular chores as director of the annual summer school of banking at the University of Wisconsin from which he holds a master's degree in Economics.

Brother Prochnow has been a key figure in Chicago's growth in stature as an international banking center. A prolific writer, his books comprise a record of new thought in banking theory and practice which is helping materially to keep old bankers up to date and train new ones. Mr. Prochnow's reputation extends beyond the banking circles, as he is a master of the epigram and a humorist. He is, through a long series of books, one of the greatest providers of witticisms to practicing masters of ceremonies.



WILLIAM C. FLEWELLEN, JR.
Alpha Sigma—Alabama
Dean, Mississippi State University

Alumni Clubs in Action

CINCINNATI

A pleasant evening was had by all on January 19, 1962 at the first alumni club get-together of the new year. The evening started off with a social period followed by an excellent buffet which all are accustomed to at the Finneytown Inn. Our interesting and informative speaker for the evening was Mr. Frank Plasha, manager of Scientific and Administrative Employee Relations at Avco. His subject dealt with labor and management relations. In Brother Thomson's letter of January 3, 1962 he stated that only Chicago and Cincinnati Alumni Clubs were financially supporting the Alumni Club Program. Come on other clubs, let's hear from you.—ED FRANK

WASHINGTON

The Washington Alumni Club is continuing to present a series of successful professional and social endeavors. John Shuke, our new professional chairman, and one of the first members of Beta Pi Chapter, has been busy scheduling several guest speakers and films emphasizing international trade and the application of modern business practices.

Barrister Tom Scanlon, our social chairman, has developed a varied program designed to please any brother and recently included the second annual bowling contest between the Washington Alumni Club and Baltimore Alumni Club at Hyattsville, Maryland.

Brother Hiram Lawrence, who is with the Agency for International Development and recently back from an assignment in North Africa, presented a lecture and slide presentation entitled "Algeria Today" to the members, wives, and dates at the Evening Star newspaper building.

Our heartfelt thanks to Abe Tahir for compiling our second annual edition of the Membership Directory. This handy publication serves as a convenient reference guide and as a key for learning more about our brothers.

Frank Gentile and Wilbur Davidson continue to supply us with literary genius in the quarterly editions of the "Newsletter."

Jeff Gwaltney and his gracious wife Wanda have planned another round of informal gatherings at their apartment in McLain Gardens.—THOMAS J. FLAHERTY, JR.

PITTSBURGH

On December 2, 1961 almost 100 brothers and their wives from the Pittsburgh Alumni Club and Lambda Chapter of the University of Pittsburgh gathered at the Royal York Apartment Dining Room to honor the four original faculty advisors to Lambda Chapter. The four men being honored at the Testimonial Dinner were: Dr. Robert C. Chapel, Dr. Bernard S. Logan, Dr. Carroll F. Reynolds and Dr. Walter A. Schratz. Each of the advisors was given a token of the high esteem in which they are held by their fellow brothers of Delta Sigma Pi. The evening was a happy and nostalgic one for all in attendance and was highlighted by the talk given on "Project Echo" by Mr. J. Russell Rohleder of the Bell Telephone Company.

The Pittsburgh Alumni Club held a business meeting on January 12, 1962 to discuss future programming and plans to expand our work into philanthropic fields. After their own meeting the alumni members joined with Lambda Chapter in welcoming Charles Farrar to Pittsburgh. We were particularly pleased to hear his comments on the 1963 Grand Chapter Congress at Bedford Springs, Pennsylvania, for many of the members of Pittsburgh Alumni Club are already making plans to attend.—EDWARD J. GASCOINE

CHICAGO

On December 16, the Chicago Alumni and their wives or girl friends braved Chicago's winter blasts for a mixed party at the Beta House, to inaugurate the Christmas season. The house has never before been so

gorgeously decorated. A lively evening of games, dancing, liquid refreshments, and a buffet served at midnight were enjoyed by all.

On January 16, at the club's first meeting for the New Year, we honored Zeta Chapter. Fellowship prevailed, and the Normandy House served its famous steak. The speaker, Mr. Frank J. Kirchberger of American Air Lines, covered the topic "Service the Character of Business."

In the coming months, we shall again meet at the Normandy House honoring Alpha Omega and Gamma Pi chapters.

On March 20, we will assemble to celebrate with our Past Presidents, and in May, Beta House will resound at another mixed party.

We are pleased to report an increase in our dues-paying membership, and a growing attendance at our monthly meetings.

Remember that the welcome mat is out to any brother passing through Chicago.

BUFFALO

The Buffalo Alumni Club has continued its policy to promote and support Alpha Kappa Chapter in all of its professional and social functions. At its most recent initiation the ritual was performed entirely by an alumni ritual team composed of eight past presidents of Alpha Kappa Chapter. It was the opinion of all who attended that this perhaps was one of the finest presentations of perfect ritualistic work that has ever been witnessed by alumni and actives. Grand President Tober presided as headmaster and later at the banquet attended by the brothers, wives and girl friends. There were over 114 in attendance including Dr. Harry I. Good, former superintendent of schools for Buffalo, N.Y., and Fran Stryker, the author of *The Lone Ranger*. Grand President Franklin Tober presented each of them with a Delta Sigma Pi recognition pin.

On February 10, 1962 we will join with Alpha Kappa Chapter at their annual "Rose of Deltasig" dinner and it is rumored that they are even sponsoring a candidate. May 5, 1962 will be the annual spring initiation. All alumni and actives have been asked to mark their calendars now for the Annual Alumni Reunion Dinner sponsored by the alumni, the actives, and the Buffalo Wives Club. The date is June 16, 1962, and certainly if there are any brothers of any other chapters of alumni clubs in or around Buffalo at this time, please join with us to make this the largest and most enjoyable affair that we have ever had. Mark your calendar now—June 16, 1962.—WILFRED RACE

SAN FRANCISCO

We have just finished our monthly luncheon at which we distributed the new alumni recognition pins. As our guest at lunch, we had H. Mel Brown, Director-at-Large. We have moved our meeting place to a location with the strange name of "The Fly-Trap." Our meetings are on the second Thursday of each month at 75 Sutter Street (*Fly-Trap Restaurant*). They are open to any Deltasig, but please call me at YUkon

6-4195 first. We are planning a Sunday outing for September 16, 1962 at a private picnic grounds. No plans as yet for anything sooner. Will keep you posted.—ALBERT ZAIS.

PHILADELPHIA—Omega

Last year, the Omega Alumni Association was successful in obtaining over 100 members as active participants in the alumni program. The new officers have established 125 members as their goal for 1962. To date, we already have 22 members.

In 1961, the alumni and trustees of the Omega Chapter coordinated and purchased a new chapter house. In March of this year, a new drive will be launched for remodeling purposes. The technique employed here is a solicitation for subscriptions to capital stock in the corporate chapter.

Alumni meetings are held on the second Friday of every month at the chapter house and at the present time an extensive social calendar is being prepared for the benefit of the brothers in attendance.

The most ambitious project for the coming year is a revised directory, including names, addresses, and various bits of information about each of the brothers who have graduated from the Omega Chapter. We are also planning the quarterly publication known as the "Omegazine" which will be in the form of a newsletter to all our brothers.—JOHN J. POSERINA, JR.

PERSONAL MENTION

FREDERICK W. FLOYD, *Pennsylvania*, has been designated "New Jersey Life Underwriter of the Year," the highest award that can be bestowed by the New Jersey State Association of Life Underwriters to a man

in the life insurance business. Brother Floyd is director of Business, Pension and Group Plans for the Joseph I. Sobel Agency, Philadelphia, which serves the Philadelphia and Southern New Jersey sales areas of the Manhattan Life Insurance Company. Fred and his family reside in Gloucester City, N.J.

WALTER D. FULLER, *Honorary Member*, is president of the Walter D. Fuller Company of Philadelphia. The company aids corporations that are seeking men for executive positions.

DWAYNE L. OGLESBY, *Texas Tech*, has been elected vice president of the American Business Law Association. Brother Oglesby is on the faculty of the School of Business at Louisiana Tech.

DONALD F. CORLEY, *Georgia*, is a Navy transport pilot flying the R6D, and has the rank of Lieutenant jg.

ORLAND M. SCOTT, *Missouri*, has been named a vice president and group executive of the International Business Machines Corporation in New York. Brother Scott joined IBM in 1938 as a sales representative, and served the company in St. Louis, Oklahoma City, Indianapolis, and Terre Haute. He was named president of the company's general products division in 1959.

LYLE T. HANSE, *Minnesota*, is an assistant sales manager for Link-Belt Speeder Corporation in Cedar Rapids, Iowa.

PHILIP S. DANO, *Michigan*, has joined the staff of the Detroit Bank and Trust Company as a security analyst.

ALBERT R. MITCHELL, *Colorado*, has been appointed assistant professor of accounting at Eastern New Mexico University in Portales, New Mexico.



THE PITTSBURGH ALUMNI CLUB and Lambda Chapter recently honored several of its faculty members with a testimonial banquet. Pictured at this table, left to right, are: Brother and Mrs. Joseph Wilson, Brother and Mrs. John Schneider, and Brother and Mrs. Edward Gascoine.



CHAPTERS

NORTH DAKOTA

ALPHA MU CHAPTER at the University of North Dakota concentrated on selecting its "Rose of Deltasig" during January and February. On January 4, 15 candidates were nominated. These candidates were the focus of attention at a pageant tried for the first time here at the University of North Dakota. Each "rosebud" gave a short skit, sang or danced, or played the piano, after which the new "Rose of Deltasig" for Alpha Mu Chapter was elected. Chairman Gary Schornack and his associates—Brothers Jim Kack, Harlan Olson, Paul Erickson, and Duane Olsrud—did a splendid job on this initial pageant feature. We hope to make it an annual part of Alpha Mu Chapter's spring semester program to aid in selecting our "Rose."

Just before Christmas break, we were honored to have executive Secretary Charles Farrar present with us. He highly praised us for our great improvement in chapter strength and activity. At the time, President Willmar Vatnsdal announced that the Alpha Mu Chapter was ranked third in the Chapter Efficiency Contest. Much credit should be given to President Vatnsdal and Chapter Efficiency Contest Chairman Ardel Johnson. Brother Vatnsdal's resourcefulness hasn't been overlooked by the Business School's Advisory Council, either. He is president of the Council as well as chairman of "Business Week" activities to be held in April.

Brother Thomas J. Clifford, dean of the College of Business, was the main speaker at the initiation banquet earlier this year. Fifteen new pledges became active members in Alpha Mu Chapter at that time.

Also, earlier in the year, Mr. Sande, Vice President of Agsco, was present to speak at one of our meetings.

Coming events include a coke and card party, a discussion of President Kennedy's tariff program by Dr. William E. Koenker, chairman of the economics department, participation in "Business Week," "Rose of Deltasig" dance, and a "Rose" get acquainted party.—NEIL ERICKSON

NEBRASKA

ALPHA DELTA CHAPTER at the University of Nebraska has almost completed the search for our "Rose of 62." A field of 22 candidates, chosen from each sorority and various organizations on campus, has been narrowed to five finalists. Last year our "Rose" placed second in the national contest, besides representing Nebraska in the Miss America contest. We are confident that any of our five lovely finalists can do as well, this year.



A VISIT from a gift-laden Santa brings Christmas joy to youngsters from the Union Industrial Home attending the annual Christmas Party of Beta Xi Chapter at Rider College.

Since the last issue we have initiated 22 new actives to bring our chapter total to 64. Plans are now in process for our second semester rush, and by the time this article is read we hope to boast of another fine group of pledges. It didn't take long for our new actives to get into the swing of things. This was shown by our victory in the intramural weight-lifting contest. Largely through the efforts of our new actives, a new trophy is resting in our trophy case. Although our trophy case is well supplied we are very proud of this trophy due to the fact that it wasn't received from bowling. Our bowlers have long been the scourge of the campus, and it seems as if the tradition is continuing.

Brother Bob George is our new Faculty Advisor. Brother George graduated from the University of Nebraska School of Business Administration in 1952. He is now employed by the university in the purchasing department. We have also received news of the appointment of Brother Laverne Cox as our new Regional Director. Brother Cox, our Ex-Faculty Advisor, will be remembered by Alpha Delta Chapter for years to come. It was mainly through his efforts that our chapter house was purchased. Under his guidance we have grown immensely.

Something new was added to one of our Professional Dinners. A representative of the labor force was a guest speaker. This was a first in our chapter, and proved to be an enlightening meeting.—RONALD PEARSON

BUFFALO

ALPHA KAPPA CHAPTER enjoyed a rewarding fall and winter semester. Twelve new brothers were initiated at the Lancaster Elks' Club on December 2. Following their initiation, a party was given. A dinner-dance provided the entertainment for the evening. We are sure that the new brothers will be an asset to Alpha Kappa Chapter and Delta Sigma Pi.

The first meeting of the new year found the brothers assembled for a Saturday morning program which was followed by a luncheon at Onetto's Restaurant. Brother George Thompson, assistant to the dean, was our speaker. His enlightening talk gave us a preview of what we might expect from the forthcoming merger of the University of Buffalo into the New York State University system. The advantages to be offered seem to be quite impressive, including the probable reduction in tuition.

Shortly, Alpha Kappa Chapter will be engaged in one of its most pleasant annual functions, the selection of the Chapter "Rose." February 10 has been selected as the date and the Buffalo Yacht Club as the place.

The spring will find the Chapter occupied in the rushing and pledging of a new class of neophytes. This combined with an interesting professional schedule should keep the brothers of Alpha Kappa Chapter busy for the remainder of the semester.—RICHARD BOCKRATH

ARIZONA STATE

GAMMA OMEGA CHAPTER initiated 15 new members on November 11, 1961. The new members are: Burnell Dacus, Dick Darland, John Flood, Charles Foley, Richard Hughes, Jim Morris, Paul Ong, John Power, Robert Stotts, Harry Steele, Terrel Thomas, Frank Villarino, Jim Warne, Tom Zoellner, and Todd Johnson. Congratulations to the new members.

Congratulations are also in order to Les Weatherly and Don Stout, both of whom graduated last year and received assistantships as accounting instructor and management instructor respectively.

Last semester, the chapter had many professional speakers, but one of the outstanding speakers was a past president of Gamma Omega Chapter. Norman Saville, president in 1959-1960, spoke on "The Transition of College to Business." It was good to hear from one of our brother's experiences in business life.

Good luck is wished to the seniors graduating in January. Those graduating are: Bill Wilson, Jim Rebal and Burnell Dacus.—CHUCK PLAKE

DETROIT—Theta

THETA CHAPTER held its formal initiation at the Vineyards Restaurant on December 7, 1961. The new brothers are Douglas Christie, Frederick Dery, James Geroux, Tim Hutton, Charles Lauhoff, Philip Leik, Ronald Nowicki, Daniel Regan, George Schulte, Michael Yagley, and Mr. Leonard Plechta, instructor in the accounting department. Lloyd Fitzgerald, dean of the College of Commerce and Finance, and Dr. Roy Klages, moderator, were the guest speakers.

Our professional program for the fall semester ended with an interesting and informative talk on "Careers in Selling" by Mr. Dale Madden of the Leadership Training Institute in Detroit. This was preceded by a tour of the Chrysler Corporation administrative officers and I.B.M. data processing center, and speeches by three top finance executives.

The social scene was highlighted by a Christmas party at Brother Don Halstead's home and a gala New Year's Eve party at the home of Brother Steven Kostecke. An additional treat was a mixer with Delta Zeta sorority where we were entertained royally by 35 lovely young ladies.

Delta Sigma Pi again received recognition as one of the leading organizations at the University of Detroit by capturing the Arnold Air Society Trophy for donating the most blood during UD's annual blood drive. We were pleased to have Connie Mack McCoy, Field Secretary, and Robert J. Elder, Regional Director, on hand at the presentation ceremony.

The new school year began with our annual "Rose Tea" in honor of the queen and her court. The brothers of Theta Chapter were presented with their "Rose of Deltasig" for 1962, the lovely Miss Virginia Fellrath, and her two beautiful "Rosebuds," Miss Sharon Kroha and Miss Bonnie Bertrand. We are anxiously looking forward to the second annual statewide "Rose Ball" to be held in conjunction with the other five Michigan chapters.—WILLIAM C. MOCO

NEW MEXICO

GAMMA IOTA CHAPTER at the University of New Mexico has finished a highly active and successful semester as all brothers prepare for finals.

During the semester four prominent Albuquerque businessmen acquainted Gamma Iota Chapter with various aspects of business life. First on the professional program was Mr. Robert Duphorne, vice president of the First National Bank. Mr. Duphorne's topic was concerned with the various aspects of banking which the business graduate could look forward to. Having discussed the career of banking, the latest and most modern machinery utilized by today's banks were discussed.

The second speaker on the program was Mr. Mayland Love, Jr., president of the Better Business Bureau. Mr. Love presented the chapter with the various problems which the bureau deals with. Brother Jim Miller asked Mr. Love if Gamma Iota Chapter could do anything to alleviate some prob-

lems of the bureau. Mr. Love stated that acquainting the public with the functions of the bureau was more than adequate.

The third speaker, Mr. Berger Briggs of Briggs Realty, a well known realty firm, discussed the problems of downtown renovation, a common problem of a growing city.

The fourth speaker, Mr. C. K. Redd, local realtor, spoke on the opportunities in investments. The topic involving borrowing on equity aroused much interest among all brothers present.

The newly elected officers headed by Arnold Loeckle, president, Steve Steinhoffer, senior vice president, Gordon Blankenship, vice president, Dan Smith, treasurer, Don McKay, secretary, Robert Chaplin, chancellor, and Sabino Olivias III, historian, are now in the process of formulating an equally stimulating professional program for the coming semester.—MAXIMILIAN D. VILLA

JOHNS HOPKINS

CHI CHAPTER at Johns Hopkins University closed out the year 1961 with a successful New Year's party held at Overlea Hall. Everyone had a wonderful time which was concluded with a breakfast early in the new year.

The Women's Club did a great job in helping to sell chances for the annual raffle which was won by Jim Dulaney.

The early part of December was an active time for the chapter. For the Professional Meeting on the 8th, the local telephone company arranged for the showing of two movies, one entitled "Seconds for Survival" and the other concerning the "Defense Early Warning System" that protects the North American continent. Both films were extremely informative. On December 9th the pledges and members of the chapter donated their services to the Helping Up Mission. On the 16th the chapter held its first initiation of the 1961-62 school year and Gill McNew and Tom Wiedecker were welcomed into the fraternity.—ALLEN J. BAER

WEST LIBERTY

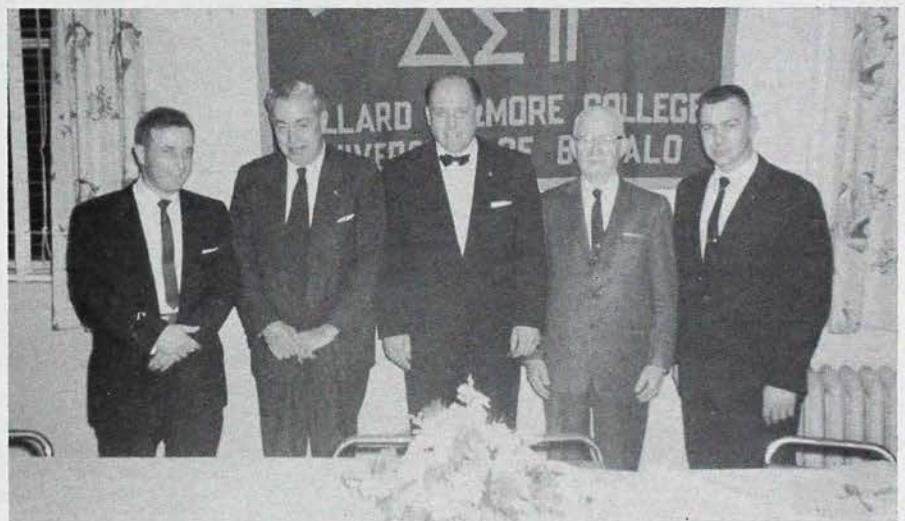
DELTA OMEGA CHAPTER at West Liberty State College initiated 22 new members for the fall semester. The 19 undergraduate members are: David Boyd, Arnold Calabrese, Anthony Curtrino, Harold Flouhouse, Burr Griffith, William Litman, Douglas Melegari, Richard Moore, William Moore, William Morrison, James Neuhardt, James Olzer, Dominic Paravano, Fred Principe, William Smith, Wilbur Swartzmiller, Thomas Tighe, John Wall, and Gilbert Wilson. The new faculty members initiated were: Mr. Thomas Babb, Mr. Robert Godfrey, and Mr. Lee Miller. The contributions these brothers will make to our chapter will further strengthen us in the achievement of our goals.

Second semester initiation is being planned for the early part of March. We are looking forward to increasing our membership with capable men who will become assets to our chapter.

We are planning to take professional tours in the near future of the Imperial Glass Works and Weirton Steel Corporation. The big professional event of the second semester for Delta Omega Chapter will be the annual Business Conference to be held in the early part of Spring. All area high school students interested in business, the general public, and West Liberty business majors will be invited to hear speakers in all phases of business talk on interesting and informative topics. Seminars and various displays will be held following the general meeting. We are hoping that this year's conference is as successful as they have been in the past.

Also in the planning stage is a "Rose of Deltasig" Dance to be held early next month.

Our best wishes for success go to the brothers who graduated in January. All the brothers of Delta Omega Chapter feel that it has been a very successful first semester and are looking forward optimistically to the one ahead.—RONALD OSER



AMONG THE ALUMNI of Alpha Kappa Chapter, University of Buffalo, attending a banquet were, left to right, Dr. Sidney Parnes; Fran Striker, author of the "Lone Ranger"; Grand President Franklin A. Tober, Charter Member Harry I. Good, and Chapter President J. Kenwood Bartow.

TULANE

GAMMA MU CHAPTER again is on its way to a very successful year. As in the past, we are making every effort to uphold the ideals and purpose of the fraternity.

On January 7, 1962, formal initiation was held in the Royal Orleans Hotel. Fifteen undergraduate students and one faculty member were initiated at this time. The new initiates are: Michael Charles Abraham, Jr., John Baxter Brinkmann, Howard Wayne Gordon, Eugene Albert Grasser, Herbert Daniel Halpern, Michael Lippman Harris, William Charles Hartwell, Russell Lowell Holman, John Davies Jackson, Henry Minor Pipes, Roy Nolen Sellers, Stephen L. Sontheimer, Timothy Frederick Swoop, Allan David Yasnyi, Robert Waldo Zollinger, and Dr. William Alan Mauer was our faculty initiate. Immediately following the initiation, our Invitation Banquet was held in the Petit Salon. At this time, our chapter publication, *The Skull of Gamma Mu*, was presented to the members and alumni and was dedicated to Brother Max Barnett, alumnus of Gamma Mu Chapter and newly elected Director of the South Central Region.

The fall semester was very successful and the spring semester, with the planning of our annual "Rose" Formal, indicates another very successful year for Gamma Mu Chapter. At the present time we have planned a tour through the Kaiser Aluminum Research Plant in New Orleans. In addition, we have arranged to have several prominent speakers from different phases of the business world come to our professional meetings.

The officers of Gamma Mu chapter are presently assisting Brother Max Barnett in the establishment of a Delta Sigma Pi Chapter at Louisiana State University in New Orleans.—C. ALFRED HECKER

SAN FRANCISCO STATE

DELTA OMICRON CHAPTER is winding up the first half of what appears to be its most successful year since its organization. Bolstering the ranks of the fraternity here on the San Francisco State campus was the initiation, December 17, of 13 undergraduates and one faculty member. This was a thrilling climax to a most intensive ten weeks of pledgemanhip. We are all confident that these 13 new brothers are among the outstanding men in the Business Division.

Professionally, our chapter has been quite active. Our third speaker of the semester was Mr. R. Grunske, head of the Industrial Relations Department of the California Metal Trades Union. He spoke of the part his organization plays as representing the interests of the metal trade firms of California.

Two tours have been taken by us recently. Our first was a very interesting tour of the Federal Reserve Bank in San Francisco. Our second tour was one that will not be forgotten soon. We toured the C & H (California and Hawaii) sugar refinery at Crockett, California. We were taken through all the phases of its operations from the unloading of the ships, through its various

refining processes, to the final packaging and shipping departments. We were all quite impressed by this world's largest sugar refinery.

Preparations for our 2nd "Rose of Delta-sig" Dance, February 24, are nearing completion. A party was held January 12, in which each member sponsored a candidate. A secret ballot was taken on the loveliest and five finalists have been notified. The five finalists are our guests at the dance, with the winner remaining unnamed until the last minute.

The dance will be held at San Francisco's newest and most modern hotel, the Jack Tar. Extensive publicity, campus rallies, etc., have been arranged to make this the biggest dance yet on this campus.

Elected to lead the fraternity for the Spring Semester were Bob Baker, president; Bill Appleton, senior vice-president; Steve Jones, vice president; Doug Gravelle, treasurer; Dave Davison, secretary.—DOUG GRAVELLE

KANSAS

ACTIVITIES OF IOTA CHAPTER have centered around the establishment of a quality business magazine for the School of Business. Much of the work and talent is going to make this periodical of current interest. It is intended to be a serious journal of pertinent business news including some works of the business school faculty. First issue expected soon.

Two additional officers were recently elected: Jim Riley, Chapter Efficiency Contest chairman, and Jon Howell, corresponding secretary. Plans are also underway for spring semester rushing.—JON L. HOWELL

EAST CAROLINA

THE FIRST SNOW FALL of the season placed a freeze in the rush program of all the fraternities on the Campus of East Carolina College with the exception of the Delta Zeta Chapter of Delta Sigma Pi. Too much preparation had gone into the rush program to let the weather interfere. The Chapter perseverance paid off with a pledge class which doubled the fall quarter rush.

Among activities in the professional program, an interesting method of investment in insurance was outlined by Mr. Carl L. Kinlaw of the Metropolitan Life Insurance Company. Under one of the company's many plans, assignment of annual dividends can be made directly to the educational foundation of the college. At a regular weekly business meeting, February 20, Dr. W. H. Durham, one of our Faculty Advisors, showed a 21 minute color film, *"The Story of Distributive Education,"* which explained the role of "D. E." and how a typical school program prepares young people for careers in buying, retail selling, financing, advertising, and other fields. Dr. Durham pointed out the vocational aspects of the "D. E." program to the brothers and told of East Carolina's *Distributive Education Program*.

Many alumni returned to the chapter for the annual "Rose" Ball which was held on February 17, in the Delta Zeta Chapter Room. Ardent work by the various committees assured a very enjoyable "Rose" Ball. The winter quarter social events included a "Tacky Party" in January and social with Alpha Phi Sorority.—WALTER C. FAULKNER



THE NEW "ROSE" of Upsilon Chapter at the University of Illinois is Miss Marjorie Hetrick, left, who is being crowned by Miss Judy Wright, last year's "Rose," while Miss Beverly Cannon, another finalist, looks on.

PITTSBURGH

ON DECEMBER 2, 1961, Lambda Chapter and the Pittsburgh Alumni Club had 70 members present at a testimonial dinner held to honor Doctors C. Reynolds, B. Chappel, B. Logan, and W. Schratz, former advisors who worked so diligently and willingly to advance the chapter and its members. The highlight of the program was a presentation of "Project Echo" by J. Russell Rohleder of the Bell Telephone Company. We were all awed by the magnitude of this project for the advancement of intercontinental communications through the use of satellites. Many thanks to Mr. Rohleder for his very enlightening and capable presentation. We also extend our thanks to H. W. Finney, who presided at the dinner; Jack Fallon and his committee, for an excellent program; and most of all to the members who displayed their gratitude by attending this function.

Later in December we had the opportunity, through the efforts of C. Mueller, to tour the Universal Cyclops Bridgeville plant. Here we saw the facilities used and learned of the problems encountered in the production of high strength alloys for use in missiles and other space craft. On January 12, we had the pleasure of having as our guest, Mr. Charles Farrar, Executive Secretary of Delta Sigma Pi's Central Office. We wish to express our thanks to Mr. Farrar for his guidance and extend our sincere invitation for an early return visit. On January 26, we had a very timely and enlightening program which featured Mr. Astorino of the Internal Revenue Service with his talk on "Audit of Federal Income Tax Returns," followed by a rousing question and answer period.

Lambda Chapter is ahead of last year in its point contest standing and all efforts are being made to accelerate our advance.—JOSEPH E. WILSON

EASTERN NEW MEXICO

EPSILON ETA CHAPTER'S active roll has been increased to 47 members. On December 16, 20 new brothers and two faculty members were initiated. Following the initiation was the banquet, where Brother Warren E. Armstrong, Inter-Mountain Regional Director, was the featured speaker. The Best Pledge Award was given to Brother Larry Gardner, and the pledges elected Brother Lynn Medlin as Best Active. Next on the day's agenda was our first Christmas Dance. Each date was given shorty pajamas, with the greek letters of Delta Sigma Pi inscribed on them. Emcee Brother Mel Smith provided many laughs under the mistletoe.

In intramural basketball, we have won three games in four starts. Brother Darrel Stilwell is in first place among the intramural managers.

Ex-governor of New Mexico, John Burroughs, spoke to us on one of the major industries here in Portales. Interest is keen for the tentative professional tour this spring. In the planning stage is a week-long tour of Mexico City.—GARY ANDERSON



SOME DELTASIGS and their guests pause in front of the C & H Sugar Refinery, which was toured by Delta Omicron Chapter at San Francisco State College.

SOUTH DAKOTA

ALPHA ETA CHAPTER will play host to the chapters from Creighton University, Mankato State College, and Omaha University on February 17, for the annual basketball tournament between our chapters. Last year our team traveled to Omaha, Nebraska, where they captured the traveling trophy and the privilege of sponsoring the tournament this year. All the brothers are looking forward to the tournament with great anticipation about keeping the traveling trophy at South Dakota. Social activities will take place after the hard fought ball games, starting with a beer bust at one of the local clubs.

Our "Rose" Formal held at Sioux Falls, South Dakota, was a great success, despite the adverse blizzarding conditions over the week-end. Several brothers from Mankato State College even braved the icy roads to attend the social function. Our new "Rose," who was presented at the formal, is Miss Barbara Hammerbeck of Iona, South Dakota. Brother Gary Ellingson, the master of ceremonies, presented Miss Hammerbeck with an engraved silver serving tray and a traditional bouquet of roses.

We recently initiated 10 new brothers to our chapter. These men are of the highest standards and have already proven that they will yield a high return to Delta Sigma Pi.

Rapidly approaching are several professional activities that our chapter has planned. We expect a fine speaker from the Procter and Gamble Company to come before us at our meeting. Plans are also beginning to develop for our annual field trip. Last year we journeyed to Denver, Colorado, where we visited many industrial centers. Our foremost plans include the annual "mile of dimes" to be held at Sioux Falls, South Dakota. Each year Alpha Eta collects several hundred dollars for the crippled children's hospital at Sioux Falls. The city has always given us their full co-operation in the event, including television and radio coverage. We expect this year's "mile of dimes" to be more successful than ever.—LEROY J. MORGAN

MISSISSIPPI

THE BROTHERS of Alpha Phi Chapter at the University of Mississippi have selected the following officers for spring semester: President Tom Shellnut, Senior Vice President Harold Schwandt, Vice President Ned Williford, Secretary Richard Chaffin, and Treasurer Albert Lum.

Under the newly elected officers, plans are beginning for an extensive second semester rush program combined with reorganization measures. Dr. Lee Johnson, professor of economics and finance, is again our Chapter Advisor. Brother Johnson, initiated at the University of Missouri, is presently aiding us in our plans for reorganization.

In conjunction with the School of Business and Government, the chapter is sponsoring speakers concerned with diversified business subjects. Also in the way of projects, Brother Nick Nail is functioning as chairman of proposed tours of industries in the Middle-South area.

Having had a banquet for installation of officers, we are looking forward to our next social function and the announcement of our "Rose." At the next scheduled business meeting of our chapter we will complete selection of the 1962 University of Mississippi, "Rose of Delta Sigma Pi."

We are now approaching the halfway mark in the school year, and we intend to participate in our projects and meetings with the same vigor displayed this past semester. At all times Delta Sigma Pi is gaining in prestige on our campus.—SONNY BOYKIN

EAST TEXAS

DELTA PHI CHAPTER of Delta Sigma Pi is beginning to make more and better progress as the months continue to pass away. We held our fall initiation on Saturday, January 13, 1962. During the initiation we initiated 13 new members. They are as follows: Cecil Groves, Paul Fuller, Max Walker, Ronald Newell, Steve Vermillion, Kenneth Crawford, Bennie Allen, Ray Terry, Cecil Carter, E. C. Duffer, Kelly Fincher, Glynne Kelly, and Harrell Hicks. After the initiation, a banquet was held at the local city cafeteria for all the new members and other members of the chapter. Major Allan Farlow, professor and head of the air science at East Texas State College, was the speaker. Major Farlow received his LL.B. Degree from the University of Texas.

We have selected our "Rose of Deltasig." She is Miss Sandra Ulmer, a freshman from Greenville, Texas. We are now in the process of planning our spring smoker and a dinner dance at which time we will introduce and honor Miss Ulmer as the "Rose of Deltasig."

We have one main project that has been started by the chapter now, and we are making final plans for industry tours and our professional program for the spring. A look at our chapter shows us that we are no longer on the ground, but are beginning to glide through the air and to really enjoy true fraternalism.



THE WIVES CLUB of Alpha Kappa Chapter at the University of Buffalo sponsored the Christmas Party for orphans this year. Pictured is Santa Claus with a group of intensely interested youngsters.

MIAMI of FLORIDA

"PROGRESS THROUGH DETERMINATION AND HARD WORK" is the slogan of the Beta Omega Chapter at the University of Miami.

Since our last report, the chapter has progressed steadily towards the fulfillment of its objectives. Our latest achievement was the construction of a 44' x 11' billboard, located on the second heaviest traveled arterial highway in Miami. After a contest in the commercial advertising and art classes, the Chapter selected the simple message stating: "We're All Brothers;" indicating the universal feeling of brotherhood that is evident in Delta Sigma Pi. We would like to express our gratitude to the Corkern Outdoor Advertising Firm for letting us use the billboard free of rent.

The fall pledge class carried on a tradition at Beta Omega by giving a Christmas party for the Children's Cardiac Home of Miami; complete with tree, gifts for all, and the surprise appearance of the "mysterious pledge" Santa. The pledges and actives created a bright spot in the hearts of these deserving children.—RONALD R. MOHAT

MIDWESTERN

EPSILON ZETA CHAPTER suffered a great loss in active membership when four of its charter members graduated at the end of last semester. The four to be congratulated are George Halkias, Carlton Carr, Clifton Anderson, and Harry Thorton. Brother Halkias received special recognition recently when his name was chosen to appear in *Who's Who in American Colleges and Universities*, and he is currently being interviewed by several companies for employment. Brother Thorton is employed by Armored Roofing Company in Wichita Falls as an accountant, and Brother Ander-

son and Brother Carr have accepted positions with the Internal Revenue Service. Anderson and Carr will make their home in Dallas.

Actives and pledges were entertained recently at a party given by Brother and Mrs. Jimmie Holland, and Bruce Bybee, executive accountant with E. F. Hutton and Company, recently spoke to our chapter at a professional meeting.

After initiation which is to be held January 27, at a cabin on Possum Kingdom Lake, Epsilon Zeta Chapter plans a full schedule of professional and social activities for the coming semester.—LYNN MERCER

MICHIGAN STATE

GAMMA KAPPA CHAPTER at Michigan State University held our first initiation of the new year on January 14, 1962 at which time Brothers Micheal Yerigian and Francis Woehrling were activated. Brother Francis is a foreign student from France who is here working on his Master's degree. He is able to speak several languages quite fluently.

We held our annual "Rose" Queen contest and have come up with three lovely ladies. Miss Ann R. Hildebrand was selected as "Rose" of Gamma Kappa Chapter and Miss Mary Eloise Ragland and Miss Joan A. Reed were selected as her court. The event was topped by our annual "Rose" Dinner-Dance which everyone thoroughly enjoyed.

As part of our social activities we planned a ski weekend at which 10 couples were accounted for. We had a wonderful time skiing during the day and socializing during the evening. Everyone was exhausted when the end came, but all said that they would be ready to go out again the next weekend. I am sure this trip will be long remembered by everyone.—WILLIAM L. ENGLISH, JR.

VIRGINIA

ALPHA XI CHAPTER at the University of Virginia held a banquet Thursday, November 16, in honor of the initiation of seven new brothers and the pledging of 20 men in fall rush. The high point of the banquet was a talk by Harry T. Rice, a professional employment coordinator for the Humble Oil Company. Mr. Rice spoke on, "Various Aspects of the Job Interview." A stimulating question and answer period followed his talk. The banquet was a success due to the planning and effort of Brothers Almond and Kirtland. The chapter is planning another such event in the spring.

The Brothers of Delta Sigma Pi at the University of Virginia have demonstrated their abilities of leadership by holding the following student offices: John Wise, president of the School of Commerce; John Bigelow, vice president of the School of Commerce; Al Roberts, historian of the School of Commerce; Dave Almond, treasurer of the senior class; and John Kirtland, Student Council Representative.

Due to our strong showing in fall rush and student elections, Alpha Xi Chapter continues to hold its high position among the professional fraternities here at the University. We are striving to assist the Grand Council in fulfilling the aims of Delta Sigma Pi.—D. ALEXANDER ROBERTS

GEORGIA

PI CHAPTER initiated eight outstanding young men of the College of Business Administration into Delta Sigma Pi Sunday, January 7. With this start, we are confident of filling our quota in the Chapter Efficiency Contest. Although off to a slow start, Pi Chapter has turned in a number of points to The Central Office and expects a strong finish in our race for 100,000 points this year.

Pi Chapter toured Atlantic Steel Company and Chevrolet assembly plants in Atlanta on February 7. The brothers always look forward to our visits to Atlanta and the opportunity to visit with Kappa Chapter. Also, Mr. W. J. McCollum, associate personnel manager of the Macon Division of North American Insurance Company presented a most informative lecture to the chapter on January 30.

Founders' Day was celebrated with a dance at Charlie Williams' Pine Crest Lodge. Much of the success of the Dance was due to the social committee headed by Brother Huss.

Congratulations to Brother Larry Pinson who was elected Pi Chapter's new Faculty Advisor. Having represented the chapter and the fraternity well while working with the Georgia Alumni Society, Brother Pinson was welcomed back to the faculty of the College of Business Administration. Pi Chapter is indeed fortunate in having him serve as our advisor.

Plans for the Regional Meeting to be held in Athens are practically complete with those of us present at Asheville looking forward to renewing old friendships.—DAVID L. GEIGER

NORTHWESTERN—Beta

BETA CHAPTER, which normally has glowing things to report, was shocked and saddened recently at the untimely death of faculty Brother Darrel Caris. Brother Caris, 41, suffered a fatal heart attack on January 5, during a class break.

The chapter has also been losing some of its administrative help to Uncle Sam, Marryin' Sam, and plain Sam Hill (*other schools*). Brothers Russell Tokarz, Joseph Terranova, and Julius Riedel are in the service; Brother Roger Anderson is ready to go. The recent customers of Marryin' Sam have been reported in "Mergers"; but there are more. Brother Herb Vollendorf is taking the step very soon. Northern Illinois University has claimed our social chairman, Brother Dick Jonilonis, who will be attending school full time. All in all, this loss of manpower means a greater effort on the part of those who remain.

Our ranks will soon be increased by the initiation ceremony on February 2, 1962, followed by the initiation banquet and formal dance at the Sheraton-Blackstone Hotel. Thus far, we have eleven neophytes who are anxious to make the grade. This class, if initiated, will be a real asset to the chapter.

In addition, we plan to initiate Mr. Manuel Lopez as a faculty initiate. As the "poor man's Desi Arnaz," as his friends refer to him, Mr. Lopez is one of the most colorful individuals to be initiated. He has a most interesting background of government service in Cuba as a civilian advisor of the Department of the Navy. Currently, he is export manager of the Wm. Wrigley Jr. Co., and a Cub fan.—TONY FERNANDEZ

FLORIDA STATE

GAMMA LAMBDA CHAPTER got off to a quick and progressive start this semester by initiating 12 men into the fraternity. These men represent the cream of their particular majors and were all hand picked. Basing judgement on the quality of these men, the chapter is bound to maintain its image as *THE* best professional fraternity on campus.

Elections were held and a new slate of officers was installed. They will take over the control of the chapter during the second semester. The officers are: Jim Sanborn, president; Bob Bell, senior vice president; Pat Dolan, vice president; Chip Rovetta, secretary; Jim Hines, treasurer; Ed Russel, chancellor; and Bob Schweizer, historian. An interesting side-light here is that the election of Jim Sanborn to the office of president makes the third consecutive St. Petersburg, Florida, boy elected to this post.

During the first semester the chapter held three professional meetings, an initiation banquet, and four field trips. Plans for five more professional meetings are being discussed by the executive committee and field trips for the second semester have already been arranged.

A Christmas tree for the School of Business was donated and decorated by Gamma

Lambda chapter and Phi Chi Theta (*Women's Professional Sorority*). This practice will become a custom due to the favorable comments both groups received from the faculty and dean.

This semester's initiates really outdid themselves in the construction of a homecoming float. Willing helpers were recruited from the ranks of Phi Chi Theta, and plans for a bigger and better float for next year were being discussed by both groups shortly after the parade.

In summary then, Gamma Lambda Chapter has, as in years past, improved itself, and it is safe to assume that this raising of standards will continue as long as each successive administration insists upon pledging only the finest men obtainable.—JAMES E. KING

LOYOLA—New Orleans

DELTA NU CHAPTER at Loyola University is in the midst of preparations for rush season and the "Rose" Formal. All the brothers are considering increasing our active membership this season, and interest is running high with respect to the "Rose of Deltasig" election.

At the January 8 business meeting, nominations and elections for the "Rose" took place, and invitations to the first rush meeting were sent to prospective pledges.

Special thanks are in order to Brother Noel Phillips for the excellent planning of the tour of the Alcoa Aluminum Plant on December 7, 1961. This tour was a joint function with the newly formed professional business sorority. Full cooperation and keen interest made it one of the most successful functions of Delta Nu Chapter.

Congratulations to Brothers Gene Smythe and Mike Guthrie, who were recently chosen by the faculty for inclusion in "*Who's Who in American Colleges and Universities*."—PATRICK R. O'DOWD

TEXAS

BETA KAPPA CHAPTER at the University of Texas entered the new year with great expectations. The College of Business Administration moved into the new five story Business and Economics Building and the seven story Business and Economics Office Building at the start of the semester. One of the features of the new building is an organizational room with desks and files and meeting rooms for each organization in the College. The Brothers of Beta Kappa Chapter are preparing to take a very active part in the dedication of the buildings in March.

The new officers of Beta Kappa Chapter for the spring semester were installed at the Installation Dance which was held on the 6th of January. The new officers are: President, Brother Dave Bell; Chancellor, Brother Arthur Schmidt; Senior Vice President, Brother Mike Agorastos; Vice President, Brother Mike Williamson; Secretary, Brother Gene Bain; Treasurer, Brother Ed Harrison; Historian, Brother Don Kelly; and Social Chairman, Brother Dan Miller. Over 65 brothers and their dates helped the new officers celebrate the occasion. Much of the success of the dance was due to the work of Brother Phil Garner who is our social chairman. A highlight for the dance and for the year was the presentation of the "Outstanding Deltasig Award" for the fall semester, 1961, to Brother Arthur Schmidt.

Elections were held recently for class officers for the College of Business Administration here at The University of Texas. Beta Kappa Chapter is proud that the following Brothers were chosen to represent the College of Business Administration students on the College of Business Administration Council: Brother Mike Agorastos, senior class president; Brother Mike Hill, senior class vice president; Brother Alex Duggan, junior class president; and Brother Jim Graham, junior class vice president.—HERSCHEL E. BAIN



FIELD SECRETARY Connie Mack McCoy was the principal speaker at a banquet of Delta Xi Chapter at East Carolina College recently.

CREIGHTON

BETA THETA CHAPTER, in keeping with its policy of striving to promote a better relationship between the students and the business men in our area, again this year co-sponsored Bus. Ad. Booster Days. The agenda included displays by leading business firms, a panel discussion of automation, and a banquet which featured Mr. D. C. Carmiche, vice president of sales and finance of the Tele-type Corporation. The theme of this year's program was economic growth, and Brother Dave Frenzer and his committee heads merit special praise for providing an interesting and educational event both for the students and the business men who attended.

The leadership of Deltasig on campus can be seen in almost all university activities, and this year's homecoming was especially noteworthy. Brother Jim Kasher was the general homecoming chairman, and heads of various committees included Brothers Pokraka, Lane, Schmit, and Laughlin. The enthusiasm and toil provided by all the members helped to make possible one of the finest homecomings ever held at Creighton.

A professional dinner was held at Gorat's Steak House, and Mr. Conway, our faculty moderator, discussed the problem of job placement for college graduates. The proposal of sponsoring a seminar for the purpose of instructing students in the technique of applying for a job was considered, and the work on the new edition of "The Echo," the chapter newspaper, was reported as "being under way." Plans are also being made for the "Rose" Dance which will be held in the Spring.—GERALD LAUGHLIN

ITHACA

DELTA LAMBDA CHAPTER is pleased to welcome among its members five new brothers. They are: Brothers Joel Anderson, Thomas Colegrove, Rodger Gulka, Donald Hon, and Frederick Malawista. Brother Robert Moore is to be congratulated for his recognition in *Who's Who in American Colleges and Universities*. Treasurer Moore attained this recognition as a result of his outstanding scholarship and many extracurricular activities.

Brother William Wilcox has produced a fine professional program for the past semester. On November 28, the brothers and their guests toured the Taylor Wine Company, in Hammondsport, New York. Earlier, Mr. David T. Barr of the brokerage house of J. S. Barr and Co. had led off the professional speaker program with a talk about investments. Mr. George Travers, Technical Placement Officer of the General Electric, Light Military Electronics Division, discussed with the brothers job interviews. He explained what he looked for when talking with prospective employees and his company's policies about interviews. Brother Wilcox varied his semester program a bit by inviting three members from the Committee on Sane Nuclear Policy to discuss with the brothers nuclear disarmament and the economic problems it creates.—JEREMY F. DOUGLASS



MISS MARY JO CONNERS was honored as "Rose" of Delta Chapter at Marquette University. She is pictured seated with her court, Miss Mary Jo English on the right and Miss Holly Haag on the left.

CHICO STATE

AS OF December 15, 1961, Epsilon Theta Chapter at Chico State was in sixth position in the nation in the Chapter Efficiency Contest. This is a big step for this young chapter, and we hope to reach the maximum of 100,000 points by June.

Epsilon Theta Chapter has sponsored many activities during the second half of the fall semester. On November 30, the membership toured the Lassen Savings and Loan Association in Chico. This tour was very informative and interesting to all who attended.

On December 5, Epsilon Theta Chapter sponsored a movie, *Whistle at Eaton Falls*, for the entire business division at Chico State. It was produced originally as a first-run Hollywood Film, and starred Ernest Borgnine.

Following a business meeting on December 7, Epsilon Theta Chapter celebrated its first birthday party. On December 14, the chapter Christmas party was held at the home of Dr. Donald Aus. It was well attended and quite successful.

With the fall semester nearing its end, we are looking forward to a prosperous spring semester.—GARY WEST & VERNI CARTER

WASHBURN

DELTA CHI CHAPTER has been having a wonderful year. We have added a group of very fine young men to our ranks.

The first of this year has provided the chapter with many opportunities to associate with each other on the campus and off.

We gathered for many social events such as Founders' Day and our annual Christmas party. These parties gave us the chance to bring the chapter closer together and at the same time, provided us with relaxation and enjoyment.

We plan to continue this program in the future to further Delta Chi Chapter of Delta Sigma Pi on the Washburn Campus.—HOWARD L. VAUGHN, JR.

MARYLAND

GAMMA SIGMA CHAPTER at the University of Maryland began the new term with a new dean of its Business College. Dr. Donald W. O'Connell officially took office on February 1, 1962. Dr. O'Connell has an outstanding record of scholarship and achievements. He received his B.A., M.A. and Ph.D. at Columbia University. From 1940 to 1959 he taught both undergraduate and graduate courses at Columbia, and from 1949 to 1956 he was also Economic Editorial Writer for *The New York Herald Tribune*. In 1957 he was appointed program associate of Economic Development and Administration of the Ford Foundation, a position he presently holds. With such experience and knowledge, Dr. O'Connell can not help but raise the Maryland Business College to new heights of scholarship and esteem.

Brothers James Halstead and Rolf Roth were accepted into Phi Kappa Phi, a campus-wide honorary based entirely upon scholarship. Also Brother Wendell Wiener has been chosen captain of the Maryland Calvert Debate Team.

Most of Gamma Sigma Chapter's February graduates are already well established in the business world. Brother Rolf Roth has been employed by the Ford Motor Company; Brother Tony Zdanis has a position with IBM, and Brother Edward Ellis is working with the Army Audit in Baltimore. The Brothers of Gamma Sigma Chapter would like to wish all Deltasigs who graduated in February the best of success in the business world.—DAVID B. GOODMAN

LAMAR TECH

LAMAR STATE COLLEGE OF TECHNOLOGY, Beaumont, Texas. The Delta Eta Chapter had an extremely successful field trip, touring the Port of Houston at Houston, Texas, on November 17, 1961, aboard the Yacht Sam Houston. There was a good turn-out of members to represent the chapter and everyone enjoyed the tour.

Informal initiation of pledges was held on Friday, December 15, and formal initiation was on Saturday, December 16, in the Maverick Room at Hotel Beaumont. The Delta Eta Chapter was extremely proud to initiate its first honorary member, Dr. F. L. McDonald, President of Lamar Tech. Also, we were privileged to have Dr. J. D. Landes, Dean of the School of Business, as an initiate in this class. Others initiated were Gary Foster, James Hill, Pat Keelan, Karl Lemke, Guy Matthews, Bill Noonan, Bill Platzer, Robert Riggs, and Robert Taylor. Bill Platzer was chosen as best pledge. A dinner was held that night in the Mirror Room of Hotel Beaumont. Dr. McDonald was the principal speaker.

A combination Christmas-New Years party was held on Thursday, December 28, at the Mont Leon. There was a fair turnout of members for the holiday season, and those that were there enjoyed themselves thoroughly.—BILL MURPHY

NEVADA

SEVEN NEW BROTHERS joined the Delta Pi Chapter at the University of Nevada on January 9, 1962. John Welch, president, initiated the new men at the home of Dr. Kathryn Duffy, chapter advisor. Initiated were Leif O. Dahl, Teddy C. Carlson, Harvey M. LoSasso, Marvin D. Nielsen, William T. Tuck, Jr., Dr. Robert A. Goodell, head of the Department of Management, and Dr. Benjamin M. Wofford, head of the Economics Department and assistant dean of the College of Business Administration.

Also present was Brother Robert C. Weems, *Beta Zeta-Louisiana State*, dean of the College of Business Administration. A dinner-dance was held that evening at the Lancer, an exclusive restaurant outside of Reno.

The initiation culminated an active pledge period under the direction of Brother Roland McHughes, our senior vice president, assisted by Brother Tom Woodhams, our secretary. Their pledge project for this semester was helping the local unit of the U.S. Marines Corps "Toys for Tots" campaign. Seeing the worthiness of this pledge project, the active members pitched in and helped both with the work and the refreshments afterwards, thus showing the pledges the true meaning of brotherhood in Delta Sigma Pi.—BILL TUCK

OHIO U.

Sunday, January 14, marked the initiation ceremonies for 15 Ohio University students into the Alpha Omicron Chapter of Delta Sigma Pi. The ceremonies started at 4:00 p.m., followed by a banquet at 6:30 p.m., with the following men going active: Terry Dunkle, Kenneth Loffman, Kenneth Hiatt, Roger Gerold, Kenneth Ewold, Larry Gary, James Olsen, Robert Newlin, Gregory Franks, Richard Satterthwaite, David Mel-

lott, James Gibbs, John Allison, and Jerry Popelka.

We were honored by the visit of Executive Secretary Charles Farrar at our Tuesday, January 9, meeting. Brother Farrar visited with the brothers and gave an interesting speech before the chapter.

Our second trip of the year took us to Columbus, Ohio, to visit the Merrill Lynch, Pierce, Fenner & Smith Company where we were given an insight and first hand view of the company operations. While at Columbus, we visited Nu Chapter at Ohio State University and discussed plans for a joint meeting.

A future activity we are all looking forward to is a visit to our campus by a member of the District of Federal Reserve Board.—KENNETH C. HANSEN

WAKE FOREST

GAMMA NU CHAPTER at Wake Forest College has had the most successful semester it has enjoyed in several years. We have 16 new brothers who are outstanding classmates and we know they will do much for the fraternity.

For our professional program this semester, we have had two industrial tours, three outstanding speakers, and three industrial films. Our major industrial tour of next semester will be of the Federal Reserve Bank at Richmond, Virginia.

Miss Ann Herring, Miss North Carolina of 1961, and first runner-up in the Miss America contest of the same year, has been elected the "Rose" of Gamma Nu Chapter of Delta Sigma Pi.

A fund raising idea that we would like to pass along to other chapters is that of operating a doughnut concession in the dormitories at night. We have been very pleased with the profits and have a new television set to show for our efforts.—JAMES G. WARLICK, II

MARQUETTE

DELTA CHAPTER had a brisk, well rounded first semester, with the election of new officers, the admission of new actives, and the election of our "Rose." Sprinkled to these were the energetic actions of our social chairman and our professional chairman. The most important event by far was the election of our "Rose."

On Sunday, December 10, 24 candidates were introduced at a reception to the fraternity. The following Monday elections were held and on Saturday, December 16, the announcement was made that Mary Jo Connors was the new "Rose of Delta Sigma Pi." Runners-up for the title of "Rose" were Holly Haag, nursing junior; and Mary Jo English, liberal arts sophomore.

Elections of new officers were held on Monday, January 8, 1962. The results are as follows: President Tom Bruett, Senior Vice President Pat Mullarkey, Vice President Ted Yock, Secretary Steve Judge, Chancellor Mike Sorgi, Treasurer Ron Sceipko, Social Chairman Jim Keyes, Assistant Treasurer Jerry Ward and Publicity Chairman Mike Singleton.

The future promises an equally brisk, well rounded second semester, with the enactment of a new pledge class and the supervision of the Post Prom Breakfast. Each February, Marquette University has a Prom and after the Prom a breakfast. It is the responsibility of the fraternity to organize this breakfast. We are looking forward to a large attendance and a tremendous success.—MIKE SINGLETON

NORTHWESTERN—Evanston

ZETA CHAPTER has been deeply involved in many activities on the Northwestern campus this past quarter. January 20-21 saw the Deltasigs active in Model United Nations, with the active chapter representing Syria and the pledge class playing the rôle of Yemen. Brother Bob Feinberg was chairman of the sub-committee on Red China.

The very next weekend Zeta Chapter held its formal initiation. On the evening following the initiation, January 27, the "Rose" Formal was held at the Vernon Hills Country Club.

Twenty of the brothers have donated to a fund in the chapter's and fraternity's name to adopt a foreign foster child, Franca Gabrielle. She is in the fifth grade in Italy and writes that she certainly appreciates her "new American friends." She received a chubby new doll from the chapter as a Christmas present.

In other campus activities, Zeta Chapter participated in intramural swimming, basketball, and bowling. We also gave full support to Northwestern's first Symposium by allowing our house to be used for some of the discussion meetings.

The next party on our social calendar is the February 24th "Out-of-It" party at the North Park Hotel. The Spring Formal will be April 13 at the Beldon Stratford Hotel. All alumni are welcome.—RICHARD S. GALLAGHER



OFFICERS of Delta Pi Chapter at the University of Nevada met with Regional Director Burrell C. Johnson. Left to right: President John Welch, Burrell Johnson, Secretary Tom Woodhams, and Jeff Jones.

GEORGIA STATE

KAPPA CHAPTER at Georgia State College welcomed 10 new members into the fraternity on December 10. These include Tom Allen, Jerry Bailey, Virgil Horton, George Pirkle, Robert Rainey, Ronald Richards, John Ryan, John Turner, Larry Willis and Larry Vineyard. The formal initiation was held at the Town House Restaurant. The dinner program was highlighted by an excellent speech by Dr. Stuart Swartzchild, professor of insurance. The outstanding pledge award was presented to Brother John Turner.

Our first professional meeting of the winter quarter will be a dinner meeting to which all rushees are invited. The speaker will be Mr. John Manly, president of Manly Associates. An especially large turnout is anticipated.

Other rush functions planned are a steak dinner at the Deltasig Lodge, two smokers and a dance. These functions have been planned by our most efficient membership committee and should be very beneficial to the chapter's membership program.

This year as in the past Kappa Chapter anticipates an excellent showing in the Chapter Efficiency Contest. We are working hard to make this year our 27th consecutive year of attaining the maximum of 100,000 points.—ROBERT H. STROUD

FERRIS

DELTA RHO CHAPTER is proud to announce that Miss Carol Bloomfield was their choice for Queen of their third annual "Rose of Deltasig" Ball.

Miss Bloomfield is a Sophomore in Commercial Art and her home is in Ann Arbor, Michigan. The expression on her face was one of true happiness as Dean Turille, dean of the School of Commerce, crowned her "Queen" of the Ball and then again as Brother Don Colizzi walked her off the stage and on to the dance floor to have the

first dance with our new Queen, to the superb music of the Lee Lockwood Orchestra.

For many weeks the brothers of Delta Rho Chapter have worked diligently under the capable leadership of Brother Dick Antonini, social chairman, to make this dance better than all previous ones.

The entrance to the dance was set in a background of red and white twisted columns of crepe paper that went from the ceiling to the floor, which was covered with grass, and then more crepe paper was interwoven perpendicular to give it a romantic atmosphere. All of this was enclosed in a white fence leading to an arch that was interlaced with roses through which all couples passed.

Congratulations go to Brother Niel Simon who received the scholarship plaque for fall term, and also was married last December.—TERRY NYMAN

WESTERN RESERVE

INCREASED MEMBERSHIP will permit Beta Tau Chapter to be considerably more active during the spring semester. For the first time in several years, our chances for attaining the fraternity minimum of 25 active members are excellent. This membership will seem small to many chapters, but consider the fact that there are only about 100 regularly enrolled students in the School of Business of Western Reserve University. We are pleased with the percentage of this enrollment which our chapter now maintains, but we hope in the future to increase it even more.

Among the new activities which we expect to engage in between now and June are the compiling of a chapter news letter, the organizing of an annual chapter project, and the securing of a permanent office for the safekeeping of our many files. We have set our goals high for the second semester, but chapter initiative and capability are high also.

The brothers of Beta Tau Chapter welcomed in the New Year at the home of Past President Richard Neiger. The general recollection is that everyone had a wonderful time. On behalf of all active members of this chapter, I wish to thank Brother Neiger for the outstanding job he has done in serving his chapter, and the unselfish manner in which he has given of himself throughout the entire school year. We sincerely appreciate it.—DOUGLAS C. KLINE

WAYNE STATE

AS THE CLOSE of the current semester nears for Gamma Theta Chapter, the brothers here can look back upon a successful professional and social season. The professional program included an array of talks and tours highlighted by lectures from some of the chapter brothers on their major areas of study, by a talk by Mr. David Ehlers of the Investment Division of the National Bank of Detroit on stock analysis, and by a tour of Stroh's. The social aspects encompassed a number of parties held in the chapter house on campus and at the houses of a number of the brothers. Especially noteworthy in social activities was the New Year's Eve party attended by actives and alumni together.

The brothers of Gamma Theta Chapter celebrated Christmas on December 20, by giving a party, in conjunction with Alpha Gamma Delta sorority, for a number of Detroit's underprivileged children. The children were each given refreshments, entertainment, and gifts of clothes and toys. After the children were seen safely home, the brothers entertained the girls.

The past semester's president of the chapter, Brother James Owens, was given the distinction of being selected to receive an Outstanding Student Award from the School of Business Administration for his contributions to the betterment of that school.

With the recent initiation of new brothers, Gamma Theta Chapter has every promise of a fine season next semester.—KENNETH F. THOMAS

ILLINOIS

MISS MARJORIE HETRICK of Rockford, Illinois, reigns as our "Rose" of Delta Sigma Pi, receiving her crown at our annual Dinner-Dance, held in the Urbana Country Club. Nearly 100 couples enjoyed a wonderful evening of dining and dancing at this social highlight of the fall semester for Upsilon Chapter.

Nine new initiates have completed their pledging requirements and received their active pins during the formal initiating ceremonies at the Champaign Moose Club.

Officers for the spring semester were elected at our last business meeting. Leading the brothers is Jim Ranallo who was elected president. His able-bodied fellow officers include: Jack Marcacci, senior vice president, Bryan Wallen, vice president, Al Cottrell, secretary, Wayne Gulbransen, treasurer, Bill Peterson, chancellor, and Paul Duckworth, historian.—DAVE GOTCH



A COMBINATION professional meeting and dinner dance featured the Zone Manager of the Kroger Grocery Company, Jerry Piefer, at West Liberty State College.

BABSON

GAMMA UPSILON CHAPTER at Babson Institute is in the process of rushing eligible freshmen for this term. Each night several "rush patrols" are sent out to talk to the prospective freshmen.

On January 9, we held our open meeting which was attended by an encouraging number of freshmen. Some of the brothers' wives and girl friends prepared punch and cakes which contributed considerably to the success of the meeting.

Saturday night, January 13, we will hold our rush party at the Cambridge Boat Club where liquid refreshments will be provided by the brotherhood. Extensive planning and the tedious efforts on behalf of the brothers point to a very successful social function.

Maurice J. Skoler, an alumnus brother, returned to attend one of our regular meetings and gave a talk on his experiences in the investment field. The talk was most interesting and gave the brotherhood some valuable tips on job hunting.

In February, the annual Winter Carnival is being held in Boston. The brotherhood has a committee planning the fraternity activities for that weekend and thus far have planned a dinner party, and suite parties for the enjoyment of the brotherhood and their dates.

Many things are planned for this term including parties at some of the brothers' homes, professional speakers, and field trips. The brothers have a full schedule of activities in the next few months and are expecting a very successful term.—JAMES A. BOERST

DETROIT—Gamma Rho

GAMMA RHO CHAPTER at the University of Detroit celebrated Founders' Day with a dinner dance at Huck's Redford Inn. The many alumni attending helped to make this event a huge success. Congratulations to Social Chairman Frank O'Brien and the Social Committee for their fine work on all the social activities during the fall semester. Two house parties enlivened the fall social calendar. Brother Dan Misztura had us guessing the longest at the Halloween Masquerade Party hosted by Secretary Ray Dombrowski. Many of the brothers celebrated the New Year at Vice President Dan Misztura's house.

Professional Chairman Chuck McEachen is to be congratulated for his work in obtaining the four excellent guest speakers of the fall semester. Brother Bob Purkey proved he can coordinate sales effort as well as sell by his fine record as 50-50 Chairman. Brother Dick Crowley, subbing for Charitable Chairman Gerald McMaster, and eleven other brothers made Christmas a little brighter by organizing a Christmas Party for the underprivileged children at the Franklin Settlement.

The eight newly initiated brothers are John Bias, Fred Bihun, Carmen Delvecchio, William Rice, Dick Robinson, Stanley Singer, Bob Strake, and Ray Winke. The new brothers are already adding strength to the strong fraternal bond which exists at Gamma Rho Chapter.



BETA SIGMA CHAPTER at St. Louis University recently received the "Sportsmanship Award" for outstanding cooperation as an organization. Left to right: Senior Vice President Michael Brown; Rev. Jerome J. Marchetti, S.J., Executive Vice President of St. Louis University; James J. Flavin, Student Body President; and Chancellor John F. Lowery of Beta Sigma Chapter.

Chapter Advisor Robert Brang had the misfortune to fall and break a leg in the middle of the fall semester. Brothers of Gamma Rho Chapter and the student body at the Evening School of Commerce and Finance have missed his jovial presence. We understand his recuperation is nearing an end and he will possibly be back teaching Business Law by the start of the spring semester.

Brother Connie Mack McCoy of The Central Office was present at our business and professional meeting on January 7. He had a chance to renew acquaintances made at the 23rd Grand Chapter Congress in addition to observing Gamma Rho Chapter in actual operation. Following our meeting, Brother McCoy related some of the activities of our chapters in Delta Sigma Pi. He also told us of some of the amusing experiences which befell him on his visits to other chapters. Switching to a more serious vane, Brother McCoy said he was impressed to see that almost everyone at our meeting had a job to do and was following through on it.—RONALD E. HAMEL

MISSISSIPPI SOUTHERN

THE MEMBERS of Gamma Tau Chapter at Mississippi Southern College have been striving very hard to obtain funds to build our new house. We have been selling light bulbs and have plans to paint street numbers to obtain funds. We hope to start construction soon.

Our plans for the near future include: the election of our "Rose" followed by our "Rose" Dance; our initiation; several speakers; and other fraternal activities.

After a very successful fall quarter, we are looking forward to having even better winter and spring quarters. With our very capable leaders, I am sure our goals will be reached.—CHARLES T. BRUMFIELD

ST. LOUIS

BETA SIGMA CHAPTER at Saint Louis University once again has several items to boast about in this issue of *THE DELTA-SIG*. To begin, we were recently awarded the all-University student governing body's "SPORTSMANSHIP AWARD" for outstanding participation and gentlemanly conduct at the "Billikens" home basketball games. The presentation of this award, which we won last year, was made by the Rev. Jerome J. Marchetti, S.J., executive vice-president of Saint Louis University, before the Iowa game. On another count, Brothers Ray Ahillen, Dick Range, and Marty Unterreiner brought fame to the Beta Sigma Chapter by being selected to appear in the 1962 edition of "Who's Who Among American College Students." In still another area of campus life, Brothers Bob Basler and Frank Bottini contributed their bit to overall chapter prestige by being appointed to Alpha Sigma Nu, national Jesuit honor society.

As this issue goes to press, we are all preparing to assist Brother Paul Cornell with his rather elaborate plans for our annual "Rose Formal" which will be held Friday, February 23, at the Starlight Roof of the Chase Hotel. Nine coeds have been nominated as candidates for the "Rose Court" and will be introduced at an "Introduction of Candidates Party" to be held February 9. The girls are: Misses Sally Hayward, Kippy Smyka, Doris Wild and Kathleen Ann Fillo, all sophomores in the School of Arts and Sciences; Miss Mary Ann Healy, a sophomore in the School of Commerce and Finance; Misses Bette Ewald and Judy Weis, Nursing sophomores; Miss Kaye Callahan, a sophomore at Webster College, and Miss Mary Ellen King, a junior at De Paul School of Nursing.—FRANCIS A. BOTTINI

NEW YORK

ALPHA CHAPTER has just completed a successful fall term with indications these same successes will carry over into the spring term.

The Professional Program continued with fine guest speakers in John Del Bagno, alumnus of Alpha Chapter, speaking on "Fire & Casualty Insurance"; Harry Kruger, of the Northwest Mutual Life Insurance Co., speaking on "Insurance and the American Economy" and concluded with a debate on "The Barry Goldwater-Conservative Philosophy." Congratulations are extended to Dean O'Hare on a job well done.

The Social Program progressed on a high note with a Halloween Party, Swinging Santa Party and a New Year's Eve Celebration at the fraternity house. The Violet Skull Party and Professor's Buffet were other fine affairs arranged by our social chairman, Ed Cummings. The Varsity Drag-Social Highlight of the undergraduate school was well represented by Deltasig at the Statler-Hilton Hotel. SRO crowds have been the trademark at all these affairs.

The brothers elected to change the site of all our business meetings to the fraternity house, instead of the Loeb Student Center. The change has proved to be a welcome one.

Nominations for new officers have just been completed and elections will be held at the end of January.

Pete Cecchini has completed arrangements for initiation weekend. January 26, 27 & 28 have been chosen and Pete's hideway in Irvington, New York, is the site.

Arrangements for the Spring Term Smoker have been completed and the first social has been scheduled for early February.

GEORGETOWN

The highlight of the fall semester at Mu Chapter, Georgetown University, was the Winter Initiation Banquet, and "Rose" Ball held on December 9. We were fortunate to welcome seven new brothers: John Crum, John Harrington, George Ruppert, Bill Schweikhardt, Ed Szymanski, John Thomas and John Welch. Following a 3:00 P.M. formal initiation, the brothers adjourned to Cannon's Steak House for cocktails and a steak dinner fit for a Deltasig. The "Rose" Ball was held at Georgetown's Hall of Nations where brothers, wives, and dates danced until the early hours of the morning. We have Chris Rooney to thank for the elaborate and unique decorations which were based on the theme "Christmas and Roses." At midnight we crowned our beautiful "Rose," Miss Kathy Rankin, who was escorted by Bill Mullen. Kathy is a sophomore at the Georgetown University School of Nursing and is a sure winner in this year's contest. Serving in her court were Miss Nancy Schubaur, fiancée of Jack Doyle, and Mrs. Lucille Szymanski, wife of Ed Szymanski.

In January we elected new officers for the

coming spring semester. They are: Tom Bowman, president; Pardee Abadie, senior vice president; Mike Mumma, vice president; Dick Macfarlane, treasurer; John Thomas, recording secretary; Bill Schweikhardt, corresponding secretary; Ed Szymanski, professional chairman, Dick David, social chairman; John Welch, historian; and Bob Girmscheid, chapter advisor.—MICHAEL J. MUMMA

NORTH CAROLINA

ALPHA LAMBDA CHAPTER at the University of North Carolina has had a very active program in the late fall and early winter, both professionally and socially.

We enjoyed a tour to Vick Chemical Company in Greensboro, N.C. On December 6 25 new brothers were initiated: among them was Professor Rollie Tillman of the School of Business Administration here at North Carolina who was initiated as a faculty brother.

On the following weekend came one of the best "Rose" parties Alpha Lambda chapter has ever had. A Combo Party was held on Friday night and the contest for "Rose" Queen on Saturday afternoon. At the banquet and "Rose" Dance on Saturday evening, Miss Faith Edwards, junior at Woman's College of North Carolina, was crowned "Rose" by Regional Director Brother Monroe Landreth. Faith was escorted by Brother Silas Sauls. New brother Jack Cassals was given an award for being selected as the most outstanding pledge.

Just before the Christmas holidays, Alpha Lambda Chapter, with the help of Alpha Gamma Delta sorority, held the annual Christmas Orphanage party for a wonderful group of youngsters aged five to seven years at Oxford Orphanage in Oxford, North Carolina. This event was truly rewarding.

The Deltasig house is the scene of much serious studying before the inevitable final semester exams. Once they are behind us, we look forward to a fresh start and higher heights for Delta Sigma Pi.—PENDER R. MCELROY

TEMPLE

THE BROTHERS of Omega chapter are full of enthusiasm as the spring semester at Temple University approaches. We look back with fond memories on our Christmas party for under-privileged children of the Philadelphia area, and our annual Willard Moore Egg Nog party. We were happy to learn that the Brothers of Omega chapter are tied for first place in scholastic averages for fraternities on campus.

Arrangements are being made for our spring dinner dance along with our rushing program. A number of professional men have been scheduled to appear at our business meetings in the true spirit of Delta Sigma Pi. The brothers are devoting their spare time to complete renovation of the chapter house to enable us to win for the third successive year the House Improvement Award of Temple University.

Greek weekend is approaching and the mellow voices of the Omega Chapter will be competing for honors once again. The brothers are rolling up their sleeves and are ready to represent Delta Sigma Pi in all scholastic and social affairs at Temple this semester.—GERALD E. MOORE

INDIANA

ALPHA PI CHAPTER recently initiated its fall pledge class. Our new Brothers are Eric A. Frey, Sam Davis, Michael K. Blombach, Arthur D. Lohse, Karl H. Lohse, John M. Yoder and Kazeiue Mohammad. We also initiated Mr. Giovanni B. Giglioni, faculty member.

At the initiation dinner new officers were elected: Albert L. Frommeyer, president; John Hall, senior vice-president; William C. Lambert, vice-president; secretary, Joseph L. Cissel; Richard F. Boultinghouse, treasurer; Michael K. Blombach, ritual chairman; social chairman, John Green; and publicity chairman, Arthur D. Lohse.

Plans for the spring semester include field trips to the Bloomington R.C.A. Plant and Procter and Gamble in Cincinnati.



A HIGHLIGHT of a recent banquet at Buffalo was the presentation of paddles to the pledges of Alpha Kappa Chapter.

PENN STATE

ALPHA GAMMA CHAPTER is pleased to announce its newly elected officers for the following school year. David Downes, president; William Simpson, senior vice president; Michael Covey, vice president; William Kirkey, secretary; Roy C. Wolfe, treasurer; and Michael McGrath, historian. The new officers will be installed on February 6, 1962.

A word about our President-Elect, Brother Downes. We are very pleased to announce that during the last term, Brother Downes achieved a straight "A" average. Brother Downes is a junior, majoring in accounting, and the proud winner of the Delta Sigma Pi Scholarship award for attaining the highest average during his freshman year. A perennial scholar.

During our first meeting of the term, we were honored by a visit from Brother Farrar, which was quite enlightening. This meeting was followed by a professional meeting, at which we heard a very interesting talk by Mr. E. E. Moses, district director of Pittsburgh Plate Glass.

Our rushing program for this term will begin on February 6, 1962. Our program for the evening will feature Dr. William M. Hench, Professor of Economics, Alpha Gamma Chapter Advisor, and a fellow member of Delta Sigma Pi. Dr. Hench will entertain us with a tour of Europe via colored slides which he photographed on his recent trip. This will be the first of a number of rushing programs; we are looking forward to great results.—LEVESTER PORTER

NORTH TEXAS

ONE of the most successful parties of Delta Epsilon Chapter was the Christmas Party on December 21, just before we left school. Music was furnished entirely by the brothers and they did a real professional job. Right in the middle of "Here comes Santa Claus," we had a surprise visit from Santa himself. Several of the members' dates sat on his lap and told him what they wanted for Christmas. We also had a giant 20 foot tree decorated in blue in front of the house.

The Executive Committee had a very successful meeting with the faculty members in the executive conference room of our new business building. Dean Curry, Dr. Brock, and Professor Taylor were the faculty members in attendance. We discussed expansion of our professional program, and addition of services to the School of Business. We hope to instigate some of these plans next semester. The plans include a freshman tutoring system, counseling transfer students, and acting as host for high school students interested in visiting our School of Business.

We are in the process of choosing a "Rose" Queen and we have several beautiful nominees, so this will be a rough task for the committee.

Prospects for the spring of 1962 are excellent for Delta Epsilon Chapter as we are looking forward to our best year.—DALE WOOTTON



MISS NANCY LOCKWOOD, a coed at East Carolina College, was the Delta Zeta Chapter's entry for 1962 Buccaneer Queen. Miss Lockwood emerged as royalty from over 50 lovely contestants, and will be featured on a full color page in the yearbook.

CINCINNATI

ALPHA THETA CHAPTER continued its excellent professional program with a talk by Jerry Stemmer from A. H. Robins Co., Inc., a pharmaceutical firm, on "The Untold Story of the Pharmaceutical Industry."

A tour of Ford Motor Co., Sharonville, was finally arranged and although the tour was three hours in length it was quite interesting and instructive. The tour was led by Mr. Nelson Hoffman, vice president in charge of maintenance.

The Founders' Day Dance was held at the end of November and all that attended remarked how lovely the table decorations were. The decorations were made from small logs split in half and red candles on top with leaves glued to the bottom of the logs.

At the formal initiation Alpha Theta Chapter took in Mr. John Mihalic, vice president of Avco Corporation and 1961 Management Man of the Year. Mr. Mihalic, in addition to being initiated, was the main speaker at the banquet following the formal initiation. Mr. Mihalic spoke on two topics: "The Major Problems and Decisions faced by the head of a large corporation" and "The evaluation of what a major corporation would desire most in college graduates."

The annual Christmas party was held the first week of the new year for a local orphanage. McAlpins, a local department store, donated all of the toys for the party from those left over from Christmas. Refreshments of ice cream, pop, potato chips, and cake baked by wives and girl friends of the actives were served after two movies. There are over 100 children at the orphanage and this party made a very happy, though belated for religious reasons, Christmas for them.—MANLY H. OFFUTT, JR.

SUFFOLK

DELTA PSI CHAPTER at Suffolk University is proud to announce the addition of six new brothers to their membership roll. The new brothers are Sheldon G. Cohen, Richard T. Corbett, Peter R. Larson, Richard M. Mangion, Lawrence T. McVay, and George Sullivan. The new brothers were accepted into the chapter after formal initiation ceremonies at Tiffanys, in Boston, on December 9. The initiation was well attended by chapter members, alumni, and faculty brothers.

Preparations are now being made for the selection of Delta Psi Chapter's "Rose." This year only co-eds from Suffolk University will be eligible to participate in the contest. Photographs are now being accepted from the girls and it looks as though it will be quite a difficult decision to select a winner. Last year's "Rose," Miss Anne Fitzpatrick, will crown the beauty at the chapter's annual "Rose" Dance to be held on February 10, at Tiffanys. All brothers are looking forward to the occasion and the dance has all indications of becoming a huge success.

With the first pledge class just ended, Delta Psi Chapter has already started plans for its second semester pledge class. Interviews and conferences with the students interested in joining the fraternity will be held the first part of February. Many students have already expressed a desire for membership into the chapter.—CONSTANTINE GIANOUKOS

MANKATO STATE

EPSILON IOTA CHAPTER at Mankato State College was very proud to have Brother Farrar visit us on his recent tour of the local chapters. Brother Farrar arrived just in time to be part of our formal initiation at which nine new brothers were initiated. Also initiated were two faculty members and one honorary member, Dr. C. L. Crawford, President of Mankato State College.

On December 14, election of officers took place with Brother Sieck being elected to the office of president. Brother Myers was elected senior vice president, with Brother Hanson elected as vice president. The office of secretary was filled by Brother Speck with Brother Branson as chancellor. Brother Heckman was elected historian and Brother Barsness was elected social chairman.

Brother Scheurer, our new professional chairman, got the new year off to a good start with two speakers in the month of January. In February we took two industrial tours, one to I.B.M. and the other to Minnesota Mining and Manufacturing Co.

Due to the efforts of Brothers Barsness, Fredericks and Comstock, Epsilon Iota Chapter's first "Rose" Dance was a huge success. The all college affair was well attended because of the good publicity given it by Brothers Rossow, Phinney and Cashman. We had seven very lovely candidates and are very proud of our "Rose" candidate.—JEROME W. ROSSOW

RUTGERS—Beta Omicron

BETA OMICRON CHAPTER had a very successful fall semester and wishes to congratulate its officers who made it possible. Of special interest, since we are a commerce



THE "ROSE" of Beta Omicron Chapter at Rutgers University this year is Miss Betty Ann Cardillo.

and business fraternity, were two excellently planned professional tours of the Prudential Insurance Company and Peat, Marwick, Mitchell and Company, a national accounting firm. The social committee continued its fine work by presenting a "Las Vegas House Party," Christmas Party, and gala festivities to usher in the New Year. Beta Omicron Chapter also continued its spirit of service to the community by holding a Christmas Party for underprivileged children.

On November 24, the brothers and pledges made a tour of the Prudential's multi-million dollar home office in Newark. This gleaming white marble skyscraper is a recent addition to the Newark skyline. We were greeted by Bill Myers, our District Director, who helped arrange the tour. Highlights were the visits to the Executive Suite with its Board of Directors conference room, and the Electronic Data Processing Division with a Univac in action. At the completion of the tour we were treated to dinner in the executive dining room.

The second tour was held on November 27, at the offices of Peat, Marwick, Mitchell and Company. We were escorted by Brother Robert Boutillier, a partner in the firm. After the tour, Mr. Boutillier returned with us to our chapter house to give us some insights on what was observed and to answer the numerous questions that the brothers had.

We held the "Las Vegas House Party" on December 3. A miniature gambling casino was set up with the brothers trying to increase their fortunes. It was all done in the spirit of fun with fake money. Richard Ruban acquired the most "money," which entitled his date, Miss Carol Rubino, to first choice of prizes.

It is hard to decide who most enjoyed our Christmas Party for underprivileged children, the brothers or the kids. On Saturday

afternoon, December 23, our house was filled with the laughter of children having a good time. Louis Phillex was the camera operator for the Walt Disney cartoons. We were thankful for the brothers' dates who were present to help serve the refreshments. Gene Leporiere was a very jolly Santa Claus, and each child received two gifts. Most of the planning for the affair was done by Joseph Faimali.

Our newly elected officers for the spring semester are: Albert Phelan, president; Valentine Magda, senior vice president; Joseph Griscti, vice president; Richard Ruban, treasurer; Peter Kuiken, secretary; and Michael Sabarese, social director.—ANTHONY J. MILANO

MISSOURI

NEWS that Alpha Beta Chapter at the University of Missouri is tops in the nation in the Chapter Efficiency Contest with 60,600 points has given the chapter a big boost toward making the spring semester a big success. Much of the success in the contest is due to the hard work of the Chapter Efficiency Contest Chairman, Brother Dahl.

Chapter officers for the coming semester were recently elected. They include Chancellor, Charles Allison; President, A. T. Dorsey; Senior Vice President, Larry Brooker; Vice President, Larry Dahl; Secretary, Joe Trenshaw; and Treasurer, Kenneth Higa. In addition, Don Letton was elected as the chapter's representative as Ideal Boss in the Business Week campaign in April at Missouri's School of Business and Public Administration.

Alpha Beta Chapter took its annual industrial tour in Kansas City in early December. We visited the E. F. Hutton investment firm and the First City National Bank. The spring industrial tour, which will be in St. Louis, is set for the first week of April.

United States Steel Corporation presented the January professional meeting at Missouri. James Daly, a public relations man from Chicago, presented a movie, a short talk and a question and answer period.—LARRY B. BROOKER

OMAHA

GAMMA ETA CHAPTER at the University of Omaha has initiated 13 new men for the first semester. This number will be equaled the second semester giving us a very healthy increase in membership.

Mid-year graduation left the chapter without the services of a treasurer, and Brother Jerry Young was elected to replace graduating Brother Jim McCune. Brother McCune deserves a "well done" for his handling of chapter finances.

At the December business meeting we had a visit from Field Secretary Connie Mack McCoy. He filled us in as to what was expected of us by the Grand Council. After the meeting, Brother McCoy was presented with a sweat shirt bearing the crest of Delta Sigma Pi.

Plans for the "Rose" Dance are moving at a very rapid rate. Our queen was selected from a group of candidates presented to the chapter at a party held at Brother Oz Zager's home. The party was a huge success with all the members enjoying themselves.

Our professional program has proven very interesting. A tour of Peat, Marwick, Mitchell & Co., a public accounting firm, provided many brothers a chance to view their future profession first hand. This firm is growing and has many alumni of Delta Sigma Pi in its employ.—CLIFFORD C. BUCKINGHAM



ALPHA NU CHAPTER at Denver University named Miss Sharon Britton, center, as their "Rose of Deltasig for 1962." Miss Pat Patterson, left, and Miss Darlene Gates, right, are members of the court.

SOUTHERN METHODIST

ON DECEMBER 9, 1961 Beta Phi Chapter held its fall initiation and Bruce Renfro, Sam Camp, Curtis Burson, and Mark Anders were accepted into the Fraternity.

The members of Beta Phi Chapter started the Christmas season in the seasonal tempo by having a semi-formal party. To share in our fun we invited the members of the North Texas Chapter—Delta Epsilon.

Now that we have finished final exams at Southern Methodist, Beta Phi Chapter is swinging into full action with rush activities for the spring semester. This year we are sending letters to all the students of business and introducing them to Delta Sigma Pi. In order to give these students the proper perspective of the fraternity they are being invited to a professional meeting immediately after the start of the second semester. Later in the week a gala party is planned for all those interested in learning more about the fraternity. We are hoping that these increased rush activities will result in a larger pledge class than we have had in several years.

Still in the preparatory stages is our annual "Rose" Ball held midway during the spring semester. Although last year's ball exceeded all hopes of success, this year's dance promises to be even better.

BAYLOR

BETA IOTA CHAPTER at Baylor University celebrated before the Christmas holidays with a semiformal dance held at the Garden-Center Country Club. About 30 brothers and their dates attended and the dance was not only a success, but it was also somewhat of a milestone. This dance, called the "Deltasig Snow-ball" is to become an annual affair at the Beta Iota Chapter. The success of the dance was due to the decorations and the warm reception, for which Brother Butler and President Irvin were responsible.

We had the privilege of having two professional meetings this semester. The first was a talk given by Mr. George Hutson, head of Southwestern Bell Telephone Co. in Waco. The second meeting time was devoted to a lecture given by Mr. George Nokes, head of Lake-Air Shopping Center in Waco. The active chapter members plus pledges attended the meetings.

Our chapter has elected new officers for the spring semester of 1962 at one of our regular Monday night meetings. The new officers are: President, Brother Butler from Corsicana, Texas; Senior Vice President, Brother Martin from San Antonio, Texas; Secretary, Brother Bigham from Belton, Texas; Treasurer, Brother Roberts from Trinity, Texas; Historian, Brother Lowrance from Conroe, Texas; Vice President, Brother Ford from Killeen, Texas; Chancellor, Brother Farris from Donna, Texas; and Senior Guide, Brother Crouch from San Antonio, Texas.

Concerning rush activities—our chapter is planning to initiate about 30 prospective rushees at the beginning of the spring semester in February.—ROBERT R. LOWRANCE

RIDER

BETA XI CHAPTER is enjoying one of its finest years in professional and social

affairs. On December 15, the brothers held a Christmas Party for the children of the Union Industrial Home in Trenton. We have been cited by the American Cancer Society for our merited work during their last Cancer drive.

Many points have been reported for the Chapter Efficiency Contest and we should easily reach the total score of 100,000 points. We enjoyed listening to speakers from the Blatt Manufacturing Company and R.C.A. at our last two professional meetings. In February, we toured the Trenton Trust Company. Various other professional meetings have been planned.

We had a very successful rush season. Four parties and a buffet supper were enjoyed by over 200 rushees. Our last house party was held on February 17, and entertainment was provided by the recording stars "The Fireflys."

Congratulations are in order to three brothers of Delta Sigma Pi who were recently named deans of schools at Rider College. They are Walter Brower, dean of the Graduate Division; Karl Pearson, dean of the School of Business Administration; and Lawrence Ealy, dean of the School of Arts and Sciences.

In sports we have also been very prominent on campus. George Hafer was elected captain of the 1961 Rider Soccer team and Jim Buchholz was elected captain for the 1962 season. Our basketball and bowling teams are completing very rewarding seasons and we are looking forward to a highly successful softball record.—MICHAEL CERMELE

MICHIGAN

XI CHAPTER at the University of Michigan greeted the holiday season with a traditional Christmas party attended by the brothers and their dates. Prospective rushees for the coming semester were also invited. Gifts

were exchanged around a gaily decorated tree and songs of the season were sung. Much of the party's success was due to the refreshment table planned by the wives of Brother Haugh and Brother Wager.

One of our best professional meetings of this year featured a tour of the National Bank of Detroit to which several members of the School of Business Administration staff were invited. The high point of the tour was a talk by two vice presidents of the bank followed by a lunch at the University Club in Detroit. More professional meetings are planned for the coming semester by Professional Vice President John Mathison including additional tours to plants in the Detroit area.

Elections were held for fraternity offices for the coming year and Field Secretary Connie Mack McCoy assisted in the swearing in ceremony when he visited the chapter. Our new officers anticipate a successful year for Xi Chapter with increased membership and a maximum total score in the Chapter Efficiency Contest. We have already submitted a large number of these points to The Central Office.—JOHN F. CLAEYS

DENVER

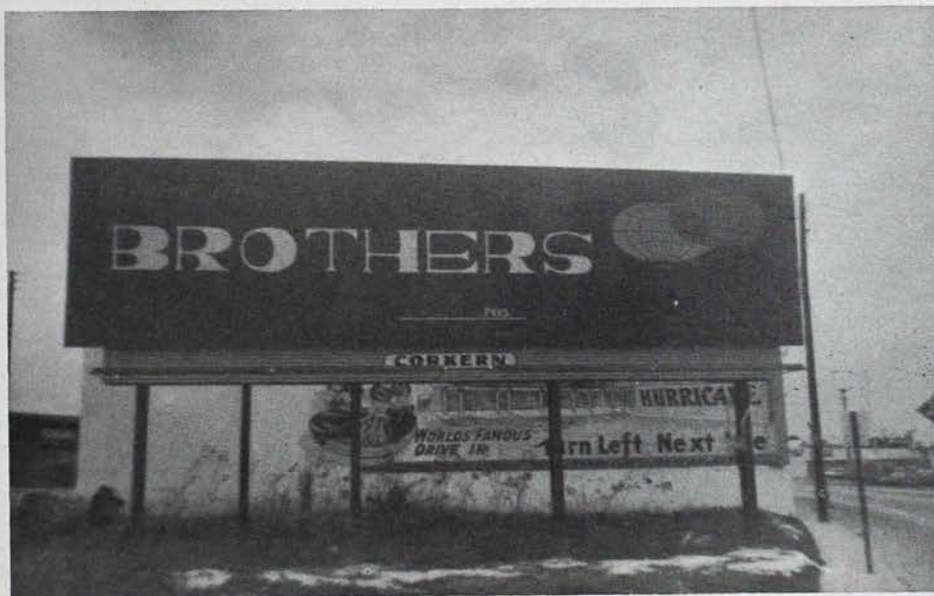
THE ALPHA NU CHAPTER at the University of Denver has put into effect a very extensive program in an effort to obtain new members. A coffee hour is held weekly in the student union on the Business Administration Campus in order to get students acquainted with the fraternity and its members.

A highly successful initiation was held on January 14 with the initiation of two faculty members, Dr. Ralph W. Conant and Howard Widdowsin. We were also honored in having Dr. Cecil Puckett, former dean of the College of Business Administration at Denver University, and presently head of the Denver Branch of the Tenth Federal Bank, present at our initiation ceremonies. Dr. Puckett presented us with a very informative and down to earth talk on the part that one's personality plays in his life.

Our annual "Rose" Dance turned out to be a big success. We were fortunate to have many alumni members present. The candidates for "Rose" Queen were Shari Britton, Pat Patterson and Darlene Gates, with Shari Britton taking the honors.

Professional meetings for the quarter began with a very informative talk on banking procedures by Don Buchanan, vice president of the Denver U. S. National Bank. Another professional meeting took us on a tour of the J. C. Penney Regional Credit Office. A number of other professional meetings are planned for the remainder of the quarter.

Darlene Gates, one of our "Rose" Queen candidates, has been nominated by the Alpha Nu Chapter as its candidate for the K-Book queen. To conclude, the chapter is planning to have a party at our lodge to celebrate the birthday of George Washington.—RICHARD A. VIERRA



ON A MAIN ROUTE into Miami, Florida, you may see this attractive billboard constructed by Beta Omega Chapter there.

ARIZONA

GAMMA PSI CHAPTER at the University of Arizona elected new officers at our first meeting of 1962. Our new president is Brother John Gilmour, who has an impressive record not only at this university, but at Burdett Junior College in New York. While at Burdett Brother John was a two year letterman in basketball, sophomore class treasurer, student council representative, and a high honors graduate as well as outstanding senior. Here at Arizona, Brother John has been extremely active in Delta Sigma Pi. He has served as publicity chairman, historian, and as our representative to the BPA Council.

Other new officers elected were: Brother Dale Bergen, senior vice president; Brother Seigfreid Oelssner, secretary; Brother Lee Woods, treasurer; "Chips" Lewis, vice president; Brother Ken Smith, chancellor; and Albert Saldamando, historian.

Last year with Brother "Chips" as treasurer, we had the motto, "Let's keep Chips in the Chips." Now, our treasurer being Lee Woods, Brother Chips suggested our new motto be, "Let's keep Lee out of the Woods." (Ouch!)

Brother George Bombel, our past president, has done an admirable job. During his administration Gamma Psi Chapter placed first in the Chapter Efficiency Contest. Thanks are due to him and our other hard working officers. We hope to keep up their good work and place first again this year.—ALBERT SALDAMANDO

AUBURN

BETA LAMBDA CHAPTER at Auburn University is at the beginning of another quarter. After a successful fall quarter, we are looking forward to a bigger and better Deltasig program this quarter. Starting a well rounded professional program will be a Southern Bell representative talking to us on the "Art of Interviewing for a Job." Also a

special Firestone program is planned for early in the quarter.

Livening up the routine of our schedule of business meetings is the nomination of the "Rose of Delta Sigma Pi." After nominations and, we hope, many pleasant social gatherings with these lovely contestants, the selection will be announced at a banquet at the home of Professor Boston, our faculty advisor. The ascension to the throne of our new "Rose" will end the quarter with anticipations of spring quarter.

We believe one good quarter lays the foundation for another, and that is why we are looking forward to winter quarter. After starting off fall quarter with a hamburger fry at Professor Boston's home, we enjoyed a schedule of professional meetings on various aspects of banking. We added nine outstanding Auburn business administration students to our number in December. These and other indications point to a bigger and better Delta Sigma Pi this quarter and in the future.—TOM M. JONES

LOYOLA—Chicago

GAMMA PI CHAPTER is experiencing a two-week vacation before the ensuing semester begins. However, the work so necessary to fraternal life continues. At this moment, Brothers Ed Cunningham and Don Johalski are nursing the biggest and most profitable event of our social calendar—"The Bal Rose." This year our "Rose" Dance, at which our "Rose" Queen is chosen, will be held in the beautiful Tally-Ho Room of the Sheraton Hotel in Chicago. Brother Cunningham has the biggest task, for it is he who must insure the success of the Ad Book. The Ad Book is the summation of advertisements collected by each brother from the local business merchants. From the promotion of this Ad Book, Gamma Phi Chapter was able to net \$1,200.00 at last year's dance. We hope this year will be more profitable all the way around.

Brothers Bill O'Neil and Rich Carroll, who

are in charge of our pledge program, are working diligently in an attempt to bolster the present membership of our chapter. Between them, they hope to work out a satisfactory program which would bring to us men of good quality without sacrificing quantity.

Also, each brother finds that a vacation from school does not mean vacation from work. Although many improvements have been added to our newly acquired house, there still remains many tasks to be completed. Since our basement was modernized the brothers have laid tile on the floor.

Aside from this, the brothers are busily engaged in washing, painting and general cleaning-up routine. Once the work has been completed, we should have something of great tangible and intangible worth.—DON HANLEY

WISCONSIN

AFTER A VIGOROUS and inspiring initiation week, heightened by Executive Secretary Farrar's presence at the Initiation Banquet, ten new brothers became members of Psi Chapter at the University of Wisconsin. At the chapter meeting which followed, Brother Farrar presented a brief history of the Fraternity, which, when combined with the impressive activities of the previous week, gave the brothers, old and new, a strengthened feeling of proud brotherhood.

Through the efforts of Brother Juneau, Psi Chapter's "Rose" Formal became the most memorable event of the fall semester. In the festive atmosphere of the Edgewater Hotel, the brothers and their dates dined, danced, and witnessed the crowning of our "Rose of Deltasig." Joan Foster of Alpha Chi Omega. Much to our satisfaction Miss Foster was recently chosen to represent Wisconsin as a Badger Beauty.

The latest Chapter Efficiency Contest Standings shows Psi Chapter as number one in the Central Region. With continued effort we anticipate a perfect score this year. To that end a diversified and complete professional schedule has been planned to include a tour of the Federal Reserve Bank and Midwest Stock Exchange of Chicago, complemented by guest lecturers who will speak at our professional meetings throughout the semester.

To insure a well-rounded semester the brothers will attend suppers, costume parties, and a skiing and fishing trip. Our combination Roaring Twenties-Eliot Ness Party will be unique as Psi members, posing to be mobsters of that era, stage a showdown on the campus mall complete with cars of the twenties, firearms, and a hearse.

Guiding Psi Chapter through the semester's activities are Robert A. Guetschow, president; James L. Benson, senior vice president; Thomas R. Dorrington, vice president; Frederic W. Fischer, secretary; John F. Hafnerbecker, treasurer; Raymond M. Schmitz, historian; and Patrick J. Juneau, chancellor.

Receiving top priority is our rushing program from which we anticipate a selective group of pledges to fill our quota and insure continued high standards at Psi Chapter.—RALPH E. BALCK



ALPHA LAMBDA CHAPTER'S annual Christmas party for orphans was held jointly with Alpha Gamma Delta and featured Henry Taylor as Santa Claus at the University of North Carolina. Others pictured, left to right, are: Dick Goldner, Wayne Foushee, John Griswold, Dick Benzio, Gary Morris, and Meb Davis.

Harvard L. Mann—*Boston*
 Andrew P. Marinovich—*Southern California*
 Francis J. McGoldrick—*New York*
 John L. McKewen—*Johns Hopkins*
 George V. McLaughlin—*New York*
 John F. Mee—*Ohio State*
 *William R. Merrick—*Baylor*
 *Eugene D. Milener—*Johns Hopkins*
 *Frank H. Miller—*New York*
 Robert A. Mocella—*Northwestern*
 Harold P. O'Connell—*Northwestern*
 Robert E. Pearce—*New York*
 William E. Pemberton—*Missouri*
 Karl D. Reyer—*Ohio State*
 *Rudolph C. Schmidt—*Detroit*
 Edwin L. Schujahn—*Wisconsin*
 *Walter C. Sehm—*Minnesota*
 George J. Strong—*New York*
 Charles I. Sutton—*Arizona State*
 Roy N. Tipton—*Memphis State*
 V. Burt Waite—*Mississippi State*
 Herman O. Walther—*Wisconsin*
 Philip J. Warner—*New York*
 Herbert W. Wehe—*Pittsburgh*
 Kenneth B. White—*Boston*
 Clarence B. Wingert—*Temple*
 H. G. Wright—*Northwestern*
 George W. Young—*New York*

* Deceased

Alumni Clubs

ATLANTA, Georgia—Pres.: William L. Newman, 812 Courtenay Dr., NE, Atlanta 6, Ga.
 BALTIMORE, Maryland—Pres.: Carl W. Brodka, 8738 Stockwell Rd., Baltimore 14, Md.
 BUFFALO, New York—Pres.: Franklin A. Tober, 123 Highgate Ave., Buffalo 14, N.Y.
 CHARLOTTE, North Carolina—Pres.: William N. Kinney, 1015 Habersham Dr., Charlotte, N.C.
 CHICAGO, Illinois—Pres.: Thomas M. Mocella, 1712 North Long, Chicago 39, Ill.
 CINCINNATI, Ohio—Pres.: Edgar G. Frank, 6850 Cooper Rd., Cincinnati 42, Ohio.
 CLEVELAND, Ohio—Sec.: Charles B. Clark, Jr., 453 E. 147 St., Cleveland 10, Ohio.
 DALLAS, Texas—Pres.: Frederick I. Desilets, Jr., 10974-C Lockmond Circle, Dallas, Texas.
 DENVER, Colorado—Pres.: Harry G. Hickey, 643 Olive St., Denver, Colo.
 DETROIT, Michigan
 Gamma Theta—Pres.: Eugene M. Dimick, 26153 Cunningham Dr., Warren, Mich.
 Gamma Kappa—Pres.: Larry Sublett, 15451 Derring, Livonia, Mich.
 Gamma Rho—Pres.: Clarence N. Frank, 1991 Shipman Blvd., Birmingham, Mich.
 EL PASO, Texas—Pres.: James E. Adams, 3905 Jefferson Ave., El Paso, Texas.
 KANSAS CITY, Missouri—Pres.: Halbert Lee Sturgeon, 21 W. 10th St., Kansas City, Mo.
 LINCOLN, Nebraska—Pres.: Robert H. Lindell, 7201 York Lane, Lincoln, Nebraska.
 LOS ANGELES, California—Pres.: Fred H. McConihay, Jr., 4642 Willis Ave., Sherman Oaks, Calif.
 LUBBOCK, Texas—Pres.: Melvin L. Garner, 4904 43rd St., Lubbock, Texas.
 MEMPHIS, Tennessee—Pres.: George Ragland, Box 240-B, Rt. 2, Arlington, Tenn.
 MIAMI, Florida—Pres.: Vernon E. Meyer, 4515 S.W. 94th Ct., Miami, Florida.
 MILWAUKEE, Wisconsin—Pres.: David S. Burns, 327 N. 69th St., Wauwatosa 13, Wis.
 NEWARK, New Jersey—Pres.: William J. Vichenti, 215 72nd St., North Bergen, N.J.

NEW ORLEANS, Louisiana—Pres.: Edgar Head, 1503 Alexander St., Arabi, La.
 NEW YORK, New York—Pres.: Frank J. McGoldrick, 103-09 Puritan Ave., Forest Hills, N.Y.
 OKLAHOMA CITY, Oklahoma—Pres.: Howard J. Vanhook, Jr., 1521 S.W. 67th St., Oklahoma City, Okla.
 OMAHA, Nebraska—Pres.: Walter R. Jahn, 2444 N. 45th Ave., Omaha, Neb.
 PHILADELPHIA, Pennsylvania—
 Beta Nu—Pres.: William Sarka, 111 Thomas Ave., Broomall, Pa.
 Omega—Pres.: John J. Poserina, 2610 E. Leigh Ave., Philadelphia 25, Pa.
 PHOENIX, Arizona—Pres.: William R. Leonard, 206 W. Moreland, Scottsdale, Ariz.
 PITTSBURGH, Pennsylvania—Pres.: Herbert W. Finney, 6510 Landview Rd., Pittsburgh 17, Pa.
 SAN FRANCISCO, California—Pres.: Harold E. Mackenthun, 1537 Willard St., San Francisco 17, Calif.
 TRENTON, New Jersey—Pres.: Joseph A. Casarella, 106 Wilburtha Rd., Trenton, N.J.
 TUCSON, Arizona—Pres.: Lloyd D. Colbeck, 6218 E. Calle Aurora, Tucson, Ariz.
 TWIN CITIES, Minneapolis and St. Paul, Minnesota—Pres.: David C. Berg, 5357 13th Ave., S., Minneapolis 17, Minn.
 WASHINGTON, D.C.—Pres.: Stewart D. Young, 2209 Guilford Rd. Apt. 202, West Hyattsville, Md.

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 PENNSYLVANIA (Beta Nu, 1932), THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, PHILADELPHIA, PA.

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 President: ARCHIE D. GRANDA, 600 11th St., Moundsville, W.Va.
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DISTRICT DIRECTOR: DAN S. ROOT, 7380 Greenview, Detroit 28, Mich.

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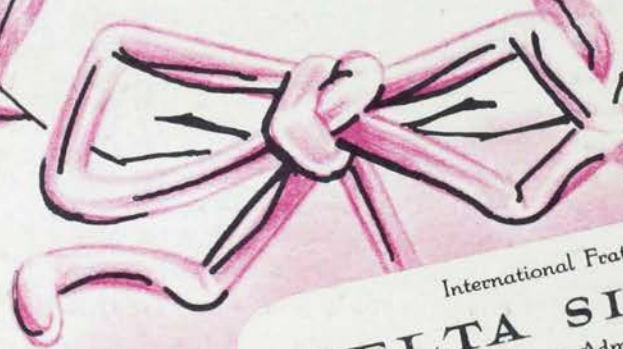
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April 9, 1961

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