

The

DELTA SIG

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

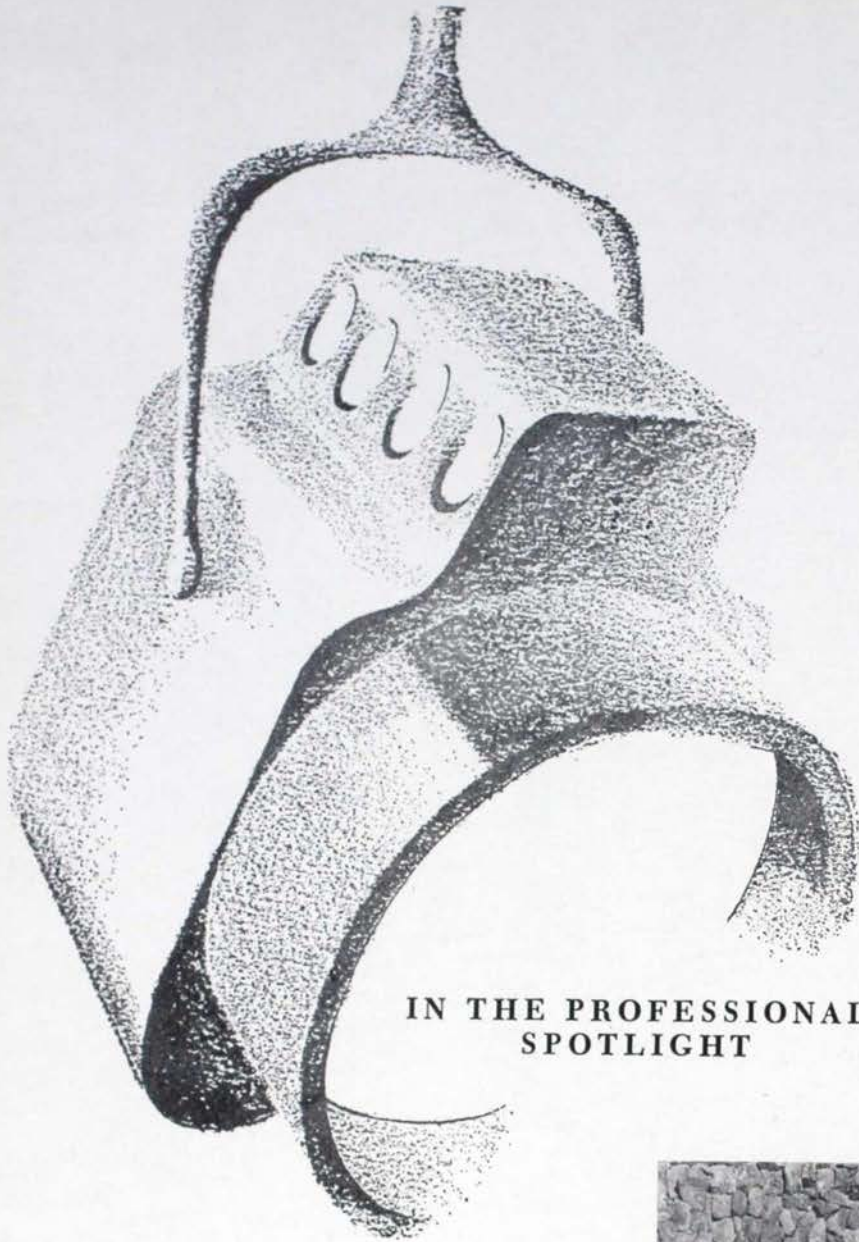


Oklahoma State University, Stillwater, Oklahoma

PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY

FOUNDED 1907

MARCH 1969

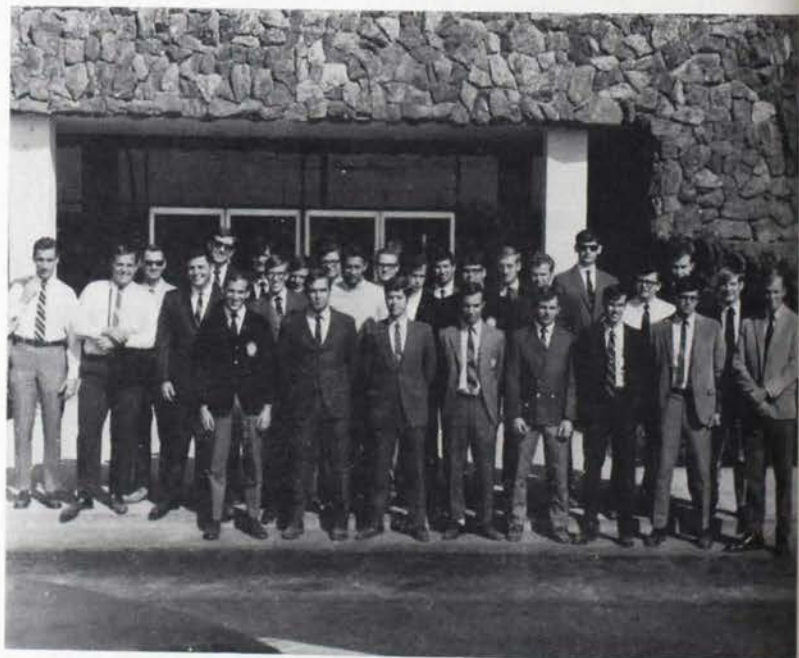


**IN THE PROFESSIONAL
SPOTLIGHT**

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 higher standard of commercial ethics and culture, and the civic and commercial welfare of the community.



OUR PROFESSIONAL spotlight is focused on the members of Zeta Sigma Chapter at Southeastern Louisiana College during a recent industrial tour of Avondale Shipyards in New Orleans.

The DELTASIG

OF DELTA SIGMA PI

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... in this issue

From the Desk of the Grand President	82
A Word From The Central Office	82
Historic Mackinac Island Chosen for 27th Grand Chapter Congress	83
Second Annual Delta Sigma Pi Educational Foundation Scholarship Announced	85
Arizona State Occupies Colorful New Building	86
The Professional Resume	87
With The Alumni The World Over	89
Stock Market Trading Axioms	92
Eta Omicron Chapter Installed at Northeast Louisiana State College	93
New Mexico School of Business Occupies New Building ...	95
Among The Chapters	96
New College of Business Building at New Mexico State is Named for Deltasig	111
Delta Sigma Pi Directory	118

Our Cover

The new College of Business Building at Oklahoma State University at Stillwater is featured on the cover of this issue of The DELTASIG.

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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 Epsilon Kappa; 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, Phi Beta Pi, Phi Chi, Phi Delta Epsilon, Phi Lambda Kappa, Phi Rho Sigma; MUSIC, Phi Mu Alpha Sinfonia; PHARMACY, Kappa Psi, Rho Pi Phi, Phi Delta Chi; VETERINARY MEDICINE, Omega Tau Sigma.

From The Desk of The Grand President

M. JOHN MARKO
Beta Rho-Rutgers



THE ACADEMIC YEAR is fast moving into its final phases and the beacon of success is beckoning on the horizon. Whether it be graduation, degree of scholastic accomplishment, personal fraternal experience or extent of chapter achievement, the measure of success realized will perhaps not be a reward but just a consequence of past action or inaction.

An organization like ours comes into being when individuals able to communicate with each other come together willingly to contribute action and serve to accomplish a common purpose. Its survival depends upon the maintenance of a balance between the interdependence of these elements.

We are certain that our aims and ideals are good and that we are constantly guiding and counseling our chapters as to their fulfillment of these goals. How is it, then, that in most chapters, the advice and counsel "takes" and that in some few others it does not? A chapter need but seek men who have in them the traits called forth by our ritual, the pledge-education need but follow an outline of ritual truths, members need but choose leaders who demonstrate that these truths are worthy of constant and vigorous pursuit, and the chapter will never be in trouble.

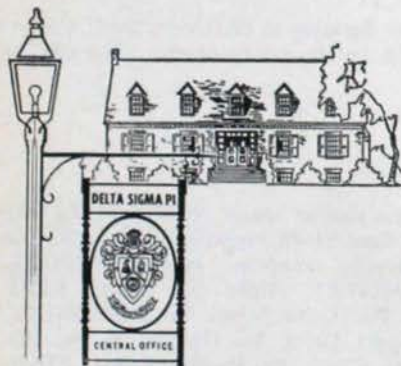
Today's world sees difficult and unsettling times demanding the fullest measure of understanding of our ideals and the inspiration, strength and dedication to meet the challenges thrust before us. In this ever-changing world, the need for ideals still exist. Other needs may have changed—so have fashions and social mores—but—basic values remain. Part of

our fraternity's belief is that Delta Sigma Pi's system of values is the heritage of a good chapter and that our brotherhood is a stable family amidst the turbulence of change throughout the world. It seems to me, thus, that the great mistake made by some few of our chapters is that they are not as openly dedicated to our way of life as those about us who may be agitating for theirs.

As I have often spoken and written, I view our chapters and my brothers who make up their membership as the trustees of a great legacy entrusted to them by those who have gone before. Their obligation is to preserve that legacy and pass it on, undiminished, to those who will come after them. Our ritual imposes upon each of us promises to keep. By adhering to the great ethical truths implicit in the ritual of Delta Sigma Pi, we can live life to the fullest, secure in the knowledge that the great joy of serving others and of seeking truth is the reward which men seek in this life.

The year is not yet over. Most chapters by now have assured themselves a good year. A small number need but to exert a bit more time and effort to join them. For some few, the sands of time may have already run out. However, there is still time for all to look forward to next year.

Start planning for that future today. A future which can be great if each one of us, whatever the extent of responsibility or role, undertakes to do his job a little better than it has ever been done before. Then success can truly be a reward rather than just a consequence.



A Word From The Central Office

PLANS ARE NOW nearing completion for the 27th Grand Chapter Congress to be held on August 20-23, 1969, at Mackinac Island, Michigan. We would like to urge all Deltasigs to attend this convention.

We are continuing to make progress on the conversion of our records to EDP. Members receiving this issue of *The DELTASIG* will note that the address label has been prepared by computer rather than by the conventional speedo-

mat plates which we have used for the last 11 years. If all goes as planned the complete conversion should be completed by mid or late summer thus providing us with much more flexible records.

Arrangements have also been completed for a new fraternity sponsored group life insurance program. Information regarding this new program will be mailed directly to each member of the fraternity in the very near future.



The DELTASIG

OF DELTA SIGMA PI

Historic Mackinac Island, Michigan, Chosen for 27th Grand Chapter Congress

HISTORIC MACKINAC ISLAND, Michigan, has been chosen as the site of the 27th Grand Chapter Congress of Delta Sigma Pi. An official park preserve of the State of Michigan, historic Mackinac is a resort with a past. The Grand Hotel in its fascinating setting achieves a blend of gracious living with modern services and accommodations, and will be the headquarters for the convention.

The program is scheduled to begin with the registration early Wednesday morning, August 20, and concludes with the installation of the new officers and the farewell luncheon on Saturday, August 23, 1969.

Mackinac Island is consistently chosen as one of America's top ten resort centers. The Island is only 3½ miles long and 2½ miles wide, situated in the sparkling Straits of Mackinac, connecting Lake Huron and Lake Michigan. It is directly east of St. Ignace, Michigan, and about six miles from Mackinaw City, within sight of the Mackinac Bridge which connects Upper and Lower Michigan.

The most amazing thing about Mackinac Island is its 19th century main street; a post card village. Yachts, sailing ships, outboard motor boats and excursion craft rock at their moorings. There is a boardwalk with a magnificent view of the Straits and the Mackinac bridge, second longest bridge of its kind in the world. Much of the Victorian elegance for which Mackinac Island is famous stems from its prime attraction, the Grand Hotel. Typical of this elegance is the 880 foot long porch of the Hotel.

The first white man to see the Island was French voyageur, Jean Nicolet, in 1634. Father Marquette established a mission on Mackinac Island in 1671. Old

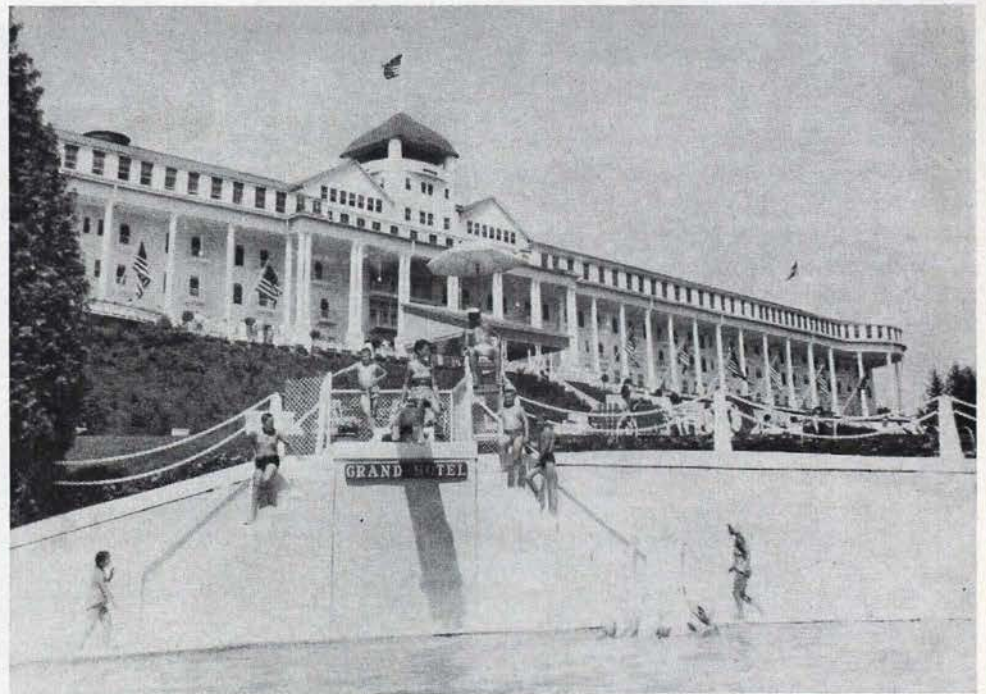
Fort Mackinac, built in 1780, was captured by the British during the War of 1812 and returned to the United States in 1817.

From the South, Mackinac Island can be reached by auto via Interstate Route 75 which also continues North to Sault Ste. Marie, or by North Central Airlines and Greyhound bus. The easy access from Chicago, Detroit and all points South, East and West make driving a scenic pleasure. Regularly scheduled daily flights are available to Pellston, Michigan, 12 miles south of Mackinaw City and the ferry docks. Buses and taxi are available from the airport to the ferry docks. Once you reach the ferry docks it

is a short trip to Mackinac Island and the Grand Hotel.

You may think it is too cold now to think of your summer vacation and the 27th Grand Chapter Congress of Delta Sigma Pi, but it is not too early. If you have not already decided to attend, perhaps now is the time to do so. It's the "Grand" in '69—the Grand Chapter Congress at the Grand Hotel at Mackinac Island, that is.

More information regarding the schedule of activities, the rates, transportation and schedules will appear in the May, 1969 issue of The DELTASIG. Advance Reservation forms will also appear at that time.



A USUAL FAVORITE spot at the Grand Chapter Congress since Delta Sigma Pi began its policy of holding conventions at resort hotels in 1961 has been the swimming pool. Here the pool in the landscaped gardens is overshadowed by the Grand Hotel at Mackinac Island, Michigan.

Advance Reservation

DELTA SIGMA PI 27TH GRAND CHAPTER CONGRESS

Grand Hotel
Mackinac Island, Michigan
August 20-23, 1969

The Central Office
Delta Sigma Pi
330 South Campus Avenue
Oxford, Ohio 45056

Dear Brothers:

I am enclosing my check for \$..... (\$10.00 per person) to cover the Registration Fee for the 27th Grand Chapter Congress.

Name

Chapter or Alumni Club

Street

City State ZIP

Others for whom I am submitting Registration Fees are (if wife and children use first names):

Name

Name

Name

NOTE: Hotel Reservation Forms and other information will be sent to you upon receipt of this Advance Reservation.

A registration fee of \$10.00 per person must be made at the time that the Advance Reservation is made. This fee will be refunded if The Central Office is notified by July 15, 1969, that a member or his wife is unable to attend and cancels his or her reservation.

The daily rates including the room, breakfast, lunch and dinner, tax and tip are as follows:

Single—\$35.88 per day (3 day convention \$107.64)

Twin—\$28.70 per day per person (3 day convention \$86.10)

Triple—\$23.92 per day per person (3 day convention \$71.76)

Quadruple—\$21.53 per day per person (3 day convention \$64.59)

Children in separate room from parents will be the same as those quoted above.

Children under six years of age in room with parent—\$5.98 per day per child (3 day convention \$17.94)

Children six through 11 years of age in room with parent—\$11.96 per day per child (3 day convention \$35.88)

Children 12 through 18 years of age in room with parent—\$20.93 per day per child (3 day convention \$62.79)

In addition to these rates each person will be charged \$1.50 for the transfer of

the luggage to and from the Grand Hotel to the ferry docks. Persons arriving before noon on Wednesday, August 20, 1969, and having lunch in the dining room will also be charged for one additional lunch which is not included in the above rates.



THE TWO MOST common modes of transportation on Mackinac Island are shown here. They are the bicycle and the horse-drawn carriage. In the background can be seen the snack bar on the golf course of the Grand Hotel where the 27th Grand Chapter Congress of Delta Sigma Pi will be held August 20-23, 1969.



SHOWN HERE IS A section of the East end of the 880 foot porch of the stately Grand Hotel at Mackinac Island, Michigan, site of the 27th Grand Chapter Congress of Delta Sigma Pi, August 20-23, 1969.

Please be sure to enclose your Advance Registration Fee of \$10.00 for each person for whom you are making reservations. Children under 16 years of age are not required to pay the registration fee.

If attending the Grand Chapter Congress with your wife or children please be sure to provide us with the first name of each. Upon receipt of your Advance Registration Fee we will forward you additional information for completing your reservation.

Second Annual Delta Sigma Pi Educational Foundation Scholarship Announced

ONCE AGAIN THE Delta Sigma Pi Educational Foundation wishes to announce that the children and grandchildren of Deltasigs are eligible to apply for a four year scholarship being offered in 1970. The scholarship we will be awarding is for a student completing secondary school in 1970 and entering College in the Fall of 1970, a college or university where a chapter of Delta Sigma Pi is active. Also, as delineated in the prior scholarship announcement, the applicant must plan on following a course of study in business or selected fields of related interest. The latter include a number of major courses or career choices.

The maximum award is \$1,500.00 per year for four years. The minimum is \$500.00 per year for four years. The amount awarded will be determined by the National Merit Scholarship Corporation according to the need of the student and his family. The method for this determination is governed by the rules established by that corporation for all of their scholarships.

What we are asking is that Deltasigs let students know that this scholarship is available to children and grandchildren of members of our fraternity. The student must apply for this scholarship by utilizing the application reproduced herein. The Central Office then will be asked to determine that the Deltasig named as parent or grandparent has been a member in good standing in the fraternity for the past five years. Following such certification, the applications will be forwarded to National Merit for their verification and final selection.

Those Deltasigs who wish to support our Foundation programs can help with contributions. Send us part or all of your 1969 charitable contribution. Your contribution is tax deductible and will be so acknowledged. Send your donations to Robert O. Lewis, Executive Director, Delta Sigma Pi Educational Foundation, 970 Waverly Road, Glen Ellyn, Illinois 60137.—ROBERT A. MOCELL, *President*

1970 DELTA SIGMA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM

For sons, daughters and grandchildren of members of the International Fraternity of Delta Sigma Pi. To be completed and returned on or before April 15, 1969 to:

DELTA SIGMA PI EDUCATIONAL FOUNDATION
970 Waverly Road
Glen Ellyn, Illinois 60137

Please enter me in the 1970 DELTA SIGMA PI EDUCATIONAL FOUNDATION Scholarship Program.

I am the son, grandson of a member of Delta Sigma Pi, and I expect to complete high school in 1970 and enter college in 1970.

I took the National Merit Scholarship Qualifying Test in February, 1969, as administered by the school listed below. I understand that my scores on this examination will be used to evaluate my candidacy in the DELTA SIGMA PI EDUCATIONAL FOUNDATION Scholarship Program.

I did not take the February 1969 National Merit Scholarship Qualifying Test, but I would like to enter the 1970 DELTA SIGMA PI EDUCATIONAL FOUNDATION Scholarship Program. Please let me know how I can enter the competition.

PLEASE PRINT

(Name of Student) (Street Address) (City, State, Zip Code)

(Name of Present School) (Street Address) (City, State, Zip Code)

(Name of Parent)

(Exact Name and Location of Chapter of which Parent is a member of Delta Sigma Pi)

I have applied for admission to the following colleges or universities:
 I intend to apply

1. _____ 2. _____ 3. _____

I plan to pursue a course of study leading to a Bachelor's Degree in _____

I understand that: (1) the decisions of the National Merit Scholarship Corporation of Evanston, Illinois, will be final in the selection of scholarship winners and in the determination of student stipends, based on individual need, which accompany the scholarships; and that (2) winners of the DELTA SIGMA PI EDUCATIONAL FOUNDATION Scholarships may accept up to a total of \$1,000 in other awards over the four scholarship years without affecting the stipend. Winners may accept additional scholarship awards beyond this amount with the understanding that if they do, their DELTA SIGMA PI EDUCATIONAL FOUNDATION Scholarship stipend will be reduced accordingly. However, no DELTA SIGMA PI EDUCATIONAL FOUNDATION award payment will be reduced to a point lower than the minimum stipend of \$_____ per year. Students whose computed need is greater than the DELTA SIGMA PI EDUCATIONAL FOUNDATION Scholarship maximum of \$1,500 per year will be permitted to accept additional funds equal to the amount their need exceeds \$1,500. In all cases of other awards, the National Merit Scholarship Corporation should be notified.

(Signature of Student)

(Signature of Parent)

Arizona State Occupies Colorful New Business Administration Building

GENEROUS GIFTS valued at more than \$64,000 from firms, business associations and individuals have been used to decorate the new \$1.5 million College of Business Administration building at Arizona State University in Tempe. Brother Glenn D. Overman, dean of the College of Business Administration worked very closely with the architect and interior designer to bring about the unusual decorations which it is believed will help to stimulate learning.

Highlighting the 80,000 square foot structure is a cascade of colors. The eye-catching work, a 38 foot long mobile, three feet in diameter, is fashioned of brilliantly colored sculptural plastic rectangles threaded on transparent plastic line. Reaching from the third floor to the ground level and lighted from below, it will hang in the stairwell above a large planter.

Directly east of the stairwell at the heart of the building is the Lloyd Bimson Memorial Library. Its walls of glass provide excellent light for reading and a view of entrance corridors. Uniquely conducive to study and quiet thought, the well-stocked business library is furnished in blue.

Committed to excellence in the teaching of over 3,500 undergraduate and

graduate business students, the College also provides in-service training for thousands of practicing business executives who return each year for non credit seminars and conferences. Three executive seminar rooms designed for this special need are located in the building.

The Arizona Public Service Room will contain a collection of paintings of birds and animals by Larry Toschick. The Copper Room will feature a sculptured mural and art work incorporating copper and other metals by local artists.

Each floor of the building is devoted to a primary color: blue on the first, yellow on the second, and red (softened to coral for eye-ease) on the third. Color is utilized in carpeting, wall coverings, upholstered and plastic chairs, even doors and office furniture—reflecting the modern trend in business and industry.

A student lounge, sponsored by Coca Cola Bottling Company, ties the primary color scheme together through use of vivid alternating squares of red, yellow and blue on lockers, designed for use by business clubs and fraternities.

The dean's ground level office is elegant in its modern simplicity. The adjoining conference room will include paintings by the Navajo artist, Adee Dodge.

The Arizona Society of Certified

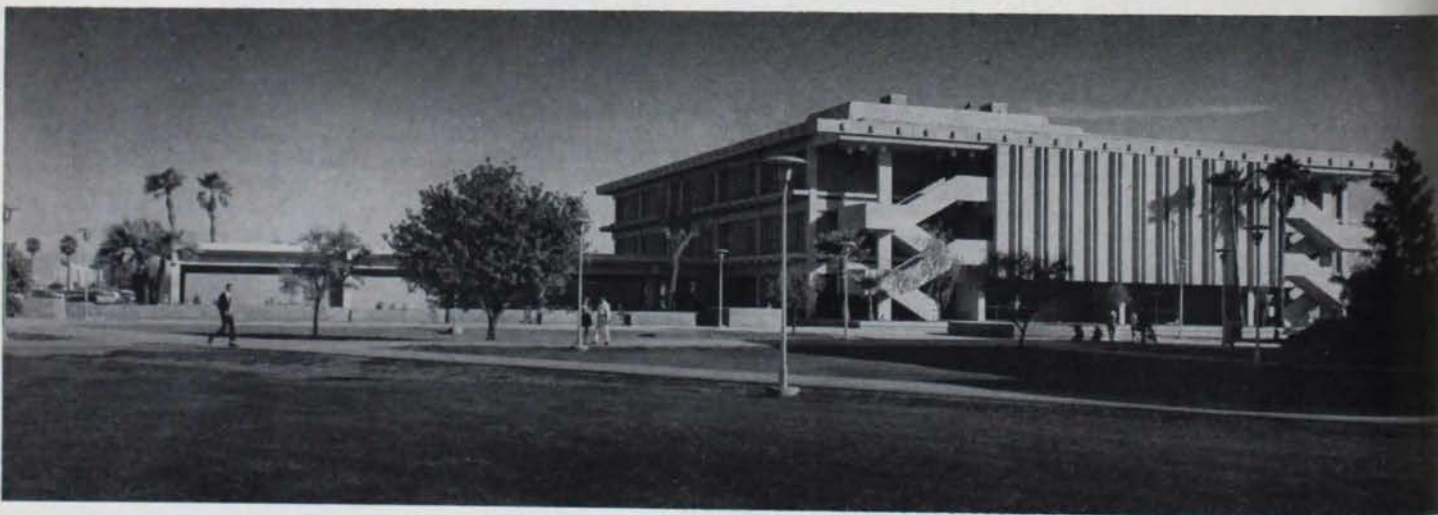
Public Accountants contributed a lounge and activity center for graduate students in business, featuring a gallery for the display of work by graduate students in art.

The building's 20 classrooms, seating 1,205 students, are designed to stimulate student participation in the learning process. Most of them feature tiered bench-type seating, arranged in a horseshoe around the lecturer's table. Some, almost like inverted theatre in the round, have blackboards on four walls, allowing professors to work from any location. In these, chairs for students swivel 360 degrees, permitting easy viewing.

In addition to the seminar and classrooms, there are 100 faculty offices, 56 offices for graduate assistants, 12 administrative offices, a library, three executive seminar rooms and five conference rooms.

Because of a distinctive band of blue glass, incorporated in the entire outer wall at the first floor level, the new building has already earned the nickname "blue chip" building among the Arizona State business students.

Arizona State is the home of Gamma Omega Chapter of Delta Sigma Pi which was installed there on November 4, 1951.



SHOWN HERE is the new \$1.5 million College of Business Administration building at Arizona State University in Tempe.

The Professional Resume

by

Paul L. Preston, *Florida Atlantic*

Paul L. Preston is an instructor of general and public administration at Florida Atlantic University, Boca Raton, Florida. He is currently chapter advisor for Zeta Phi Chapter. He holds the MBA degree from the University of Miami.

ONE OF THE MOST pressing problems facing today's business student (and indeed a good number of people already in the business community) is the preparation of a professional resume. Treated only in passing in schools, the resume has grown increasingly important as executive mobility has increased. Today there is a need for business students that far exceeds demand in the past. Yet even with these increased opportunities, many students find themselves at graduation having little or no concrete idea where they are going or what career to follow.

The resume represents one of the most important communications facing the student in shaping his career. It should be prepared carefully, with much thought and should reflect all that the individual wishes to convey to the potential employer. The resume is an advertisement for the individual, and such should be planned and prepared with the same care and consideration that advertising agencies and manufacturers give the advertising and marketing of their products. To the businessman, it is the most important product he will ever sell. Yet, too often, a good product is disastrously undersold.

It has been the practice in the past for students preparing a resume to merely find an example that has worked before and change the information slightly. The problem with standard form "resumes" is that they have a disturbing tendency toward sameness and an inflexibility that does not permit maximum exposure of the individual's saleable qualities. The employer looks for resumes that indicate thought and creativity in its preparation. This in itself indicates much about the applicant.

While a "form" resume should be avoided in favor of a "tailored" resume, there are standards that should be followed. The resume should be brief but complete. It is important not to omit essential information, for a poor resume will be ignored or discarded by the per-

son who receives it.

Most prospective employers prefer a one or two page resume, but length will vary with the individual. A common rule is to prepare one additional page for each ten years of academic and work experience.

The number of copies of a resume prepared will vary, depending on the position sought. For general positions, the individual may wish to prepare one hundred or more copies to be sent in a "shotgun" manner to a variety of firms offering positions of interest. For specialized work, or executive positions, 35-50 copies should suffice. These copies can be duplicated by any good neat printing process.

The background, education and experience of the individual will determine the order of facts in his resume. Those facts particularly relevant to prospective jobs are the ones that should be highlighted, while those facts that have little or no bearing on the job should be subordinated. For example, the graduating college senior who is well trained but inexperienced in a particular line of work would emphasize educational background. As the individual gains experience, it would gradually take precedence over education.

Types of Resumes

The most common resume is the *general resume* designed for a variety of uses. It emphasizes use of all information and makes no attempt to emphasize particular experiences. The general resume is best to begin preparing for employment, for it provides an employer with a summary of the individual's experience. It can be converted to a "mass employment campaign" used by many students on their first venture into business. It is flexible, and applicable to a variety of career positions. The main points of the general resume will be discussed later.

Other types of resumes have been developed to focus on particular areas of

the individual's background. The first of these is the *functional resume*. This resume takes the individual's work experience and translates it into terms more understandable to an employer in a different situation. An example of the application of the functional resume is the man with extensive military experience who finds it necessary to translate his military skills into terms that will be understood by civilian employers. It is also used for the individual who has a "generalist" background and experience in a variety of managerial problems. For him, a simple job description provides little insight into his capabilities. The functional resume is a means for expanding upon his varied experiences.

Another resume is the *biographical summary*. While applicable for seeking employment, it is used primarily in situations where an individual wishes to give a brief historical sketch of his background. The biographical summary is similar to the general resume, but follows a chronological sequence, with no isolation of education, occupational and extra curricular experiences.

A third "hybrid" resume is the *introductory*. This brief resume presents a summary of the individual's academic, extra-curricular or occupational background, and is a welcome service to those who are called upon to introduce him. It can also be used in situations where an individual is not specifically seeking employment but wishes to present a brief summary of his experience to those who may in the future be prospective employers. The introductory resume is a subtle form of informal job seeking, setting the stage for possible future consideration.

There are, of course, literally hundreds of different forms of resumes, covering a spectrum from extreme detail to vague generality. The choice of style and format must be made by the individual, based on what he wishes the resume to accomplish for him.

Self-Analysis

In preparing a resume, the individual should first ask himself what careers interest him and the reasons for his choice. It is important that the individual identify his interests and abilities, evaluate them honestly and express them clearly. Corporate recruiters continually voice concern over the number of students who have no conception of their abilities in the business world. Setting a definite occupational goal and expressing this goal in clear and concise terms is of prime importance. Once the goal is written, preparing the resume is merely assembling and presenting specific biographical facts.

The Occupational Objective

A statement of occupational objective depends on the objective of the resume. If the resume is in a general form, the objective should be phrased in general terms, being careful to avoid a "wishy-washy" image. As career plans become more specific, the objective becomes easier to write, but it should always stress a willingness to learn and gain experience.

This example may help:

BAD: "A job with a company that offers eventual top-management position"

GOOD: "A Supervisory position with a national manufacturing firm, where there are opportunities for professional growth and increasing administrative responsibility. Ultimate objective, a general management position in manufacturing, with potential top-management responsibility."

Neither of these examples is too specific, but the latter gives the impression of clear objective and indicates some thought about career plans. Obviously, in the preparation of an occupational objective, it is important to avoid inconsistencies or contradictions. For example, one does not state that his job objective is "a career as a partner in a private accounting firm" when he is applying for a job with a national manufacturing organization.

In Preparing The Resume

It is important to remember a resume is an advertisement—it summarizes what the individual has to offer an employer. The purpose of the resume is to get an invitation for a formal application or personal interview. The men who read resumes are busy people; a brief presenta-

tion is vital. However, in the interests of brevity, do not fall into the trap of making statements so short that they give the appearance of concealing information. It is wise to begin each statement with a past tense verb form. For example, "directed and supervised applied research in personnel administration"; or "administered enlisted training program."

The importance of tactile communication cannot be underestimated. In preparing a resume, always use good quality paper—at least 50% rag bond—in the standard 8½ by 11" size. Odd sizes are difficult to handle and file, and the combination of cheap paper and unusual size may cause the prospective employer to form unfavorable impressions in his mind. If reproduced copies are used, be certain that the copy process allows for use of good paper, and that the copies are clear and precise. If the copy gives the impression of a mass run, it will substantially reduce the impact of even a well-constructed resume.

The name should be placed in a prominent location, in capital letters, on or near the top-center of each page. If the resume exceeds one page, but does not quite fill two full pages, it is wise to divide the information equally between the two pages. The alternative is one full page and a few lines straggling on the top of the second page. Use imagination in underlining, use of dividing lines, spacing and margins. A very good layout can be designed with very little thought and the attractiveness of the resume will enhance its effectiveness. While a sloppy piece of writing is unappetizing, an attractive, well spaced, and clean resume, on good paper, can be important in getting the resume read.

What to Avoid in a Resume

It should go without saying a carbon copy of a resume should never, under any circumstances, be sent to a prospective employer. The same holds true for resumes that have erasures or unsightly smudges on them. In view of the critical mission of the resume, time spent in re-typing and reworking the resume is well spent. Be certain that the resume is sent to an *individual* who holds an executive position in a given company. The Personnel Office is the worst possible place to send a resume. Their job is to provide employee services and to hire clerical and support staff necessary for the organization. A resume sent to them unsolicited stands a good chance of being cast aside

and forgotten. There are a number of excellent sources for names of people to whom resumes should be sent. Foremost of these is the College Placement Annual, which each year lists some 1,200 companies, including the names and titles of individuals who do corporate hiring. The Placement Annual also lists companies by jobs and career positions available, regional breakouts, salary ranges, educational levels required, and can be obtained from the Placement Office of most colleges and universities.

Abbreviations should never be used in the resume, anything important enough to be mentioned should be written out. Abbreviations give the impression of an attempt to cram information. An exception is the common abbreviation for degrees and licenses, to be used only when the prospective employer will understand the meaning of such abbreviations (for example, M.B.A., B.S., Ph.D., C.P.A.). Some abbreviations for professional certification such as C.L.U., (Certified Life Underwriter), C.F.A., (Certified Financial Analyst) are not as commonly known to the general public and are better spelled out. When in doubt as to abbreviations, the best rule is to spell out information rather than risk misunderstanding.

In preparing resumes for presentation to non-academic people, a grade-point average is often misunderstood and therefore not beneficial in the resume. If grades are good, it would be wise to state this by mentioning academic honors such as the Phi Beta Kappa, membership in National, Honor or Scholastic Associations, or Academic Dean's List honors. These terms are generally understood by the non-academic public, and thus strengthen grade emphasis. Obviously when grades are not good, they should be avoided—however, in this case it is wise to stress other activities during school.

The resume should not go into detail on jobs below the individual's top level of employment. Such detail, unless absolutely relevant to the position sought, tends to confuse what could otherwise be an effective presentation of experience. Finally, do not state a salary-range desired. Discussion of salary is best left for later correspondence or personal interviews, where all factors can be included in consideration of this most important area.

(Continued on page 114)



WITH THE

ALUMNI

THE WORLD OVER

MINNEAPOLIS-ST. PAUL

THE MINNEAPOLIS-ST. PAUL Alumni Club has experienced a productive autumn. The executive council met several times to plan the club's activities for the autumn.

A special "Thanks" goes to Brother Dave Duebke, Vice President of Social Affairs, for making possible the enjoyable evening at the Ole Log Theatre. Some 15 couples enjoyed the dinner and the skit, "Help Stamp Out Marriage." Dr. LaVerne A. Cox, Midwestern Regional Director, was in attendance, also, and seemed to enjoy the evening immensely.

Late Winter and Spring events were planned at the general meeting held on January 22, 1969. The Club has planned to have more civic activities for the Brothers, as well as social events, in the months ahead. A Valentine Day party was fun for everyone. Some kind of civic activity is in the planning stage for Easter—this may prove to be the highlight of the activities for the year.

If everything goes as planned, the Minneapolis-St. Paul Alumni Club should experience a most profitable Winter and Spring season. The Minneapolis-St. Paul Alumni Club wishes all Deltasigs a most rewarding year.—NORMAN R. KALVODA

CHICAGO

THE BROTHERS, WIVES, children and grandchildren of the Chicago Alumni Club, along with twenty young guests from the DePaul Settlement House, celebrated Christmas a little early this year. On Saturday morning, December 21, we met at Theatre First to see the children's play, "Hans Brinker", and later went to Zum Deutschen Eck restaurant for a gala holiday repast of hamburgers, milk, soda and other goodies. The alumni wish to thank the men of Beta Chapter who provided the transportation and substituted as fathers for our young guests.

On Saturday evening, January 11, the members of the Chicago Alumni Club and their wives or dates inaugurated the New Year with a dinner—theatre party at the Ivanhoe Restaurant. We dined on either roast Long Island duckling or roast sirloin of beef in one of the private dining halls. After dinner we attended "Little Mary Sunshine", starring Eileen Brennan. After the theatre we went down into The Catacombs to fortify ourselves against Chicago's wintery blasts.

Tuesday evening, February 11, the Club invited the local undergraduates to the Del-

tasig House for a spaghetti dinner with all the trimmings.

Future events scheduled for this season include in March a dinner at Orlando's when we will honor those old rogues, our Past Presidents. In April the ladies will again join us at the Deltasig House for a Pot Luck social. May is the month we spend a night at Sportsman's Park trying for the daily double and other winners. Last, but not least, is our annual golf outing and banquet at the Midwest Country Club in June.

To all Deltasigs living within the Chicago Metropolitan Area we extend the welcoming hand of brotherhood. Contact us at 42 East Cedar Street, Chicago, Illinois, 60611.—DON F. HOLEM

PITTSBURGH

THE PITTSBURGH ALUMNI CLUB welcomes Brother Bob King who was active in Gamma Rho Chapter at the University of Detroit and, since December, active in the Pittsburgh Alumni Club. Welcomes are also in order for two brothers who have not been with us for a while. Brother Carroll Reynolds has recently returned from a one and one half-year stint in Thailand on a special assignment for the University of Pittsburgh. Brother Bob Baldwin has recently completed his doctoral work and has returned from Bowling Green State University to teach at Pitt. It's nice to have these three brothers with us.

Plans are afoot for a Past President's night and a Square Dance, according to Brother Vic Scrivo, president of the Alumni Club. Notices will be sent to all active brothers as soon as dates are firmed up.

Plans are also afoot to make our Delta Dames a more active and integral part of the Alumni Club. The official name is the Pittsburgh Alumni Club Auxiliary, or the Delta Sig-ma's; the leadership is being provided by Mrs. Barbara Levy who is urging all Delta Dames in the Pittsburgh area to become charter members of this auxiliary club. For more particulars and membership information you can get in touch with Barb by calling 341-4141 or by writing to her at 536 Chatham Park Drive, Apartment 1-A, Pittsburgh, Pa. 15220. (Ladies, if your husband is not active in Delta Sigma Pi you can have him call Brother Herb Finney at 521-4061 who will have all the information ready for him. Then, you can join the Delta Sig-ma's of Pittsburgh.)—BERNARD J. MICHALEK

NEW ORLEANS

As we begin our second year of operation, the men of the New Orleans Alumni Club look back with pride on what was accomplished during our first year. Our membership is growing constantly as word spreads throughout New Orleans, and we are looking forward to a second year that will exceed all initial expectations.

We marked our anniversary with a party in honor of the original function that grew into our present Club. The Club has also sponsored a family picnic, and barbecue supper. The most unusual function so far was a Wine Tasting Party to which members and their guests sampled wines and cheeses from around the world.

A supper dance is being scheduled for the near future, and a business meeting is to be held in the tap room of a local brewery. We are sure everyone will enjoy sampling "the product" and meeting our new members.

All Brothers in Metropolitan New Orleans interested in continuing the spirit of brotherhood acquired during undergraduate study are requested to contact Richard Shields at 282-3173 or Bob Cummiskey at 888-1969. Do not let the end of undergraduate days terminate your affiliation with Deltasig. Act now and help the club to grow into one of the best in the fraternity. New memberships bring new ideas, and new ideas are the ingredients of an active brotherhood.—ROBERT CUMMISKEY

HOUSTON

OUR FIRST YEAR of activity really went into orbit the last two months. For our November meeting we listened to a talk about the Confederate Museum located at Richmond, Virginia. It was given by a gentleman who had been associated with it for a number of years. His lecture included a great number of detailed slides showing the history of the museum, as well as its current exhibits and displays.

As December is traditionally the month of parties and celebrations, we had no regularly scheduled business meeting. Instead, our President, Gerald Franklin, held an open house at his new home.

Our winter meetings included a trip to a hockey match in January and a tour of the Budweiser brewery in February.

Our local alumni club continues to grow rapidly. However, we would still like to hear from any brothers that we have not contacted and who would be interested in joining us.—GUS A. AMUNDSEN

Reno S. Knouse is Honored as the Nation's Outstanding teacher-educator of Distribution

Reno S. Knouse, professor of distributive education, School of Education, State University of New York at Albany, recently was honored as the nation's outstanding teacher-educator in the field of distribution. He was the first recipient of the Academy Award presented by the Council for Distributive Teacher Education in Dallas, Texas.

As the first member installed in the Academy of Distributive Teacher Education, Brother Knouse received a certificate for meritorious achievements and outstanding contributions to the profession of distributive teacher education. The award was presented at the annual Chain Store Luncheon attended by 860 distributive educators from 50 states and Puerto Rico during the American Vocational Association Convention.

Brother Knouse served as the first president of the Council in 1962 and has been active as Chairman of its Research and Publications Committee since 1963. He is the author or editor of 52 publications including 28 professional articles, 16 research bulletins, 6 miscellaneous bulletins, a research kit, and a college textbook in the field of advertising.

For more than two decades, Brother Knouse has been active in area, state, regional and national activities. He served on the National Advisory Committee of the Distributive Education Clubs of America and was program chairman for three national conventions. In 1963 he received the organization's Outstanding Service Award. In 1962, he received a Danforth Research Grant and a Fellowship from the Foundation for Economic Education. He has served on committees of the American Vocational Association including the National Advisory Committee and the Council on Teacher Education. The President's Award in Recognition of Significant Contributions to Vocational and Practical Arts Education was awarded to him in 1960.

He is a member of Sales and Marketing Executives, International, and has served as National Vice Chairman of both the Distributive Education Committee and the Selling as A Career Essay Committee. He is also a member of Pi Omega Pi and Delta Pi Epsilon and a charter member of Zeta Psi Chapter of Delta Sigma Pi at the State University of New York at Albany.

Milton Zapata is Named Puerto Rico Secretary of Commerce

Anyone knowing Milton Zapata could have taken bets that he would eventually drift into public service. Throughout his adult life, Brother Zapata has been a successful businessman with an extremely



THE NEW SECRETARY of Commerce in Puerto Rico is Brother Milton Zapata, a member of Beta Phi Chapter at Southern Methodist University.

active interest in the community around him. He has been picked by Governor Luis A. Ferre to serve in the Puerto Rican cabinet as Secretary of Commerce.

Born in Mayaguez, Puerto Rico, he moved into his father's business soon after graduation from Southern Methodist University, Dallas, Texas, and helped build the concern, Puerto Rico Home Appliance Corporation, into one of the largest appliance distributing firms on the island.

He is very active with the San Juan Junior Chamber International and was instrumental in bringing the Junior Chamber World convention to San Juan in 1962. At that time he was elected president, the first Puerto Rican to become world president of an international service organization.

He has served as the president of the President's Council of Inter American University, as a director of the Urban Renewal and Housing Corporation, the Board of Advisers of the Small Business Administration and of the United States Regional Export Council.

Brother Zapata is a Life Member of Beta Phi Chapter of Delta Sigma Pi Southern Methodist. He is married to Teresita Bird. They have four children.

Rodriguez Appointed Dean of New Division of Business Administration at Nicholls State College

DR. LOUIS J. RODRIGUEZ, a charter member of Eta Iota Chapter, has been appointed Dean of the newly created Division of Business Administration at Nicholls State College in Thibodaux, Louisiana. The new dean holds the B.A. degree in economics from Newark College of Rutgers University and the M.A. and Ph.D. in economics from Louisiana State University. He is an honorary Alcee Fortier Professor at Nicholls State College. Dr. Rodriguez has had articles published or accepted in the *Southwest Social Science Quarterly*, *Louisiana Schools*, *McNeese Review*, *Louisiana Studies* and the *Southwestern Proceedings*. He has served on the Louisiana State Department of Education Committee studying the teaching of economics in Louisiana high schools. Currently, he is Assistant Field Director of the Louisiana Council on Economic Education and is serving as Vice Chairman of the Business and Economics Section for the Louisiana Conference of Colleges and Universities.

Dr. Rodriguez is a member of the American Economic Association, Southern Economic Association, Southwest Social Science Association, Southern Business Administration Association, Louisiana Teachers' Association. He served as Chairman of the Department of Business Administration at Nich-

olls from 1965-1967 and as Director of the MBA Program in 1968.



DR. LOUIS J. RODRIGUEZ, a charter member of Eta Iota Chapter at Nicholls State College, has been appointed dean of the new Division of Business Administration at Nicholls State.

John A. Volpe is Secretary of Transportation

The Commonwealth of Massachusetts has lost its able governor but the country has gained a very capable, hard working Secretary of Transportation in John A. Volpe.

John Volpe is noted for his hard work and dedication to duty. Born in Wakefield, Massachusetts, of immigrant parents of ordinary means, he worked as a plasterer apprentice while attending high school. He became a journeyman plasterer and at the same time attended night school. Two years later he was able to resume his education on a full-time basis after which he graduated from Wentworth Institute in Boston where he majored in architectural engineering.



JOHN A. VOLPE, a member of Delta Kappa Chapter at Boston College, and former Governor of the Commonwealth of Massachusetts, is the new Secretary of Transportation in the cabinet of President Richard M. Nixon.

At the height of the depression in 1933, with his characteristic ambition and enterprise, he cashed in a \$300 insurance policy, borrowed another \$200 and began his own construction company. From 1943 until the end of World War II he served with the Civil Engineer Corps of the United States Navy, returning to civilian life with the rank of Lieutenant Commander.

After the War, he reopened his construction company and was soon doing work along the length of the eastern seaboard. In 1953 he was appointed Commissioner of Public Works in Massachusetts. Less than four years later President Dwight D. Eisenhower named him as the



DR. RAYMOND E. GLOS, *Miami-Ohio*, former dean of the School of Business Administration at Miami University, Oxford, Ohio, and the present dean, Dr. Bill R. Moeckel, on the left, appraise the likeness of Dean Glos' portrait which is the gift of an anonymous donor. The portrait is the work of George R. Hoxie, Oxford master photographer. On Miami's faculty since 1927, the year the School of Business Administration was established, Brother Glos headed the school from 1937 until he asked to be relieved of the deanship in 1963. He continues as a professor of business at Miami.

Nation's first Federal Highway Administrator to supervise the launching of the nationwide \$40 billion Federal Interstate Highway program.

He first won his Party's nomination for Governor in 1960 and except for one period (1963-64) he has been the chief executive since that time. In 1966, he was returned to office for the first four-year term by a margin of more than half a million votes, largest in the state's history.

He is the recipient of 17 honorary degrees from a wide range of institutions of higher learning. In addition to being the past chairman of the National Governor's Conference and past President of the

Council of State Governments, he is a member of the Society of American Military Engineers, Greater Boston Chamber of Commerce and the Associated General Contractors of America, all of which he has served as president. A member of Delta Kappa Chapter of Delta Sigma Pi at Boston College, he is also a member of the Sons of Italy, Elks, American Legion, Knights of Columbus and Knights of Malta.

He is married to the former Jennie Benedetto, a graduate nurse. They have two married children and four grand children. John, Jr., is also a member of Delta Kappa Chapter.

Deltasigs Receive National Awards

Two Deltasigs from Minot, North Dakota, and Camden, New Jersey, have been named two of the 27 national winners of the Benjamin Franklin Quality Dealer Awards for 1969. They are Donald O. Moe, a member of Alpha Epsilon Chapter, and William G. Rohrer, a member of Beta Nu Chapter.

The Franklin Awards, which annually honor America's outstanding automobile dealers, are sponsored by The Saturday Evening Post Company, publishers of *Holiday*, *The Saturday Evening Post* and *Status*. The awards were established in 1960 with the co-operation of the National Automobile Dealers Association. As winners they were honored at the 1969 national convention of the National Automobile Dealers Association in early February in Houston, Texas.

Brother Moe was nominated for the national honor by the Automobile Dealers Association of North Dakota, of which he was the 1968 president. He entered the automo-

tive business in 1940 as a salesman. He is now president of Don Moe Dodge, Inc., and Don Moe Chrysler-Plymouth, Inc. He was initiated into Delta Sigma Pi in 1936 by Alpha Epsilon Chapter at the University of Minnesota at Minneapolis.

Holder of the "New Jersey Dealer of the Year", Bill Rohrer was automatically the State's candidate for the Benjamin Franklin award. He is the former treasurer of the New Jersey Automobile Dealers Association. He entered the automotive business in 1923 at the age of 14, working in the parts department of his father's dealership. The business had been founded in Williamsport, Pennsylvania, but was moved to Camden in 1929. He was later named parts manager and service manager before taking over the entire operation.

Both members are very active in civic work in their respective communities of Minot and Camden.

Stock Market Trading Axioms

by

James P. Ambrose, *Florida Southern*

Brother Ambrose is an Account Executive in the Fort Lauderdale office of Reynolds & Company. He teaches classes in Securities and Investments for the Adult Education Department of Broward County and writes a financial column for the *Fort Lauderdale Tribune*.

IN TODAY'S STOCK market many investors feel perplexed when making decisions. They either sell too soon or watch helplessly as their profits change to losses. As a stockbroker, I have frequently been asked for guidelines to use in buying and selling securities. Here are ten such guidelines for trading which I have compiled from experience, interviews, and research.

Five Axioms for Buying

1. Use Professional Research—Why act on hearsay or rumor when you can be provided with research reports prepared by full time, knowledgeable analysts?

2. Favor Growth Companies—Look for the corporation that is increasing its earnings at a higher rate than the industry. Concentrate on companies where their earnings are estimated to grow faster than their estimated price-earnings ratio. Keep in mind that a corporation which consistently plows back a large percentage of its earnings into research and product development may benefit greatly in the future from these expenditures. I feel that investments should be chosen primarily for capital gains. If your capital grows, your income will probably grow too—as dividends might be increased along with rising earnings.

3. Let Your Profits Run—Many investors do all the essential investigation required in selecting their stocks which appear to have great potential, and then they sell the stock the minute they have a five or ten percent profit. People forget that most stocks tend to gather momentum as they attract buying interest and often go from under-value to fair-value to over-value. A "stop order" can be used to protect your profit and it gives your investment a chance to grow.

4. Better to Average Up Than Down—If the price of the stock which you just purchased is going up, then other investors are agreeing with your judgment. If the price is going down, then the stock market is telling you that others feel your

company is worth less. If you have researched your commitment well, and it does have the potential for a possible appreciation of, say, fifty percent or more, then it makes sense to add to your profitable positions.

5. Diversify, But Not Too Widely—I have found from personal observation that the investor who has between three and nine different issues tends to make better market decisions than one who has over a dozen stocks in his portfolio. It is hard for him to keep abreast of the changes that directly affect the investments. The longer the list, the easier it is for one to procrastinate when a basic decision should be made. In a business which fluctuates as much as the stock market, the unexpected can always happen. No matter how good your research is, it may be too risky to put "all your eggs in one basket." For this reason, I believe that every portfolio should contain at least three stocks in three different industries.

When one has made his selections and invested his money, when should he sell?

Five Axioms for Selling

1. Early Knowledge of Adverse



SHOWN HERE IS James H. Hanes, vice president of C. S. McKee Company, following an address at the regular monthly meeting of the Pittsburgh Alumni Club. Seated with him on the right is James K. Elderkin, Jr., treasurer of the Alumni Club.

Changes—Any time the investor receives information that might adversely affect the profit margin, financial structure, or earnings, he should consider eliminating the company from his portfolio. I have found that when I first discover that a company might not earn as much as our original estimate, it is generally better to sell the stock rather than risk waiting for it to perform better—unless there is some non-recurring reason for the earnings decline.

2. Excessive Increase in Market Price—When the market price goes up at a faster rate than the estimated increase in the earnings per share, it is a signal to sell. When the price-earnings ratio sells at a higher figure than the estimated increase in earnings, one should consider selling his stock—unless there are compelling reasons to hold for the longer term.

3. Ten Percent Decline—If the security drops ten percent from its high after purchase, the market is telling us that the stock is worth less. Cut your loss short and you will not be locked into an unprofitable position. If the general market is going down, the investor cannot stop it. It is better to be liquid for several days or weeks until the trend changes.

4. Change in Investors' Psychology—Industry group charts help to establish public buying trends. The industry leading the market rarely holds the number one position over twelve months. The same industry can then lose favor with the investor and trade at lower levels for a long period of time.

5. Better Investment—If you think there is a better place for your money, then put it there. If the stock that you presently own has a potential of a 5% increase, and you find another stock that has a 50% possible increase, would it not make sense to sell one and buy the other?

Now that we have our ten axioms for buying and selling, try to eliminate emotion when making decisions, and keep a sense of humor.

Eta Omicron Chapter Installed at Northeast Louisiana State College

ON SATURDAY, December 14, 1968, the Eta Omicron Chapter of Delta Sigma Pi was installed at Northeast Louisiana State College in Monroe. It is the eighth chapter of the Fraternity to be installed in the state of Louisiana and the 155th chapter of the Fraternity. Other chapters in Louisiana are Beta Zeta at Louisiana State University at Baton Rouge, Beta Psi at Louisiana Polytechnic Institute at Ruston, Gamma Mu at Tulane University, Delta Nu at Loyola University and Epsilon Nu at Louisiana State University, all in New Orleans, Zeta Sigma at Southeastern Louisiana College at Hammond, and Eta Iota at Nicholls State College at Thibodaux.

The day's activities began with registration at the College Union Building following the arrival of national officers and chapter delegations. After a tour of the campus, members of the new chapter and others in attendance joined together for an informal luncheon at Coenen Cafeteria located on campus.

Following lunch, Grand President M. John Marko headed the ritual team for the informal and formal ritualistic initiation held in Hanna Hall on campus. Assisting him were Regional Director James A. Webb, Jr., Executive Secretary Ben H. Wolfenberger, District Directors Larry H. Jarrell and James F. Freeman, Jr., and Lyndon Dawson, advisor to Eta Omicron Chapter. Also assisting were delegations from Alpha Phi Chapter, University of Mississippi; Beta Psi Chapter, Louisiana Polytechnic Institute; Gamma Tau Chapter, University of Southern Mississippi; and Zeta Iota Chapter, Mississippi College.

After completion of the initiation ceremonies, the program moved to the Magnolia Room of the new Ramada Inn in Monroe for the installation banquet. Amid the holiday decorations and with Regional Director James A. Webb, Jr., serving as toastmaster, the program opened with William F. Bond, senior vice president of the chapter, giving the invocation. Dr. George T. Walker, president of Northeast Louisiana State College, then welcomed the new chapter and its members and the out of town guests to the campus. Dr. Dwight D. Vines, dean of the School of Business Administration,

presented a history of his school, and all were honored to have James T. Johnson, *Louisiana Tech*, the first commerce instructor at Northeast Louisiana State, on hand for the occasion. Brother Ronnie Binns, secretary of the new chapter, followed with a history of Beta Alpha Nu Fraternity which became Eta Omicron Chapter of Delta Sigma Pi.

The day's activities were climaxed when Grand President M. John Marko presented the charge and charter to President Ray L. Crowell who accepted it on behalf of all the members of Eta Omicron Chapter. Executive Secretary Ben Wolfenberger presented the many letters of welcome received from throughout the fraternity. Concluding the program was the presentation of the chapter gavel to President Ray L. Crowell by Regional Director James A. Webb, Jr., with the wish that it would add to the chapter's continued success.

History of Northeast Louisiana State College

Northeast Louisiana State College

opened for its first session in September, 1931, as Ouachita Parish Junior College and was operated as part of the Ouachita Parish school system. In 1934, the College became affiliated with Louisiana State University by an act of the State Legislature and was operated as Northeast Center of Louisiana State University. The name of the College was changed again in 1939 to Northeast Junior College of Louisiana State University.

In 1950, the Legislature provided for the expansion of Northeast Junior College to a four-year institution and its transfer from Louisiana State University to the State Board of Education. The name was then changed to Northeast Louisiana State College.

Curricula are offered by Northeast in the Schools of Business Administration, Education, Liberal Arts, Pharmacy, and Pure and Applied Sciences. The College also offers courses in the pre-professional fields of dentistry, engineering, forestry, law, medicine, social work, veterinary medicine and agricultural education. The graduate school, established in 1961, of-



RAY CROWELL, president of Eta Omicron Chapter at Northeast Louisiana State College is shown here accepting the chapter charter from Grand President M. John Marko during the installation ceremonies held at the Ramada Inn in Monroe, Louisiana.

fers master's degrees in art, biology, business administration, chemistry, education, English, geology, health and physical education, history, mathematics, music, pharmacy, physics, social sciences, and speech.

The College is a member of the Southern Association of Colleges and Schools and a number of other accrediting agencies.

Northeast Louisiana State College is presently the third largest state supported college under the Louisiana State Board of Education with an enrollment of 7,602 students. The enrollment includes students from 39 states and 19 foreign countries. The campus is located on the northeast edge of the City of Monroe along both sides of Bayou DeSiard.

School of Business Administration History

On July 26, 1950, Northeast Louisiana State became a four-year senior college at which time the Department of Business Administration was formed.

Students majoring in business administration have been grouped into divisions with specialized options of finance, industrial management, insurance, management, business data processing and general business.

The School of Business at Northeast has undergone rapid growth from its in-



TYPICAL OF THE TREE covered campus of Northeast Louisiana State College, which is situated along the banks of Bayou DeSiard in Monroe, is this scene. Delta Sigma Pi recently installed its 155th undergraduate chapter on this campus.

ception. In the ten years between 1958 and the present, the School of Business has experienced an increase in enrollment of over 300 per cent. The total enrollment in the School of Business today is 1,846 including 59 in the graduate program. The forecasted enrollment for 1970 is expected to be 2,500.

There are 50 faculty members in the

School of Business. Over 50 per cent of the faculty hold terminal degrees and at least ten others are working on their doctoral dissertations.

The School of Business is presently housed in T. O. Brown Hall, one of the early buildings to be completed on the campus. A new Administration-School of Business Administration building is now under construction and is expected to be ready for occupancy in September, 1969.

Dr. Dwight D. Vines is presently Dean of the School of Business Administration, a position he has held since August 1964.



LOCATED ON THE EAST side of Bayou DeSiard, Olin Hall is the newest residence hall on the campus of Northeast Louisiana State College in Monroe. This 11 story building provides residence for 832 male students.

History of Beta Alpha Nu

The formation of Beta Alpha Nu Fraternity at Northeast Louisiana State College began in March, 1968, when a group of interested students under the direction of Brothers Jack Thornhill and Lyndon Dawson expressed their desire to form a professional business fraternity on the campus. The interest and enthusiasm of this group was heightened on April 8, when South Central Regional Director James A. Webb, Jr., visited the campus and discussed the requirements of Delta Sigma Pi for a chapter charter.

On April 23, 1968, a meeting was held to select a name for the organization. Thus, Beta Alpha Nu was formed. At this meeting, officers were elected to guide the group in obtaining a chapter charter of Delta Sigma Pi. The organiza-

(Continued on page 107)

New Mexico School of Business and Administrative Sciences Occupies New Building

THIS ACADEMIC YEAR is one of change for the business school at the University of New Mexico at Albuquerque. The school has moved into a new \$900,000 business complex and has changed its name from the College of Business Administration to the School of Business and Administrative Science.

Picture windows that look out on the towering Sandia Mountains and balconies that give a sweeping view of other pueblo-style structures on campus comprise part of the structure designed by John Reed. Reed utilized southwestern architecture traditional to the University of New Mexico to create this modern, convenient structure.

The educational concepts behind the plans of the business complex area are the work of Doctors Howard Finston, former Dean of the College of Business Administration, and William Huber, dean of the School of Business and Administrative Sciences. Their desire was to build cohesiveness within the school through this building.

The student-faculty lounge on the second floor provides an informal meeting



Shown here is a typical classroom in the new School of Business building at the University of New Mexico in Albuquerque.

place in which students may become better acquainted with each other and their professors. This carpeted room brings the white wrought-iron furniture used on the balconies into the building and offers

lunch facilities to students and faculty members.

Balconies also outfitted for student use overlook the fountains and benches in the courtyard below. These provide a pleasant atmosphere for business students to talk, study, or rest between classes. The sunny New Mexico climate makes these outdoor facilities useful the year round.

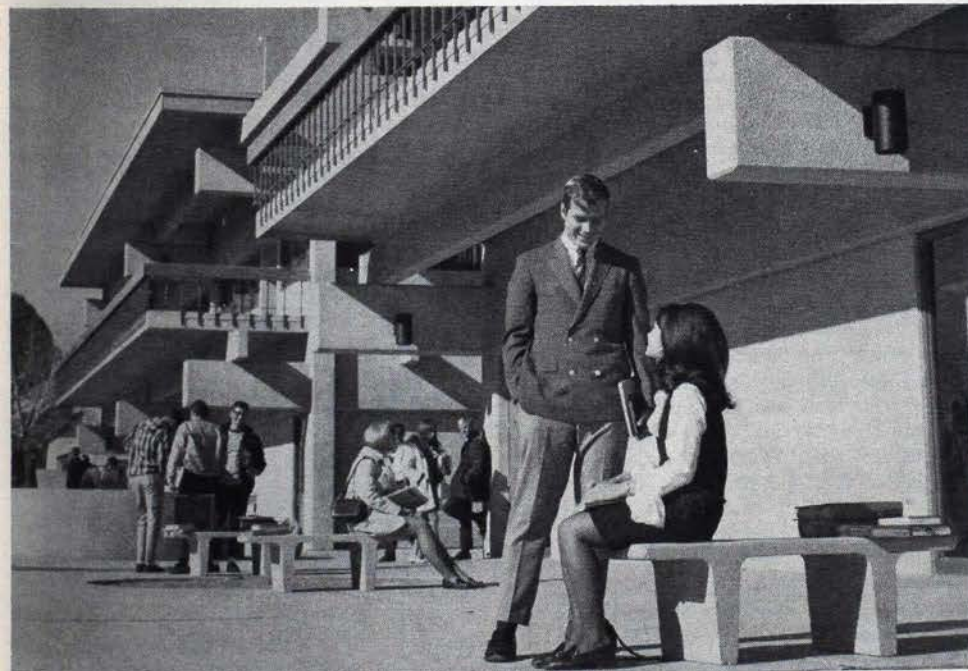
Because the University of New Mexico is largely a commuter campus, these facilities are especially important to students who are on campus all day and have the majority of their classes in the business complex.

The second floor of the west wing also contains the offices of faculty members, administrative personnel, and graduate assistants.

The east wing houses the business library, a branch of the main university library. Off the library study area are rooms available for graduate seminars and group discussions.

Four amphitheater lecture halls for undergraduate classes are located on the south side of the complex. Each seats sixty people and is equipped with facilities

(Continued on page 113)



An interesting feature of the new School of Business and Administrative Sciences building at the University of New Mexico is this mall.



CHAPTERS

WISCONSIN

THE START OF THE second half of the year shows continued progress being made by the men of Psi Chapter. Homecoming '68 proved successful with Psi Chapter winning laurels and a trophy for first place in displays. Playboy has not yet recovered; but neither has our football team.

The 1968 Rose Formal was held on December 7, with Miss Debbie Shouldice being selected our "Rose" Queen. The Sons of Liberty played, but who needed music anyway. The runnersup, who made up the Queen's Court, were Miss Karen Pohl and Miss Ann Gordon.

The pledges held their party on February 8. They highlighted the evening's festivities with the traditional pledge skit, which was the usual type of light, entertaining humor. Tsk, tsk, tsk. The following week the pledge class was initiated to swell the ranks of the chapter, depleted by graduation. We know that these men will continue to bring credit to the name of Delta Sigma Pi.

Professional activities, as usual, play a large part in our fraternal life. Our major first semester field trip to Milwaukee was the finale to a full schedule of activities. A tour, luncheon and talks by several members of the management of St. Luke's Hospital was followed by a tour of the Pabst Brewing Company. Members of the advertising and finance departments spoke to the group of 35 members and pledges who made the trip.

It is hoped that some new rushing techniques will bring in a large pledge class for the second semester. Although chances for a repeat of last year's 100,000 point performance seem slight, prospects for next year continue to improve.—LAWRENCE M. VICTOR

LOYOLA—Chicago

GAMMA PI CHAPTER at Loyola University received four outstanding men at initiation in December. These new Brothers have proved to be valuable assets to our fraternity, and to our society. The new Brothers are John Nottoli, Jack Monco, Tom Heraty and Bill Hazek.

Our professional program this semester included interesting speakers whom the Brothers enjoyed listening to very much. On December 4, Mr. Bernard Kleinki, a patent lawyer and member of Deltasig, discussed his profession and the benefits drawn from his training at De Paul University and Northwestern University.

In the third week of December, Mr. Paul Rego, a member of Garfield and Associates, a management consultant firm, spoke on the colorful side of sales and various aspects of

salesmanship. On January 8, Mr. Nessinger, a partner in Arthur Anderson & Company, in charge of recruiting for the Chicago District, discussed various aspects of his company.

All the Brothers of Gamma Pi Chapter had an enjoyable evening of dinner and dancing at the Flying Carpet Restaurant where our Dinner Dance was held on December 21. We are planning our Spring Dinner Dance at Henricci's at the O'Hare Inn.

—WAYNE J. HAMPEL

PITTSBURGH

LAMBDA CHAPTER at the University of Pittsburgh joined with the Pittsburgh Alumni Club in celebrating a big double-header on November 9, 1968. Initiation ceremonies were held that morning, followed by the annual Founders' Day Dinner held at the Ankara Supper Club that evening. Those in attendance had an enjoyable evening of dining and dancing and entertainment supplied by the Ink Spots.

On November 15, 1968, a unique meeting was held. While the Brothers held their business meeting, wives and girlfriends of the Brothers toured the university and the new Hillman Library on campus. The social gathering afterwards was enjoyed by the guests as well as by the Brothers.

Recent initiates of Lambda Chapter are: Bob Pollak, Ed Robinson, Don Conte, Tom Dodds, and Carl Hjerpedt. These new additions to our already hard working Brothers should assure us of achieving 100,000 points in the Chapter Efficiency Index.—JAMES A. ZEHFUSS

WAKE FOREST

GAMMA NU CHAPTER at Wake Forest University finds itself in a unique and gratifying situation at the start of the spring semester. The fall semester pledge class met all the expectations of the brothers and more. Having initiated fifteen neophytes, the brotherhood has now reached an impressive total of 41 brothers. The initiation banquet and combo party, to which all members of the business school faculty were invited, was one of the highlights of the fall semester.

Not content to sit on their laurels, the brothers will be actively seeking a new group of neophytes to equal the quantity and quality the present brotherhood has attained. A large drawing card will be our spring semester rush party, featuring the music of the Blu Erebus and the fine dancing of Brother John Baker. House parties will be interspersed to round out the social activities for the semester.

One cannot say enough about the enthusiasm and vigor generated by the Gamma Nu Chapter's sports schedule this year. The Deltasigs were victorious again this year in winning the Independent Bowling League Championship and going on to become the all-campus champions. Not to be outdone by their bowling record, the Deltasig "A" basketball team is presently undefeated with another trophy in sight. Unfortunately, the Deltasig "B" team has not tasted victory yet, failing to realize that you must shoot to win. His steps on the dance floor have proved of great help to Brother Baker in winning the league championship in table tennis for the chapter. Finally, in keeping with the idea that everyone has some ability, the pledge-brother football game was held and, as predicted, the brothers won an easy victory.

Under the able direction of Butch Peatross, the professional program has really come to life. The brothers were pleased to have as their guest the Communications Director of Integon, formerly Security Life and Trust Co., finding his talk of great interest. Also speaking to the brotherhood was Phillip Bargoil of the Burroughs Corporation. Brother Peatross has attempted to arrange a program of at least two tours per semester and a speaker per month, and has succeeded thus far.

Brothers Love and Bris-Bois represented the Deltasigs at the Fancourt Seminar on textiles in the fall, and Brother V.C. Bruton is presently serving an internship with the Peat, Marwick, and Mitchell accounting firm.

As always, the brothers welcome all Deltasigs to visit them in their remodeled house in Winston-Salem.—GREG BAXTER



BERNIE MICHALEK, on the left, and Ed Munford, a member of the Executive Committee of the Pittsburgh Alumni Club, discuss the new scholarship plans of the Alumni Club at a dinner meeting at the Hotel Webster Hall.

WESTERN STATE

ZETA KAPPA CHAPTER has indeed had a very active quarter. The highlight, of course, was our Regional Meeting in Albuquerque, New Mexico. With 17 members present, we were indeed well represented. We are all proud of the fact that Zeta Kappa Chapter was able to bring home to Gunnison the Regional trophy as well as the awards for the Chapter Efficiency Index for the last two years. The most prized award received, however, was the new knowledge and understanding that our members gained by attending the meetings and by talking with the other members. We are now trying to put these new ideas into action in order to improve our chapter.

Our activities on campus this quarter included an information desk in the Student Union during registration, active participation in the intramural sports (including a first place in volleyball), various speakers from our college faculty, and the presentation of a "ride board" to the College Union.

In the near future we are planning various tours to Denver and Grand Junction, as well as to Salt Lake City. We are now in the planning stages for our next pledge rush, in which we hope to put into practice the ideas brought out at the Regional Convention.

LA SALLE

EPSILON SIGMA CHAPTER helped welcome in the new year with our Third Annual New Year's Eve Party, which topped both preceding parties in entertainment and participation. Besides the full attendance of the undergraduate chapter, many alumni brothers attended; many of which we hadn't seen for quite a while. It will be tough for new social committees to top such an extremely successful evening in years to come. With the social schedule off to such a good start, we are looking forward to many more enjoyable parties this semester. It will be the job of the new social committee to organize this year's Spring Dinner Dance; this semi-formal affair has been enjoyable in the past, and we are sure that this year's will be even better. It is at this Spring Dinner Dance that the chapter gives its awards to the senior brothers for outstanding services to the fraternity.

We are presently in the midst of changing administrations; this year's elections were held in February and a new Executive Board chosen. The outgoing officers are working hard to ensure a smooth transition. Brother Leonard Sweda, the outgoing rushmaster, has already been working on some new ideas for this semester's rush period; he will work with the newly elected rushmaster in supervising and instructing the future rushes.

Our congratulations go out to Brother John Remshard for creating the design and supervising the building of last semester's Tap Off Rally float. John helped earn us another trophy for first place in the fraternity division.

At this time, the professional schedule is still in the making, but we are promised several guest speakers and plant tours to complement the business films already scheduled. The brothers are also looking forward

to this year's softball season. We feel that we have the talent to be a real threat for top honors in the fraternity intramural league.

Finally, we would like to take this chance to congratulate the Deltasigs newly initiated into our chapter and all the chapters of Delta Sigma Pi. We are sure we can count on our new brothers to assist us in our quest for perfection in the Chapter Efficiency Index.—BILL MARTIN

GEORGIA STATE

KAPPA CHAPTER at Georgia State College has worked hard to add points to our standing in the Chapter Efficiency Index. We are especially proud of our professional program which has furthered our affiliation with the commercial aspect of our education. We are also pleased with the results of our rush program this past school year. An outstanding group of students of Business Administration have been initiated and will add much strength and imagination to the chapter for next year.

Plans for the close of the school year are well under way. Kappa Chapter will be host to several outstanding businessmen at our coming professional dinners. A Spring picnic is an event all the brothers anticipate for a day of fun and food. And the event which we look forward to most, the "Rose" Ball, promises to be superb in the Kappa Chapter style and tradition. It will be an occasion of fraternal spirit and enjoyment for all the Brothers and honored alumni.

As we enter the last three months of the school year, the Brothers of Kappa Chapter wish success to all chapters in achieving their 100,000 points in the Chapter Efficiency Index.—DENNIS R. PRINCE

MISSOURI—Columbia

ALPHA BETA CHAPTER, at the University of Missouri, completed a very successful Fall semester. The activities were varied in nature and rewarding to all. The professional meetings included representatives from McDonald Douglas Aircraft, Ernst & Ernst Certified Public Accountants, and the Computer Center of the University of Missouri. Kansas City was the location for our Fall industrial tour. Places of interest visited were Hallmark Cards, Kansas City Power and Light Company, and the Chevrolet Plant. Professional activities were a major portion of Alpha Beta Chapter's agenda, but they were supplemented by intramural sports. Even though the Deltasigs were not the champs in football, they are showing their true skills in basketball and are looking forward to the Delta Sigma Pi Regional Basketball Tournament. The activity which highlighted the semester was the annual Christmas Formal.

The objectives of the pledge program, which included education of Delta Sigma Pi, becoming acquainted with the members, and developing unity within the pledge class, were accomplished through the following activities and projects. Under the supervision of the pledge education, the pledges organized by electing their officers. Their first project was building a homecoming decora-

tion on the lawn of the Business and Public Administration building. Plans for the decoration were discussed when the pledges gathered for a planning session and party. The class made an effort to meet and know all the members by visiting with each one and obtaining his signature and his area of concentration in college. On occasions the class visited chapter meetings and participated in a pledge-member football game.

After proving their knowledge of Delta Sigma Pi by passing the pledge examination and meeting the standards of the chapter we deemed them worthy for initiation, which was held on January 12. After initiation of the pledges in the afternoon, the new initiates and their Brothers united for a formal banquet in the evening. The Brothers of Alpha Beta Chapter are looking forward to a great Spring semester.—HARLAN IDEL

TULSA

BETA CHI CHAPTER at the University of Tulsa continues in its aggressive campaign to select from the School of Business Administration the best qualified men to join our pledge class.

Our initiation was held in the Skychef room at the Tulsa International Airport on January 12. At that time we initiated six new members: Gary Clark, Joel Robeson, John Small, Paul Vandruff, Steve Sperber, and Rick Yard. These new brothers were glad to become Deltasigs and eager to help the fraternity progress.

With the close of a successful 1968, the Brothers look even more eagerly to the start of 1969. This year's program includes a more enlarged and helpful rushing program and group tours to various industries in the Tulsa area, plus many more new ventures and ideas that the Brothers of Beta Chi Chapter wish to discuss before voting on them.

That's a brief outline of what happened this Fall. So, until next time we wish all our brothers a successful and happy year.—BILL DUTCHYSHYN

NORTH TEXAS STATE

THE BROTHERS OF Delta Epsilon Chapter at North Texas State University were disappointed to learn that Dean O. J. Curry had stepped down as Dean of the College of Business Administration. Brother Curry was a charter member of Delta Epsilon Chapter and had been assigned Delta Epsilon number one. A true Texan, he received both his Bachelor of Business Administration and Master of Business Administration degrees from the University of Texas at Austin. He received his Ph.D. from the University of Michigan at Ann Arbor.

Brother Curry is an ex-officio member of the North Texas State University Faculty Council and a permanent member of the Graduate Council which consumes much of his time. Despite the many responsibilities placed upon him, he still found time to devote to Delta Epsilon Chapter. From the beginning he has always stood behind the chapter and has helped it when we needed it the most. Our hats are off to Brother O. J. Curry for a job well done.

C. W. POST

THE BROTHERS of Zeta Omicron Chapter have moved speedily their programs for 1969. We have planned two trips and will be the host to at least three speakers who will orient their talks on the "opportunities in their profession that are open to the brotherhood." Our chapter plans to meet with one of our two advisors to discuss the state of the business school at C. W. Post. We hope to arrive at some definite plans to help the students of commerce and our School of Business Administration.

Zeta Omicron Chapter has initiated its "summer work drive," which is designed to secure summer employment for the brothers. We hope to find any requesting brother a job with a firm that offers positions dealing with the aspect of business that the brother is studying. The brotherhood is currently endeavoring to continue its most successful basketball season in the chapter's history. Our success has been due to a strong backcourt and steadfast defense. The brothers of Zeta Omicron Chapter wish to extend an invitation to their brothers across the land to visit our chapter whenever in the New York area.—OWEN H. GRILL

DETROIT—Gamma Rho

GAMMA RHO CHAPTER at the University of Detroit proudly salutes our Brother, Thomas Collier, who was elected to the office of president in the Blue Key National Honor Fraternity. Tom is also currently serving as our chapter's chancellor.

The Fall semester initiation was very successful and we gained 11 new brothers, including one faculty member.

For our Fall charity function we hosted the boys from St. Peter's Home to a basketball game between the Detroit Pistons and the San Diego Rockets. The function was well received and the house fathers complimented us on the interest shown.

We capped off 1968 with a New Year's Eve Party and are now making plans for the successful completion of our Spring semester.—ROGER E. BENEDICT

PHILADELPHIA TEXTILES

ETA XI CHAPTER at Philadelphia College of Textiles and Science is now about four months old. In these four months we have assured ourselves that we are proud to be brothers of Delta Sigma Pi.

Thanks are due to Brothers Marko and Wolfenberger for all of the valuable help they gave us during our formative period; to Zeta Pi Chapter at St. Joseph's College and especially Brother Gainor for participating in our pledge period and our initiation. I'm sure Bob helped many of us to become brothers of Delta Sigma Pi. The brothers of Epsilon Kappa Chapter deserve a special thanks for traveling many miles to see us.

Eta Xi Chapter is proud to announce its first two alumni, Robert Sippell and Bruce Macauley. These men will be the first brothers of Eta Xi Chapter to make their mark on the business world and they will surely carry the name of Delta Sigma Pi proudly.

By February we had started our formal rush period. We will definitely meet our

quota because we have made Delta Sigma Pi the most sought after fraternity at Textiles. We will be very selective and maintain the stringent standards of Delta Sigma Pi.

In closing a message from our president Al Mandia: "At the time we were preparing for our installation I was told by brothers from other chapters that the most difficult challenge would be getting the brothers from Eta Xi Chapter involved without giving them a chance to lose interest in Delta Sigma Pi. After four months, I can proudly say that the brothers are very much involved with every activity of our chapter. Much credit can be given to Zeta Pi Chapter, especially Bob Gainor and Jack DiSepio. I can also proudly announce that we will achieve 100,000 points in the Chapter Efficiency Index during our first year. Best wishes for success and happiness."—JOHN IADEMARCO

EASTERN ILLINOIS

EPSILON OMEGA CHAPTER at Eastern Illinois University recently initiated eight new brothers. They are: Dale Barkalow, Rick Frothingham, Tom Hamilton, Dane Henry, Bob Mocella, Mike Pinnell, Mark Riggio, and Frank Yackle. This was the first time that Epsilon Omega Chapter had a son of a Deltasig become a member and Brother Robert A. Mocella, President of the Delta Sigma Pi Educational Foundation, was on hand to initiate his son, Bob. Tom Mocella, Director of the Central Region, was also on hand to help initiate the new brothers. After the initiation, we held our annual Founders' Day Banquet at the Holiday Inn in Mattoon, Illinois.

Epsilon Omega Chapter has purchased a plaque to inscribe the name of the brother with the highest grade point average for each quarter. He must have attained at least a B average. It is felt that this will help to

provide the Brothers of Epsilon Omega Chapter with some added incentive to attain a high grade point average.

In order to enhance our professional program and become more recognized on campus, the Brothers of Epsilon Omega Chapter have combined their efforts with various clubs and associations in bringing professional speakers to the campus of Eastern. On November 4, five speakers from Purdue University discussed possible careers in university administration. Rounding out our professional program for the Fall Quarter, Mr. Buddy Parrish, a sales representative from Upjohn Laboratories, spoke to the brothers on the sale and use of new drugs.—LARRY MENSCHEL

WEST LIBERTY STATE

DELTA OMEGA CHAPTER at West Liberty State has been very active over the past months. On November 22, Delta Sigma Pi sponsored a party for the orphans at the Woodsdale Orphanage Home. The evening was very enjoyable and included refreshments, games, and a tour of the home. We are currently planning a tour to the Corning Glass Company in Pittsburgh.

The pledges were initiated on December 7 and our dinner dance was held at Figaretti's Restaurant. Our guest speaker was Dr. Carl Basham of West Liberty State.

Socially, we had our Founders' Day dance in the Roman Lounge of the Bella Via Restaurant in Wheeling, West Virginia. We also had an informal party at the American Legion Hall in Wheeling.

Presently, we are planning a Business day at West Liberty. Deltasigs invite the neighboring high schools around Wheeling to participate. Also we planned to raffle a trip to Miami Beach, Florida, during semester break.—ROBERT N. SUSKO



ROBERT A. MOCELLA, second from the right, served as the Headmaster for the initiation of his son, Robert, second from the left, during the recent initiation of Epsilon Omega Chapter at Eastern Illinois University. Thomas M. Mocella, right, uncle of the new initiate and Director of the Central Region, was also on hand. On the left is Ed Zilewicz, president of Epsilon Omega Chapter.

SOUTHEASTERN LOUISIANA

ZETA SIGMA CHAPTER at Southeastern Louisiana College is happy to announce the initiation of 20 new brothers. The 20 new members are: David Bernard, Gerald Bordelon, Roy Bridges, Mike Capone, Bruce Clesi, Donald Cross, Rickie Hebert, Terry Manning, Jim McDaniel, Wayne Naquin, Louis Onesta, Ronald Preston, Cecil Ranzino, William Rieger, Joe Schilleci, James Simpson, Dan Watsky, Henry Welb, John Wilson, and Milton Zscheidrich.

Also initiated into the fraternity were Bel-ford Carver, instructor of business administrations at SLC; Charles Cloud, instructor in accounting; Dr. Basil O. Sweatt, head of the Department of Business Administration, and Dr. Clea Parker, President of the college.

Zeta Sigma Chapter is well on its way to another 100,000 points in the Chapter Efficiency Index. Brother Merlin Keanan, Chapter Efficiency Chairman, reports that the chapter has 28,700 points verified and another 40,000 mailed to The Central Office.

Zeta Sigma Chapter is now in the midst of the intramural basketball season. George Woodside, Paul Schiffbauer, Dale Douglas, Mike Capone and Richard Bailey are the nucleus of the ball club.

Last semester the fraternity took a professional tour of Avondale Shipyards, Inc., in New Orleans. Avondale is one of the largest, most automated shipyards in the country.

The Publications Committee, under the watchful eye of Historian Joe Bandera, has begun to publish a monthly newsletter. The pledge class of last semester started something new when they began to put out newsletters also. Ronnie Preston, the editor of the paper, did a tremendous job on the pledge paper.

Social Chairman Randy Hymel is now planning for the "Rose" Formal to be held on April 12 in the college student union. At the formal, Miss Paulette Boudreaux will relinquish her crown to the "Rose" of 1969. Paulette has done a tremendous job of public relations for our chapter and each Brother appreciates the help she has given to our chapter.—ROY MONTZ

SHEPHERD

EPSILON KAPPA CHAPTER wants to thank Gamma Sigma Chapter and Eta Xi Chapter for their hospitality extended to us upon our presence at their fall initiations. Thirty-five Brothers made their way to the University of Maryland and ten of these Brothers survived to converge on Philadelphia Textiles, which was celebrating their chapter installation. The opportunity to meet Deltasigs from the other Eastern Region chapters more than made the trip worthwhile. The doors of our humble abode are always open to any Brother.

The custom of publishing chapter professional activities will not be questioned by Epsilon Kappa Chapter. Our tours to date include the Chevrolet Automotive Plant in Baltimore, a scheduled weekend trip to Pittsburgh, and local tours of a bakery and an airplane assembly plant. In late January a tour of Mack Trucks, Inc., at Hagerstown,

Maryland, was also held. Speakers included a safety engineer from Du Pont, president of a vending machine company, a hospital administrator, and a lawyer. We hope to improve our efforts during the remainder of this semester.

The International Fraternity of Delta Sigma Pi has soundly established itself in the operations of government. Epsilon Kappa Chapter was recently asked to send an honorary representative to attend the Jefferson County Chamber of Commerce meetings. Brother Mick Johnson enthusiastically volunteered his services to the furtherance of local government.

Epsilon Kappa Chapter hopes that Brother Charles Farrar enjoyed his visit to our campus and found our small chapter functioning properly. Now, we can use him as a witness to testify to the fact that there truly is a place called Shepherdstown in West Virginia.

Let it be publicly known that we had some kind of a bachelor party for Brother Sam Turner on December 18, 1968. However, he and numerous members did make it to his wedding on December 21. After the wedding, Sam proclaimed that he would keep secret from the Brotherhood the exact place of his planned honeymoon. We always knew Sam had what it takes.

Epsilon Kappa Chapter feels that our five new members are good Deltasig men. To Bob Liembeck, Don Simpson, Dick Snyder, Buddy Lanham, and Dan Ellis we say welcome to the Brotherhood. May your thorough pledge education be transferred to our Spring class of potential Deltasigs.—FRANK BELL

LEWIS

THE 1968-69 SCHOOL year is proving to be both eventful and profitable for Zeta Xi Chapter. This year marks our adolescence, with the graduation last year of our remaining charter members. The adolescence, however, will be short-lived. This June, with the graduation of thirty Brothers who inherited command, Zeta Xi Chapter will finally reach adulthood. Past, present, and future, that is the course we have charted. Our Founders have recorded three years of perfect Chapter Efficiency. The "adolescents" are currently well on their way to another 100,000 point year. We feel that from this excellent base—our experiences, our learning, and especially our hard work—we may look to the future with confidence in ever-increasing achievement.

November 23, 1968, marked yet one more step in reaching our "adulthood," when we welcomed nine Deltasigs into the Chapter: John Aguzino, Mike Dawson, Art DeMarah, Bill Gilligan, Tom Huels, Roy LaBolle, Ron McIver, John Outly, and Lyle Peterson. We are also proud of our new additions, Don and Dale D'Ercole, who came to us from Alpha Omega Chapter.

This year, Zeta Xi Chapter is trying to strengthen our fraternal bonds with those Brothers who have graduated. It is our belief that a strong bond with those who have come before us is part of a solid foundation upon which a strong chapter is built. We hope this future orientation will grow and

prosper. One aid strengthening this bond brought in the New Year with a celebration that the Brothers, our Alumni, and our friends will long remember. Our hope for 1969 is peace, prosperity, growth, unity, and increasing returns for both Zeta Xi Chapter and Delta Sigma Pi.

Finally, Zeta Xi Chapter mourns the first passing of a Brother initiated into the Chapter. Brother Jack Ryan, charter member, was killed in action November 27, 1968, while serving his country in Viet Nam. Our prayers and sympathies are with his family. Surely, it was said of him, ". . . the world is better because he dwelt upon it." Our hope is for a safe return of all our Brothers in the armed forces.

The coming months promise us more activity and more work, and hopefully, another 100,000 points. This is the experience of Delta Sigma Pi.—WILLIAM T. HEPERLE

NEW YORK

THE BROTHERS present at the September meeting chose the Broadway hit, "Plaza Suite", for a theatre party which was held Monday evening, January 6, 1969. The brothers attending gathered at the New York University Club and enjoyed a hearty dinner before the show. Our thanks go to Brother Gorey and those others who handled the arrangements and obtained the tickets. Approximately 15 couples attended the affair.

Other social events are being planned and are forthcoming. All Deltasigs in the New York Area who would like to join us for a good time should call the local chapter house at GR5-9313 or Don Groene at 667-3773. If you like golf, baseball, or just a good party, get in touch! NYU vs. Notre Dame at the Garden is the next event.

It was recently brought to my attention that there is a Deltasig Scholarship Fund at New York University. Any brother making an alumni contribution to the University can earmark it to the Scholarship Fund.

We in New York wish all a happy and prosperous New Year.—EDWIN J. CUMMINGS

DE PAUL

ALPHA OMEGA CHAPTER at De Paul University has just initiated a fine pledge class as new brothers. We are also in the process of setting up our Spring rushing and pledging programs. The new brothers just initiated and those who will be initiated in June will quickly learn the responsibilities of leadership, since we are losing a third of our brothers in June when they graduate.

We are also in the planning stages of our Spring dance, "The Mayhem", which we hope will be bigger and better than last year's dance. The winter quarter at De Paul is always quiet with less activity than in any other time of the year, and we are looking forward to our quarter break.

We have had a good year thus far and hope to achieve 100,000 points this year in the Chapter Efficiency Index. We have achieved a close unity this year under the leadership of our president, Larry Dionne. We hope, too, that all the other chapters are having as fine a year as we are having.—THADDEUS ZALESKI



The Brothers of Delta Nu Chapter at Loyola University of the South are shown here as they cheer the Loyola football club on to victory over the LSUNO football club.

TEXAS CHRISTIAN

DELTA UPSILON CHAPTER at Texas Christian University has had a successful Fall semester. Our annual Business Week was better than ever before. It was well supported by both the faculty and the students in the M. J. Neeley School of Business. The mayor gave a proclamation declaring it to be Business Week in Fort Worth. Besides Business Week we have professional tours planned and have speakers from the local community come and speak to us during our chapter meetings.

The Brothers of Delta Upsilon Chapter have taken an active part in campus activities. We won third place in the homecoming float competition and got another trophy for our display case. We collected canned goods for a needy family and delivered them with a Christmas tree before we left for Christmas vacation.

Now we are selecting candidates to vote on for our "Rose" Queen in anticipation of our "Rose" Formal which we hold in early Spring. We are looking forward to this Spring semester, hoping that we may further the purpose of Delta Sigma Pi.—MIKE JACOB

LAMAR TECH

DELTA ETA CHAPTER at Lamar State College of Technology conducted a very successful pledge rush last semester. An information booth was set up in the School of Business Administration to answer any questions about Deltasig and to stimulate more interest in the fraternity. At a formal rush smoker, Dr. J. D. Landes, dean of the School of Business, led a discussion after the presentation of a slide show entitled, "The Story of Delta Sigma Pi". At a second smoker, prospective members became better acquainted with undergraduate Deltasigs, faculty members, and alumni. A picnic was Delta Eta Chapter's final rush function. All faculty members, undergraduate members, prospective members, and their dates and families were invited. Recreation was pro-

vided and many of Delta Eta Chapter's "all American" football players complained of aching muscles the next day. Bar-B-Que was also provided. Aching stomachs resulted from this and there was so much Bar-B-Que left that President Bryan Lakey took the remainder to the Beaumont Children's Home.

Delta Eta Chapter worked for ten long days at the South Texas State Fair taking tickets for two amusement rides. Founders' Day was celebrated by a dance at Gulf States Utilities' banquet hall on November 8. Mr. Charles Hawkins, Chapter Advisor, was one of the honored guests at the dance. Other guests were Dr. Donald E. Williams, associate professor of Business Administration, and the pledges.

Members, faculty, alumni, and pledges all worked long and hard on the parade float during homecoming week. Taking third place in the large float division was a set back from last year when Delta Eta Chapter won the large float division. Nevertheless, Delta Eta Chapter made a good showing and should continue to do so for the rest of the year.—CLARENCE W. THECK

LOYOLA—New Orleans

DELTA NU CHAPTER at Loyola University of the South has made excellent progress as it strives once again for 100,000 points in the Chapter Efficiency Index.

The Brothers of this chapter feel that our professional program, organized by Brother T. Casey Stuart and Brother Gerard Schriber, is outstanding. This semester we have had speakers from the Maison Blanche Department Store and Louisiana and Southern Life Insurance Company, as well as from the New Orleans Chamber of Commerce. We plan to continue with an even more exciting professional program next semester.

Delta Nu Chapter did its part for Loyola's homecoming activities by selling corsages for both the homecoming game and the homecoming ball. All the Brothers attended the game and cheered the fighting Loyola Wolfpack football club.

To aid Loyola's College of Business Administration, the Brothers of Delta Nu Chapter rearranged the directory in Stallings Hall (our Business Administration Building). Led by Brother Russell Boudouin, the Brothers took down the names of departed professors and replaced them with the new additions to the faculty and the proper office numbers for each.

Delta Nu Chapter celebrated Founders' Day by having a luncheon in the A La Carte Dining Room of Dana Center (our Student Center) at which a business meeting was conducted.

We are proud to report that several Brothers have been elected as officers of the Loyola Marketeers, an organization that has special application for those interested in marketing. The officers are as follows: Brother T. Casey Stuart, president; Brother Louis (Reuben) Mancuso, vice president; Brother Ed Nadalin, secretary; and Brother Frank J. Macaluso, treasurer.

Many of the Brothers of Delta Nu Chapter are enrolled in Loyola's Army R.O.T.C. program. They feel that it is part of their duty to themselves and their country. Brothers now engaged in this program, who are becoming the Army officers of the future, are: Robert Barnard, Richard Brown, Francis Bourque, Richard Chopin, Paul Dubroc, Orin Fosberg, Steve Griffith, Markey Lawson, Bruce Monier, Jeff Rae, Gerard Schriber, T. Casey Stuart, Steve Turpin and Alton Weekley.

As you can see by the number of Brothers in this program those of Delta Nu Chapter who are enrolled in Army R.O.T.C. realize that their training will be invaluable to them in their professional lives after their time in the service of their country is ended.

In the light of true fraternalism and in trying to foster inter-chapter relations, we of Delta Nu Chapter have challenged our Brothers of Epsilon Nu Chapter, at LSU NO, to play us in a football contest. Epsilon Nu Chapter was asked because their chapter is the closest to our own.

We hope other chapters will foster inter-chapter sports activities, also, for it is an extremely effective method of building real brotherhood and lasting friendship between chapters.

Delta Nu Chapter hopes once again to sponsor a basketball tournament of Louisiana Chapters in the near future. Last year this program was very successful, and the chapters represented were the following: Beta Psi, Louisiana Tech; Beta Zeta, Louisiana State; Epsilon Nu, Louisiana State in New Orleans; Zeta Sigma, Southeastern Louisiana; and Eta Iota, Nicholls State, which was last year's winner.

Because of University regulations, Delta Nu Chapter did not have any rush activities the first semester, but we are planning a very hopefully worthwhile and profitable second semester rush.

Loyola University of the South's semester ended on December 20, so the Brothers of Delta Nu Chapter had a vacation from school for some four weeks before the new semester began again in mid-January, 1969.

The Brothers had many activities planned for this period, including a formal New Year's Eve Party.—FRANK J. MACALUSO

ARIZONA

GAMMA PSI CHAPTER had a very busy and successful first semester. At the Inter-Mountain Regional Meeting held in Albuquerque, New Mexico, we received our 100,000 point certificate for the 1968 Chapter Efficiency Index. Also, we received a large travel trophy from the Thunderbird Alumni Club for being the top chapter in Arizona.

We successfully completed our first fund-raising project in several years. The members and pledges sold Homecoming Buttons during Homecoming Week. In addition to raising funds, it was also a service project since it supports the Alumni Association in promoting Homecoming.

Our professional program has been excellent. In addition to speakers from the Associated Grocers, Tucson Title and Trust Co., and Walston and Co., Inc., we also had a tour through the Southern Arizona Bank Computer Center, the largest computer center in Arizona.

Initiation of our new brothers was held on December 2, 1968. The initiation dinner dance followed that evening at the Holiday Inn. Our chapter president, Ruben Estrada, received the Outstanding Member Award and Thomas Linn received the Outstanding Pledge Award. Our "Rose of Deltasig" is Miss Sue Keebler. Sue, a BPA senior, is a BPA Senator, sits on the BPA Council, is a member of Chimes, and is a member of Delta Zeta Sorority. Many of our faculty members were in attendance and the evening was a complete success.—STEVE CATT

SUFFOLK

WE WOULD LIKE TO take this opportunity to wish every chapter of Delta Sigma Pi the most prosperous of all good years, and we can be only optimistic that Delta Psi Chapter of Delta Sigma Pi will enjoy another year of growth and success.

Christmas was celebrated at the Officers' Club at the Boston Navy Yard, but, because the Brothers are concerned about those less fortunate, we took the opportunity at Christmas to share our time and resources with several underprivileged families in the community. We initiated the New Year together and resolved to increase individually our cooperation and involvement with Delta Psi Chapter.

On the professional level, the Brothers attended a tour of the computer center at Bryant and Stratton Business School under the auspices of Professor Howard Aucoin. We are presently involved in a university-wide business luncheon, together with the American Marketing Association, the Society for the Advancement of Management, and the Finance Club, under the guidance of Brother Donald Grunewald, dean of the College of Business Administration at Suffolk University. The luncheon will be held at Boston's exclusive Playboy Club.

For the first time, the Delta Sigma Pi Chapter at Suffolk University became a moving factor toward the establishment of a joint committee on fraternal affairs. Our chapter sees this as a prime example of greater cooperation within the fraternal world at Suffolk. In its short life, it has al-

ready set out on a cooperative fund-raising venture, selling Sylvania light bulbs with proceeds aiding all Greek letter organizations at Suffolk.

The choosing of a "Rose" Queen and a combined function with Gamma Chapter is planned for April 11 at the Longwood Towers. This, plus a combined effort on a college mixer to fulfill the financial obligations of both chapters, is planned for the near future.

Congratulations are in order for Brothers Carchidi, DeAngelis, Piper and Arrienti, these four being the latest initiates of Delta Psi Chapter.—JAY HOROWITZ

NORTHERN ILLINOIS

ETA MU CHAPTER at Northern Illinois University at DeKalb, Illinois, concluded the fall semester with the formal initiation of 18 new Brothers. Installed as a special member of Delta Sigma Pi was Dr. James Connor, Associate Provost at Northern. The formal pledge initiation banquet was held at the Vagabond Inn in Rochelle, Illinois, and was enjoyed by everyone. Special guests included Ken Vadovsky, District Director, and Doctor George Bishop, Head of the Finance Department at Northern.

Our first pledge program was highly successful under the capable guidance of William Gresher, vice president. Our chapter found that the assignment of a pledge father to each pledge was quite beneficial to the chapter and to the individual. This promoted closer fellowship between the pledges and the Brothers and provided each pledge with a ready source of information about Delta Sigma Pi.

An added attraction to the professional program for the Fall semester was Robert Auchinleck, Marketing Manager for Industrial Research for Motorola, speaking on "Marketing and Today's Technologically Oriented Industries." Brother Jim Schultz has planned numerous professional activities for the Spring semester. Included is the Vice President of the Chicago Mercantile Exchange, Carl Heinke, speaking on "Investments." We feel that our professional program has helped many of the Brothers to understand the current actualities and realities of today's business community.

New officers for the year have been elected. The officers for the coming year are: Steven Ruda, president; William Nowarita, senior vice president; Lawrence Nelson, vice president; Karl Gruns, treasurer; Robert Listman, secretary; and John Martini, historian. The brothers would like to thank the retired officers for their fine jobs, especially President Charles F. Hofbauer. We feel that our chapter will continue to be a very aggressive organization with our newly elected officers.

Our first social exchange with a sorority literally had most of the Brothers on cloud nine for a brief period of time. Social chairman Robert Bell in conjunction with Chi Sigma Phi social chairman Rosemary Byczek planned a most unique and entertaining exchange. The wake-up breakfast was followed by the assignment of pledge daughters to the Brothers. Each pledge then presented his pledge mother with a fraternity rose.

The afternoon found the Chi Phi's and the Brothers circling the campus in a Cessna 172 airplane at 2,000 feet above sea level. The exchange was topped off with dinner and a post dinner mixer held at the Chi Phi house. We feel that our first social exchange was an absolute success. We also feel that being able to socialize with the opposite sex helps to round out the personality of the professional businessman.

The Fall semester was a very prosperous and rewarding semester. We would like to salute three Brothers who will be graduating for their outstanding work done for the chapter. They are James Carlson, senior; and John Terrell and William A. Orender, graduate students. May they have great success in all their future undertakings.—JAMES A. LENTZ

SOUTH DAKOTA

ALPHA ETA CHAPTER held this year's "Rose" Formal at the Villager in Yankton. The first blizzard of the year did not stop 55 couples and 6 faculty guests from attending. Retiring "Rose" Kristi Borin crowned Virginia Hankins as our new "Rose."

The chapter's two intramural basketball teams enjoyed another successful season. The two teams will combine to send a team to the regional tournament in Kansas.

Professional meetings and field trips make up the professional calendar this year. This year's field trip will be to Denver. Fund-raising projects for the trip have been started and several businesses contacted to arrange tours of their plants. In addition to our regular field trip, plans are underway to tour an electronics firm in Yankton, S. D. Future plans will probably include two or three short field trips during the year.—RICHARD J. DAVIES

OHIO STATE

THE NU CHAPTER of Delta Sigma Pi is finally getting over the football fever that struck everyone on The Ohio State University Campus when Ohio State won the Rose Bowl game and received the undisputed number one rating in the nation. Quite a few Brothers went west to enjoy the warmth, sunshine, and excitement of the Rose Bowl game in Pasadena.

However, one Brother, Joe Harvey, took a turn in another direction and is spending his winter quarter at the South Pole. This trip is a part of his curriculum. All the Brothers are waiting anxiously for his return and the stories he will bring back.

We have added something new to the house. The new addition is a regulation size slate pool table. We bought this used table, fixed it up and now it is in excellent condition. We hope later on this year to install new carpeting throughout the house.

Our Chapter recently took part in the local "Career Day" which an organization from Columbus set up. A variety of businesses were represented at the event. The Brothers arranged interviewing times for the graduating seniors who participated. "Career Day" has become an annual event in which our Chapter takes part.—DONALD R. REESE

NEBRASKA—Lincoln

ALPHA DELTA CHAPTER at the University of Nebraska has seen its Fall pledging program guarantee the nucleus for another illustrious chapter to compensate for the departure of this year's seniors. Our relatively new Brothers have completed the first term in fine fashion, and their performance is indicative of the spirit pervading the chapter.

The current officers have carried forward various dramatic policies implemented by the ambitious administration of the previous semester. Leadership this term is provided by the following well-qualified Brothers: President, Pat Neid; Senior Vice President, Steve Ulrich; Vice President, Ron Johnson; Secretary, Ray Vernon; Treasurer, Nick Lenzen; Chancellor, Bob Kyle; and Historian, Lee Merritt.

The athletic program has fared well recently in basketball competition and the intramural weightlifting meet. Ripping the nets with authority, the hoopsters shot down league foes and performed admirably in the post-season tournament. In all-university warfare Alpha Delta Chapter's strongmen muscled their way to third-place honors in the Fall semester's power lifting contest.

As committee chairman for the "Rose" Formal, Lee Merritt has given every indication of staging a magnificent affair. Pizza parties and other informal functions with the lovely candidates have given everyone an opportunity to evaluate the ladies personally. Regardless of our ultimate "Rose" Queen, the gracious winner will be an elegant representative for Alpha Delta Chapter in the search for the national "Rose of Delta Sigma Pi."—LARRY L. SIEVERS

TEXAS—Arlington

ZETA MU CHAPTER at the University of Texas at Arlington showed much forethought in the beginning of the semester to have chosen such qualified officers. The officers for the Spring semester include Jerry Brooks, president; Tom Higgins, senior vice president; Sheldon Gerron, vice president; Roger Floyd, chancellor; Jimmy Holland, secretary; Brian Haley, treasurer; and Randal Patterson, historian. These officers rejuvenated chapter programs, coordinating them with the ideas of the past and their own.

Our professional program has included speakers in various fields of business. Economics, banking, advertising and public relations were just some of the topics they spoke on. Mayor Vandergriff of Arlington, who is a Deltasig, was one of our distinguished speakers.

Our social calendar included many parties. The "Rose" Ball was the high point of the social program, which also included several informal parties throughout the semester. The semester resulted in a very excellent social program, however, the emphasis was placed upon our varied professional program.

Pledgeship of the Fall resulted in the initiation of two Brothers, James Willis and Randal Patterson. Because of the size of the

pledge class, a party was given instead of the initiation banquet.

The beginning of the Spring semester has shown a much closer relationship between the undergraduate Brothers and the Alumni of the Chapter. It is good for all chapters to realize that the alumni have already contributed much to the building of the chapter and are willing to put in more time and effort after graduation. Zeta Mu Chapter appreciates all of the alumni of the chapter. Zeta Mu Chapter thanks Ron Booth, Mike Hamilton, Johnny Chaloupka, Sheldon Gerron, Ron Parham, Lonnie Chunn, and Steve Elliot for all the work they have done for the Fraternity and wishes them all much luck after graduation.—BRENT G. HALEY



BUDDY SHERMAN, on the left, senior vice president of Zeta Lambda Chapter at Georgia Tech, is shown presenting a bid to Bob Paarz.

VIRGINIA TECH

ZETA UPSILON CHAPTER has reached a number of goals this quarter of which we are extremely proud. We have already requested over 43,000 points in the Chapter Efficiency Index with confirmation of over 38,000 points. We do not anticipate any problem in reaching the 100,000 point mark by the end of the year. Leon Harding, our CEI Chairman, has worked long and hard in this area, and the Brothers greatly appreciate his desire and interest which has spread throughout the chapter.

We have held several fund-raising projects during the quarter which have solved most of our financial problems. To begin the quarter, we held a donation ticket sale and gave away a portable TV and radio as prizes for the donations. Our pledges sold over 500 dozen donuts at shopping centers during the quarter, which also added to our treasury. Finally, the chapter sold hot dogs at a local political rally on election eve.

We used these funds to purchase a showcase which we donated to the College of

Business. This brought personal recognition to the chapter from both Dean H. H. Mitchell, a Deltasig, and Dr. T. Marshall Hahn, President of the University. We are also converting one of the rooms in Commerce Hall, our business academic building, into a Deltasig Room. We plan to display portraits of our past "Roses," our banner, trophies, and other odds and ends in this room which will be used by the brothers for both leisure and business.

We have held three professional meetings during the quarter which have been of great benefit to all of the brothers. Zeta Upsilon Chapter also got its social program in full gear this quarter. We held parties, rush parties, and an initiation banquet. We also celebrated both Founders' Day and our Chapter Birthday. Several date parties were held at brothers' apartments during the quarter. Our annual "Rose" dance was scheduled for February 15 and was the highlight of our social events during the year.

Our basketball team for winter quarter promises to be the best ever suited by a Deltasig team. We expect no problems in winning the intramural championship and will consider ourselves the best Deltasig team of all other chapters unless we are challenged.—JOSEPH F. PIPPEN, JR.

ST. JOSEPH'S

PROFESSIONAL CHAIRMAN Joe Genardi has once again put together a unique, provocative, and highly interesting program. This semester's program will be highlighted by a "Mock Bargaining Session" between Labor and Management and also by "Marijuana Debate" featuring a debate by experts from Norristown State Hospital on the pros and cons of the use of marijuana.

Rush Chairman Tony Odorisio has completed details on a lengthened and strengthened rush program. Greater emphasis has been placed on personal contact with the brothers expected to "talk it up" about Delta Sigma Pi. Other important areas in the rush program include increased correspondence with prospective rushees, invitations to professional events, and the Rush Party.

Pledgemaster Jim Lombardi will be attempting to indoctrinate 25 to 30 pledges with the spirit of brotherhood. Pledge projects will include sponsorship of a professional and a social event, an outing with orphans, and strict attention to academic matters.

Brother Jim Robinson has taken over the reins as Social Chairman and the big event on his calendar is Zeta Pi Chapter's annual "Rose" Dance. For this event there will be an especially vigorous drive to encourage the alumni to join the festivities. The "Alumni Party" of the first semester saw the return of several graduated brothers, including Charles Ashbach, Chris Mattie, Frank McMullen, Rich Pruitt, and Dave Van Dusen.

Zeta Pi Chapter is rightfully proud of Brother Jack Haverty, vice president, who was named to this year's edition of "Who's Who in American Colleges."—JOHN R. DIPIZZO

FLORIDA STATE

THE GAMMA LAMBDA CHAPTER has had a very busy, but enjoyable, quarter. Our new initiates and pledges, under the direction of Brother John Galis, produced another great "Rose" Ball. Our "Rose" Ball was held on February 15, and went over very well, attendance and entertainment wise.

A set of new wheels with teflon bearings has been ordered for the Gamma Lambda racer. Our racer has either won or placed in Florida State's Soap Box Derby for the last three years. Our pledges have assured us that when the race comes in early March "we won't lose."

Our third quarter will also be rewarding. In the second week of April we are going to Atlanta, Georgia, on a three-day field trip. We hope to visit the "Fed," the G.M. assembly plant, Carling's Brewery, and other places of interest.

A local trip to see the new *Tallahassee Democrat* plant, our town newspaper, is planned for the end of April. The *Democrat's* new plant has new computerized printing equipment.

An endowment fund has been started by our chapter. The money obtained will be used to build a lodge for our use and that of an Alumni Club (which is now in the planning stages). All of our alumni are encouraged to contribute to this worthwhile cause. Contact Howard Abel, 511 W. Palm Court, Tallahassee, Fla. 32301.—MIKE HALLORAN

JOHNS HOPKINS

CHI CHAPTER has just concluded one of the best pledge campaigns in the history of the chapter. Sixteen new members were initiated at the Chapter Birthday and Initiation Dance held on December 7, 1968, at the Alcazar Hotel in Baltimore. Grand President M. John Marko accepted an invitation and attended the initiation ceremonies and the dance.

The new members are: Gary K. Brown, Stanley J. Chapman, George R. Hesse, Dwight N. Hikel, C. William Kilburn, James C. Konitzer, Adrian F. Kutz, James R. Larimore, Jr., Herbert A. Martin, Kenneth P. Murdock, Tunnie Ping, Michael D. Reichgut, James W. Sargent, Daniel Schaum, John S. Swinerton, and Eugene H. Thompson. Chi Chapter wishes to extend a hearty welcome to its new members.—ROBERT F. WILEY, JR.

KENT STATE

THE BETA PI CHAPTER at Kent State University began the new year with the initiation of five new brothers: Lee Adams, Don Dankhaus, Dean Larson, John Papadeonise, and Nick Susic. This quarter the rush program looks very optimistic. The Fraternity was recently admitted into the Interfraternity Council in hopes that this will further the interests and the ambitions of the Fraternity as well as the University.

The professional program this quarter will include several speakers and field trips. A fireside chat with the professors of the College of Business will highlight the professional activities.

Complementing the professional calendar are the social activities. Among these activities will be the annual Monte Carlo party where favors and prizes will be given. Various other parties have been planned, including one following the "Winter Weekend" concert. The quarter should provide much fun and enjoyment for the Brothers.

Basketball is now the main focus of the sports scene. The Beta Pi Chapter, under the coaching of Brother Tim Brymer, is seeking a first place title in their division. The strength of the team revolves around Paul Davis, Bub Bejbl, Terry Fraunfelder, Don Krempel, and Joe Cantalamessa. Active supporters are Dave Green, Walt Majewski, Dale Peterson, Tim Jenyk, Tom Bradley, Ralph Fairbanks, Cott Wenger, Jerry Buck, Carl Haefling, and Brian Colbow. Beta Pi Chapter would like to extend congratulations to Brothers Garry Patla and Jeff Carlson on their recent graduation.

The Brothers of Beta Pi Chapter are looking forward to a rewarding year with the Fraternity and extend best wishes for a good year in 1969 to all their fellow Brothers in Delta Sigma Pi.—DAVID H. GREEN

FERRIS STATE

DELTA RHO CHAPTER at Ferris State College had a very active and worthwhile fall quarter.

We had five industrious pledges who are sure to make a contribution to our chapter. The pledges were: Thomas Bowler, John Carney, Henry Bultema, Joel Lepo, and Thomas Surowka.

Professionally, we are maintaining a full calendar of tours and speakers.

Highlights of the fall term were Founders' Day, observed by members and Deltasigs of the faculty, a Halloween dance, participation in the United Fund Drive, and a tour to Kelloggs at Battle Creek.—DON RANDOLPH

MISSOURI—St. Louis

ETA NU CHAPTER is presently active in supporting a teacher evaluation report. This evaluation will consist of about 60 questions for every business student to answer pertaining to their course instructor. The results will be utilized by a computer to give the average of their rating and other related statistics on every instructor in the School of Business Administration. The results will then be submitted to the teachers themselves, all in the hopes of continuing improvement in the educational process.

During our first annual Christmas party Mrs. Sue Maginn, wife of Brother Dennis Maginn, was chosen as our 1969 "Rose" Queen. Sue has attended all of our social functions with Dennis and is very deserving of the "Rose" honors.

On January 4, 1969, initiation for the 15 Fall pledges was held, followed by an informal party to welcome the new members. We at Eta Nu Chapter are proud of these men for their fine spirit and excellent capabilities as demonstrated during their pledge period. They make a fine addition to the Brotherhood.

Congratulations for a fine job done by the

Fall semester's officers: President Phil Herman; Senior Vice President John Knibb; Vice President Joe Carapella; Secretary Dennis Maginn; Treasurer Gerald Wagner; Chancellor & Historian Joe Thomann; Social Chairman Tom Eckert; Publicity Chairman Dennis Markwardt; Program Chairman Fred McCarthy; and Chapter Efficiency Index Chairman Chuck Whitaker.—MATTHEW TOCZYLOWSKI

DRAKE

ALPHA IOTA CHAPTER is in the midst of a busy year. Recent highlights of our professional program include talks by the dean of the Drake College of Business Administration, and one of the partners of the Des Moines architectural firm of Taylor and Lundgren. Our senior vice president is promising us an insurance company "veep" and a local field trip to round out the semester.

Founders' Day was appropriately celebrated with a "Bag Party," at which each couple gave their partners the clothes they were to wear for the evening in a bag. The results you can well imagine, I'm sure!

Earlier in the day (at dawn, to be exact), the members responded to the challenge of the pledge class and beat them in a frigid game of football, 7-6.—JIM WICKERSHAM

TEXAS—El Paso

GAMMA PHI CHAPTER at the University of Texas-El Paso initiated 14 outstanding pledges on December 7, 1968. We are very happy to have them working with us and we are sure they will be outstanding Deltasigs. Our new Brothers are Manny Aldas and Gary Jordan, who received pearl badges for their efforts during pledgship, Wally Westbrook, Mike Sheridan, Wayne Quinn, Steve Brock, Burel Crews; Jim George, Tom Rand, Baxter Shields, Martin Callery, Jerry Sharpe, George Monoz, and Jeff Starnes. Our initiation banquet was held at Sylvia's Hotel in Juarez, Mexico, with a few traditional activities taking place in downtown Juarez immediately following the banquet.

Gamma Phi Chapter has elected new officers for the Spring semester. Manny Marrufo is our new president; Chuck Spence, senior vice president; Tuffy Von Brieson, vice president; Gary Jordan, treasurer; Burel Crews, secretary; and Jack Allen, historian. The appointed officers are: Jim George, professional chairman; Jerry Sharpe, social chairman; Bob Hines, ritual chairman; and Tony Vargas, Chapter Efficiency Index Chairman. We hope these officers can continue, and conclude, a very successful academic year.

As our major money-making project for the year, we recently completed 400 interviews for the University of Denver's Research Institute. The project netted Gamma Phi Chapter over \$600.

Gamma Phi Chapter should have one of its more successful years as a result of all the Brothers' hard work and willingness to help.—ROBERT J. ALLEN

ARIZONA STATE

GAMMA OMEGA CHAPTER at Arizona State University closed out the 1968 school year with a Merry Christmas Party sponsored by the Fall pledge class. It was the culmination of a highly successful year, both professionally and socially. A total of six professional speakers addressed the chapter, plus tours of Mountain States Telephone Company and the Colt 45 Brewery. The tour of the Bell System included a seminar with the executive officers of the company. Member-pledge fund raising projects, such as curb painting of house numbers and branding steers, enhanced our treasury immensely. The member-pledge football game, which the members naturally won, supplemented the business activities of the two groups. Also, the alumni, the Thunderbird Club in Phoenix, sponsored a Las Vegas Party which resulted in a tremendous turnout of both undergraduate and alumni members.

Miss Vicki Cox, a junior majoring in liberal arts, was picked as "Rose" of our chapter from a group of six beautiful young ladies.

Gamma Omega Chapter looks forward to the 1969 school year with expectation of outstanding speakers, along with several tours to highlight its professional activities for the second semester.—PHILIP MARKIS



REGIONAL DIRECTOR Warren E. Armstrong, center, was on hand to participate in the joint Founders' Day and Chapter Birthday celebration of Gamma Omega Chapter at Arizona State. Shown with him displaying the cake are District Director William E. Wilson and Past Chapter President Wilbur Bullock.

BALL STATE

EPSILON XI CHAPTER at Ball State University this year plans to do everything but go to the moon. Behind the leadership of our very capable President George Bickford, I'm sure many of our missions will be a success. As usual, the brothers this year are fired up and already we have adopted a slogan. It states: "Delta Sigma Pi til the day I die."

On the evening of November 9, we dined at the beautiful Linders on the Point, located in Anderson, Indiana, and was it great! It was an evening of fun and friendship for all.

On the following Tuesday preparation began for the selecting of our new "Rose." Our contestants have proven to be, as the Germans put it, "very interesting."

Already we have had several interesting as well as inspiring professional meetings this year. Also worth mentioning is our great basketball team. We feel we have depth this year that can take us all the way.

Not only do we take pride in what we do, we are also greatly concerned about the progress of our fellow chapters. We are concerned because in reality we are all one and the Fraternity of Delta Sigma Pi cannot continue progressing if there is lack of progress among the chapters. So at this time the brothers of Epsilon Xi Chapter would like to take time out to wish all of our chapters the best of luck and a most prosperous year.—KENNETH L. TRICE

ALABAMA

ALPHA SIGMA CHAPTER at the University of Alabama has continued its steady growth and progress under the able guidance of Dr. Harold Janes, faculty advisor, and Roy Moore, District Director.

Increasing our membership are 14 new Brothers, initiated in December. These new members had been chosen through a highly selective rush program and rigorously trained as pledges by Vice President Robert Veliky. We feel that this rush program and subsequent initiation were our best yet. Congratulations to our new Brothers!

Two events this semester provided Alpha Sigma Chapter with excellent advice, new ideas, and greater awareness of National activities. First, the chapter was represented at the South Central Region Meeting in Hattiesburg, Mississippi, by several of our officers. More recently, Ben Wolfenberger, Executive Secretary of the Fraternity, was welcomed to the Alabama campus. Brother Wolfenberger met with the executive committee and later spoke before the entire chapter.

As part of our fine professional program, representatives from Gulf States Paper, IBM, and the University faculty were among those to speak at chapter meetings. Considering our first semester a success, Alpha Sigma Chapter is already planning for an even better program this spring.—RICHARD A. MCGEARY

NICHOLLS STATE

ETA IOTA CHAPTER at Nicholls State College initiated ten new Brothers December 7. They are: Jim Cole, David Cordell, George Crain, Cyrus Fanguy, Daniel Foster, Joseph M. Gaidry, Vincent Giardina, Leslie McDonald, Larry Mitchell, and Charles Rodrigue. The ritual was conducted in White Hall on the Nicholls State campus.

At the banquet held after the initiation, President John Morris presented a check to outstanding pledge Leslie McDonald. Brother McDonald, who was also pledge class president, presented to Eta Iota Chapter a bulletin board which was the pledge class project. The bulletin board has been placed on display in the Nicholls State College Student Union.

A party in honor of our new Brothers and also celebrating the first anniversary of the installation of Eta Iota Chapter was held at a private residence in Houma following the banquet.

At our December 16 meeting, Treasurer Mike Champagne was elected president to complete the term of President John Morris who is graduating in January. Daniel Foster was elected treasurer to replace Mike Champagne, and Cary Vice was elected historian to replace James Delatte, who is also graduating in January. Installation of our new officers was conducted following the election.—RAY J. ANDRAS

EAST CAROLINA

DELTA ZETA CHAPTER at East Carolina University concluded its fall quarter by sponsoring an annual banquet of the North Carolina Association of Certified Public Accountants on November 14. The featured guest speaker was Mr. Robert G. Sanford, President of the NCA, CPA. Mr. Sanford, who has headed the 1400-member CPA organization since last June, outlined some of the past history of the accounting profession and pointed up some of today's problems, giving particular emphasis to the importance of education in meeting the growing challenge of the future. This most important meeting was very beneficial to both the CPA's and the Brothers and Pledges of Delta Zeta Chapter.

On December 19, the Brothers of the chapter held a joint Christmas party for the underprivileged children in Greenville with the Chi Omega Sorority. The children visited Santa and his helpers who gave them presents and refreshments. Everyone then joined in singing Christmas Carols. The Brothers hope they were able to add some joy of the Holiday to the lives of the underprivileged children.—ROBERT J. LIKOS

IOWA

EPSILON CHAPTER at the University of Iowa is now busy planning its transition from Fall to Spring semester. The professional committee is making engagements and arranging for a tour in April. Fall semester ended with a December program by the F.B.I. on "Crime and Big Business" and a panel discussion of job interviewing sponsored jointly by the Deltasigs and Iowa's chapter of Beta Alpha Psi, professional accounting fraternity.

Initiation week end began Friday, January 10, with the pledge test and the traditional "Rose" hunt. Saturday was the Pledge Party, which always finds Deltasigs at their social prime. The following morning, January 12, the Fall pledge class was initiated into our brotherhood.

With the help of our new brothers, the newly elected officers for the Spring will lead us to the close of a successful year. Spring semester activities will begin at the Regional Basketball Tournament at Drake University in Des Moines, Iowa. They will continue through rush, pledging, professional, and social activities, culminating with the "Rose" Formal in May.—STEPHEN H. LONG

MANKATO STATE

THE FALL AGAIN has been profitable for Epsilon Iota Chapter as on October 21 Tom "Peabody" Klotz, president, accepted our ninth consecutive first place trophy for lawn display.

The following weekend the brothers welcomed all alumni for our homecoming festivities.

Approximately 30 Brothers from Epsilon Iota Chapter enjoyed meeting many of the Brothers from the Alpha Delta and Alpha Epsilon Chapters at a party in Minneapolis.

November 7 was an extra busy day for the Brothers in that we sponsored another very successful Business Career day, besides having a profitable Founders' Day Banquet at Cub's Steakhouse. We enjoyed the M.I.P. representative, Mr. Reichel, who was the guest speaker.

Also during November we were fortunate to be able to have the Mankato State Placement Bureau head, David Hendle, and Mr. William Walsh, Personnel Man of 3M Company from St. Paul, speak to us on interviewing techniques.

The Upsilon pledge class added to the social atmosphere by organizing a very successful "Kiddie Party" for the chapter. On December 7, Epsilon Iota Chapter added 15 new brothers which included our new advisor, Urv Dickmann.

On January 25, at our annual "Rose" dance, the 1969 Rose Queen was crowned by our former "Rose" Queen, Ruth Illiff.—MAYNARD TEBBEN and RICHARD BROICH

AUBURN

BETA LAMBDA CHAPTER had a very full first quarter. The first professional meeting of the quarter was a supper meeting at which the new dean of the School of Business, Dr. O. D. Turner, spoke. Dr. Turner talked to us about some of the problems facing the new School of Business. Prospective pledges were asked to attend this meeting. Also at this meeting, candidates for our "Rose" were presented.

The chapter had a successful pledge program during the Fall quarter and seven pledges were initiated on November 23, 1968. Two faculty members were also initiated at this time. They are Eugene E. Stalaland and Donald R. Street. Mr. Stalaland was guest speaker at a supper meeting that Beta Lambda Chapter had later during the quarter. The final event of the quarter took place following the initiation. This was a banquet in Montgomery, Alabama, to honor our new brothers.

Beta Lambda Chapter sent a representative, Alexy Ritchy, to the South Central Regional Meeting in Hattiesburg, Mississippi. Alexy returned to give us a very informative report on the proceedings.

EASTERN NEW MEXICO

EPSILON ETA CHAPTER at Eastern New Mexico University initiated eight new Brothers into Delta Sigma Pi. They are: James Austin, Linel Barela, Hank Dominguez, Richard Katterich, Jim Scanlon, Lloyd Thompson, Martin Wallace, and Ronnie Westenbarger. For the initiation Brother

Warren Armstrong, Regional Director, and Brother Carlos Cunningham, District Director, were present. Earlier this year Epsilon Eta Chapter was honored by a visit by Brother Ben Wolfenberger. We greatly appreciated his many helpful suggestions.

Brother Richard Wallace, our professional chairman, has performed his job well. We have had speakers and movies on many professional aspects of the business world. One of the most exciting events this Fall was our professional tour to Dallas, Texas. On the tour we were able to observe and learn how business really works and operates. Included in our tour were five major businesses: Procter and Gamble, Braniff International, General Motors, Ford Motor, and the Federal Reserve Bank of Dallas.

For the fourth straight year Epsilon Eta Chapter has won the volleyball champion at Eastern New Mexico. This Fall's social life has been quite active. We have had several dances and parties, including an all campus dance. Our Founders' Day dance was very successful in that it was quite enjoyable both to our alumni and to the Brothers.—FRED CORDOVA

MIDWESTERN

EPSILON ZETA CHAPTER was honored to have field Secretary Gerald W. Wells present at the business meeting that outlined our future programs.

Since their induction on October 20, 1968, 12 pledges have been performing well under the capable direction of pledge educator Kevin Jarrett. They have displayed all the attributes necessary to make fine brothers, and those who succeed in joining our ranks will prove to be assets to the fraternity.

Professional Chairman Joe Wright is presently planning several tours and guest speakers to further our professional program, while Brother Mike Zinni has arranged a full social calendar for the semester.

With a complete program, strong fellowship, and high professional and scholastic purposes, we are looking forward to a prosperous semester.

As part of the chapter's civic program Epsilon Zeta Chapter has recently adopted Robert Haley. He is 11 years old and in the third grade. His favorite hobby is basketball. His best subject in school is art. We send \$10 a month to Children, Inc. The rates this year have gone up to \$12 a month but since we began at the lower rate ours have not increased. Our chapter is very proud of the adoption and we feel that it is a worthwhile project.—MARTIN HURWITZ

CHRISTIAN BROTHERS

EPSILON PSI CHAPTER at Christian Brothers College sent 10 Brothers to the Regional Meeting held October 26 and 27 in Hattiesburg, Mississippi. The chapter brought home the attendance trophy for the second straight time. The Brothers reported that the meeting was very educational in maintaining a successful chapter.

November 8 was the date for a touch football game between Epsilon Psi Chapter and Gamma Zeta Chapter at Memphis State University. The Deltasigs from Christian Brothers College came out on top in the

game, 24-0. That evening a joint Founders' Day party was held with Gamma Zeta Chapter at the Rainbow Lake Club. District Director Bob Schrimsher presented Epsilon Psi Chapter with a trophy for its victory over the crosstown rivals. A good time was had by all.

On November 24, 11 new members were initiated at the Holiday Inn Midtown. They are: Ed Bonnell, Ed Garrison, John Meyer, Ray Mueller, Joe Pantuosco, John Peterburs, John Reinagel, Brian Roberge, Tom Sevier, Paul Zaleski, and Mike Beil who received the pearl badge as the "Best Pledge". Special Guest at the initiation was Regional Director James Webb, who gave an inspirational talk after the dinner.

Epsilon Psi Chapter has had an entertaining and profitable first semester, and is looking forward to greater success in the coming semester.—WILLIAM S. BOEDEKER

MEMPHIS STATE

THE GAMMA ZETA CHAPTER, due to the hard work of Brother Bob Hyman, has initiated five men into our brotherhood. The five are: James Carroll, Richard Falls, Bill Joyner, George Livermore, and Don Wilhite, Jr. Other activities of the Gamma Zeta Chapter are coming along just fine.

Our professional programs instituted by Brother Brian Purvis have been very successful. The chapter has heard talks from a Sears Credit Manager and from a school official on franchises. Our Business Conference which is held yearly turned out to be the best one to date. Four Memphis businessmen spoke on the why and how of job interviews. The men spoke before a capacity crowd of over 500 people in the University Ballroom. More speakers and a tour of a Brother's manufacturing firm are planned.

Brother George Geerdes should be congratulated on the success of Founders' Day. Our other social affairs have come off equally well under Brother Geerdes' direction.

President Larry Cox resigned and Brother John McIntosh was elected to replace him.

Memphis State has just been announced as having the world's largest School of Business. We at the Gamma Zeta Chapter plan to use this fact to make our chapter the best in Delta Sigma Pi.—BEN BRANDL



Members of Alpha Kappa Chapter at the State University of New York at Buffalo are shown here with Grand President M. John Marko during a recent visit to the chapter.

DIVIDENDS

To Brother and Mrs. George F. Buchanan, Auburn, on August 5, 1968, a son, George F. III.

To Brother and Mrs. Brian C. Lindhurst, State U. of New York-Buffalo, on September 12, 1968, a son, Scott Charles.

To Brother and Mrs. Ronald Parham, Texas-Arlington, on October 24, 1968, a son, Kyle Wayne.

To Brother and Mrs. Roy H. Fleenor, Tennessee, on June 16, 1968, a son Gary Lynn.

To Brother and Mrs. Sam K. Payne, Jr., Southern Mississippi, on July 2, 1968, a daughter, Julia Zachary.

To Brother and Mrs. Montrose M. Waldron, Oklahoma State, on September 16, 1967, a son, Monty Fenn.

To Brother and Mrs. Stuart H. Levy, Miami-Florida, on March 5, 1968, a daughter, Michelle Diane.

To Brother and Mrs. Paul F. Miller, Colorado, on June 30, 1968, a daughter, Barbara Lee.

MANHATTAN

THE NEW YEAR for the Brothers of Zeta Chi Chapter opened quite appropriately with a party held in nearby Parkchester on New Year's Eve. Most of the chapter members were in attendance and several of our alumni were on hand as well. They were Mike Olds, Chris Constantine, Tom Scully, Ed Englehardt and John P. Bianchi. The evening was most successful and appreciation is certainly due Miss Kathy Barry and Brother George Cullen who most capably hosted the party.

Due to an extended semester break, many brothers who were not working in the interim turned their sights toward travel. Among those traveling were Barry Koblick, Tom Gray, Rocky DiDominico and John Swierz who journeyed to Nassau. Ed Englehardt headed to Switzerland for skiing.

Rounding out the social scene, two parties are in the works for the next few weeks. John Lytwyn, our newly elected Social Chairman, informs us that John P. Bianchi is making plans for an alumni-undergraduate party over in Queens. Another party is also planned for the Red Garter down in East Village.

Pledging for the Fall semester netted three fine initiates—Francis "Buddy" Hopp, Richard Ausburn and Francis McGrath. Although their number was less than anticipated at the start of the pledge program, we are certain that their perseverance will be rewarded through membership, and that the chapter will benefit as well. Plans for Spring rushing are being formalized and all indications point to a well rounded program both for the Brothers and pledges alike. The target date for Spring initiation will be April 3.

On the Professional side, three talks have been scheduled each tailored to the various major programs offered at the College. In the field of accounting and finance, Mr. Kilcarr, executive vice president of American Airlines has been scheduled. For marketing there will be a speaker, Mr. Burr Robinson, from Procter and Gamble. Mr. Ralph Emery, a

noted consultant, will speak on the subject of international business and economics. Mr. Petrocine, assistant professor of law has agreed to secure a film dealing with commercial law which will be presented under chapter sponsorship to those with an interest in legal procedure.—THOMAS F. COLEMAN

WEBER STATE

ETA LAMBDA CHAPTER at Weber State College in Ogden, Utah, had a very busy Fall quarter. There were many fine professional and social activities throughout the quarter. Members and pledges ended the quarter with a party at the Rolling Hills Country Club on December 28. The event was very successful and a good time was had by all.

The first entry of Eta Lambda Chapter in the intramural football area did remarkably well. The underdog Deltasigs beat several very good opponents and finished the season in third place. We also expect a good showing from the basketball team. The team has good height and is quite talented.

Many plans are being formulated for the remainder of the school year. Preparations are being made for our first "Rcse" contest and dance. Business Week, another first at Weber State, will be sponsored by Eta Lambda Chapter in May and will culminate with the School of Business Banquet. The chapter is also looking into the feasibility of establishing a book exchange on campus.

Ten fine prospects were pledged in December to be initiated in the Winter quarter. In order to be more selective in the choice of pledges, the chapter has eased the scholastic requirement somewhat from the 3.0 cumulative G.P.A. previously required for membership. By lowering this requirement we give more students the opportunity of becoming Brothers in Delta Sigma Pi.—THOMAS MAJESKI

FLORIDA ATLANTIC

ZETA PHI CHAPTER at Florida Atlantic University is currently in its third year of existence. Our chapter is maintaining fraternal objectives through a diversity of new and rewarding tasks. In December, 1968, we conducted a "Toys for Tots" program for needy children in the Miami area. Our main goal was to obtain toys for the children for Christmas. The program was divided into three parts: (1) a dance at a local lounge, where admission was one new or repairable toy; (2) a touch football game between the brothers and disc jockeys from a Miami pop radio station, WQAM, where the admission was one new or repairable toy; (3) and lastly, we gave the children the toys at our Christmas party for them.

On January 24, 1969, the brothers journeyed to Cape Kennedy for a special tour of the N.A.S.A. installation. This was a very informative experience and appropriate, due to the success of the Apollo 8 mission.

New officers were elected for the Winter and Spring Quarters. These brothers are carrying with them the aspirations and hopes for a stronger, better chapter. The new officers are as follows: president, Lee Kennedy; senior vice president, Kit Moore; vice

president, Art Favreau; secretary, Mark Schweitzer; treasurer, Jim Frank; historian, Sy Scher; and chancellor, Larry Sheumaker.

The men of Zeta Phi Chapter wish continued success to the other chapters during the school year.—W. LARRY SHEUMAKER



THIS UNUSUAL SCENE on the campus of Northeast Louisiana State College is Olin Hall, a men's residence hall, casting its shadow in Bayou DeSiard which runs through the campus.

SACRAMENTO STATE

EPSILON PHI CHAPTER is looking forward to a highly successful Spring semester after having just completed perhaps its most rewarding term so far. Twenty-four neophytes were initiated into Epsilon Phi Chapter on December 7th. This was one of the largest pledge classes in our history. At the initiation dinner-dance Brothers Dan Best and Richard Walton were honored as the outstanding member and outstanding pledge respectively. Brother Bill Coleman was chosen as the ideal member.

One of the many achievements of the new brothers as pledges was their victory in the pledge-member football game. This was the first time the members have been beaten in the history of the chapter.

Brother John Hawk and others have been working very hard on the procedures for a chapter house. An application to the Secretary of State for a house corporation has been made and it is hoped it will be approved soon. Meanwhile the administrative duties which are involved are being completed.

A proposed golf tournament for the entire Western Region has kept Brother Tom McKenzie busy. This would be an annual affair with a perpetual trophy to the winning chapter which acts as host the next year.

With such a large membership this semester, Epsilon Phi Chapter plans to stress quality in its social, professional, and pledge programs. This will be a difficult task if improvement over last semester is to be made.—ROBERT SAPP

NORTH CAROLINA— Chapel Hill

THE MONTH OF DECEMBER was an active and profitable one for Alpha Lambda Chapter. Our professional program continued with an interesting and informative tour of the new home office of Piedmont Aviation, Inc., in Winston-Salem, North Carolina. Following the tour, a professional meeting was held. After Piedmont executives discussed company operations and the problems facing airlines in the future, the chapter was treated to dinner at the company's new facilities.

Alpha Lambda Chapter added 11 new Carolina Gentlemen to the chapter roll following formal initiation, December 10. The social highlight of the semester followed as Mrs. Barbara Smith Burton, wife of Alpha Lambda Chapter Chancellor Jim Burton, was chosen "Rose" Queen for 1969.

In January, a representative of Schneider, Hill, and Spangler Employment Consultants participated in a two-part professional meeting. The first phase was devoted to the development and operation of private employment agencies in general. A discussion of the qualifications for a career in various industries was the central theme of the second phase of the program.

With the second semester at the University of North Carolina came February and our second semester rush. As was the first, it was very successful, due to the fine efforts of our senior vice president, Steve Shedd. The brotherhood looks forward to another productive and enjoyable semester.—W. M. WELBORN

SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina held its annual "Rose" Dance on December 14, 1968. Miss Pat Parker, who was sponsored by Brother Wayne Jovanely, was named the "Rose" Queen for 1969. She was crowned by the outgoing "Rose" Queen, Mrs. Deborah Edwards, wife of Brother Ray Edwards. The "Rose" Dance was a huge success and was followed by a breakfast at the home of Brother Ed Neeley.

We welcomed 11 neophytes into the brotherhood. They are: Johnny Appleby, Walt Chapman, Michael Dennis, Ronnie Farkas, John Gilden, Tom Heh, Robert Jackson, Jack Padgett, Bob Sanders, Allen Shealy, and Jim Weekley. We are always proud to welcome new Brothers.

On December 17 the Deltasigs elected officers for the Spring term. They are: president, Robert Scarborough; senior vice president, Larry Strange; vice president, Ray Edwards; secretary, Jack Padgett; treasurer, Tom Kerwin; historian, John Gilden; chancellor, Robert Thomas. Beta Gamma Chapter is indeed fortunate to have these outstanding Brothers in leadership positions for the Spring semester.

Brother Larry Strange has already announced tentative plans for our Spring rush. Probably his most important innovation will be an attempt to utilize the university's computer system to make available a list of all

students in the College of Business at the university who are eligible for membership in Delta Sigma Pi. If this attempt is successful, we feel it will greatly enhance our rush program and become a permanent part of rush.—STEPHEN D. GREGG

UTAH

Sigma Chapter of the University of Utah has enjoyed one of its most successful and rewarding quarters for some time. It was a quarter devoted to service in the community—starting with a football game that will be long remembered. There were 18 underprivileged children from the Salt Lake City area who got to see the Utah-Arizona game, probably the only game they saw all year. Along with enjoying the traditional football game and the company of those kids, the brothers of Sigma Chapter found that deeper satisfaction that only comes from losing yourself in service to others.

Another memorable event of the quarter was our "Sub for Santa." A family in need was located and Santa's "little elves" took it from there. A tree with lights and all the trimmings was provided to bring the spirit of the season into the little home. And the children were thrilled with such gifts as a bicycle, a radio, games, shoes, and plenty of good food. It was a Merry Christmas for all involved.

Other events of the quarter included our initiation Dinner Dance at the Fort Douglas—Hidden Valley Country Club, which saw six new members formally welcomed into full brotherhood in Sigma Chapter. The dinner dance was also the occasion for the announcement of our latest honorary member, Mr. Wendall Smoot, district director of Goodbody, Inc.

The past fall quarter has been interesting, enjoyable, and educational, and we at Sigma Chapter hope to find the future weeks and months even more rewarding.—LEON C. BUDD

(Continued from page 94)

tion was immediately registered with the Dean of Students.

At subsequent meetings, bylaws were drafted, the framework of the organization established and the objectives clearly set forth. Upon returning to the campus this Fall a unanimous vote was passed to petition Delta Sigma Pi for a charter. With the goals now firmly established the fraternity began the preparation of the petition which was completed and submitted to the Grand Council of Delta Sigma Pi. The members of Beta Alpha Nu were pledged to Delta Sigma Pi on October 24. Four officers of the fraternity were invited to participate in the South Central Regional Meeting in Hattiesburg, Mississippi, on October 25-27, 1968.

On Saturday, December 14, 1968, Beta Alpha Nu Fraternity became history when the following members were initiated as charter members of Eta Omicron Chapter of Delta Sigma Pi: Ray L. Crowell, William F. Bond, Sim S. Davenport, Ronnie Binns, James F. Slagle, Harry Boyd, John Womack, Al R. Altenberg, Michael W. Bagwell, Jerry D. Brown, Steven M. Cain, Frank Cantu, William D. Dawson, Thomas J. Garo, Walter D. Gaster, T. Ronald Gewin, Stanley L. Green, James M. Griffis, Donnie L. Hamm, David A. Jones, Hershel D. Roark, Rodger W. Ross, Donald L. Taylor, Lawrence I. White, William J. Whitworth, John B. Woodburn, Danny H. Woodward, Laird F. Evans, George T. Walker, and Dwight D. Vines.



COENEN CAFETERIA on the campus of Northeast Louisiana State College provides modern facilities for the more than 7,000 students of the college.

PENNSYLVANIA STATE

ALPHA GAMMA CHAPTER has just completed one of its most successful terms ever. The Fall term was a complete success and we are looking forward to the rest of this year being even more successful.

Our professional program has been excellent so far with speakers from accounting firms and brokerage firms. During the next two terms we have scheduled speakers from the Internal Revenue Service, the Assistant Treasurer of Chrysler Corporation, a public relations director, and a criminal lawyer. Our rushing and pledging programs have been very successful. We recently initiated 16 men into Alpha Gamma Chapter, and are counting on these new Deltasigs to help us achieve 100,000 points in the Chapter Efficiency Index. We are already well on our way toward that goal.

In addition to regular professional and business meetings, the Chapter held a cabin party to celebrate Founders' Day, conducted a survey for the College of Business Administration, and aided in a Red Cross Blood Drive held at the University.

Eight brothers attended the Regional Meeting held at the Hotel Manhattan in New York City. All found the meeting enjoyable and profitable. We would like to commend Brother H. Melvin Brown and his committee for this excellent meeting.

We would like to take this opportunity to thank our chapter officers and our advisor, Dr. Robert Koehler, for the outstanding job they are doing. This year we have a better Alpha Gamma Chapter and that makes Delta Sigma Pi better. Let's all strive to make Delta Sigma Pi even better than it is.

INDIANA STATE

THERE ARE SEVERAL things that Delta Tau Chapter has done that helped start 1969 off to a momentous year for us. The first thing that was done was the conception of the Deltasig Lounge, Inc.

The Deltasig Lounge, Inc., is a non-profit corporation headed by the following brothers: N. Jay Brantley, president; Richard Becker, vice president; A. L. Harding, secretary; and Roger Hug, treasurer. The Deltasig Lounge, Inc., is the basis upon which our chapter can operate its fraternity lounge. The lounge is located on the second floor of a leased building at 6th and Ohio Street in Terre Haute, Indiana.

The second thing that happened was the initiation of 11 new members into our chapter. The new brothers went through long hours of trial before their initiation and they learned that the fraternity of Delta Sigma Pi is a sharp organization to pledge and, hopefully, belong to. These 11 brothers are young and will form the basis of our chapter for a few years. They are: Eugene Bate, George Boyczuk, John Farrell, William C. Fouts, John L. Graves, Phillip Lone, Tim McIver, Bob Mead, Jerry Server, Fred Sultan, and Dan Weaver. Also, we are very proud to have initiated Dr. Theodore Bakerman into our fraternity as our newest faculty Deltasig.

The two previously mentioned events and the efforts that the men of this chapter make are good reasons to make the statement that 1969 will be the year that Delta Tau Chapter will make great strides forward.—DICK SHEETS, JR.

CHICO STATE

EPSILON THETA CHAPTER at Chico State College will be looking forward to a large pledge class next semester since many of us will be graduating in June. This semester we are anticipating nine new members. These pledges were prepared for January 11, initiation day. At the initiation dinner-dance special awards were presented and our new "Rose" was announced.

The Brothers elected a nominating committee to select candidates for chapter officers for the Spring semester. Our present officers have done a fine job.

Our chapter visited the local Montgomery Ward retail store last November. We were greeted by the store manager, marketing manager, and several department managers. Each gave his account of the retail business. The presentations were so inspirational that three Brothers were recruited as cadets shortly after the visit.

Mrs. Jim Flynn, from the Upjohn Company, presented a lecture and film on the aspects of the pharmaceutical industry. The speech was very interesting and the film gave a realistic view of the individual Upjohn salesman.

In February, Epsilon Theta Chapter traveled to Sacramento for a lecture and tour of the Procter and Gamble plant. This was one of our outstanding out of town tours.—GREG BROWN

INDIANA

ALPHA PI CHAPTER is busy making plans for the second semester. By the time this is published we will have completed Spring Rush and will have, hopefully, pledged several potential Brothers.

At this writing we are also looking forward to the "Rose" Dance. It is being held later than usual this year. The dance will be held at the Guest Haus Inn in Bloomington. The dinner, dance, and annual selection of the "Rose" Queen promises to be an exciting affair.

Fall semester initiation was held recently and 21 pledges were initiated by Alpha Pi Chapter. The large size of the pledge class was overshadowed only by the quality of the new Brothers. These new members already show signs of being some of the best Brothers in the history of Alpha Pi Chapter.

Politicians are blossoming around Alpha Pi Chapter as the election of next year's officers draws close. As usual, there seems to be several good races in the making as Alpha Pi Chapter is blessed with more potential officers than openings.

Since this is the last time that I, as Historian, will submit an article to *The Deltasig*, I would like to take a moment at this time to thank all the members for allowing me to be a Brother. Best of luck to all of you in the coming years.—ROY A. LAW

LOUISIANA STATE— Baton Rouge

WITH FOOTBALL SEASON over and exams on the way, Beta Zeta Chapter is getting to "business." Football parties were fun, but the biggest social event of the semester was the Christmas Party held December 14. There, awards were presented by members and pledges. The best pledge award was given to Barry Wynne, the best member award to pledge educator Glen Lorio. A special award was given to Brother Frank Parrino from the pledges. The next day, initiation was held and 19 neophytes became Brothers.

Social functions are only a part of the whole at Louisiana State University. Because of intense planning at the beginning of the semester, professional and business meetings ran much smoother. Beta Zeta Chapter's professional functions were topped off with a tour of Esso's computer center in Baton Rouge.

As the semester closes, the Brothers have three big events coming: the election of officers, the publishing of the college newsletter, "The Himes Times," and money. Beta Zeta Chapter has only one fund-raising project, a light bulb sale. The Spring semester holds many attractions, including Jambalaya Jamboree and the "Rose" Formal. One last note, Beta Zeta Chapter has its personal war correspondent in Vietnam, Brother Konrad Talbert. Hats off to you, Brother, and best of luck.—J. MALCOLM DICHARRY

DAYTON

EPSILON TAU CHAPTER at the University of Dayton conducted a leukemia drive from October 5 through October 14. All the students in the dormitories and nearby off-campus were solicited for contributions to this worthy cause. In addition, during the drive, radio station WHIO periodically announced the times brothers of our fraternity would be knocking at their doors. A grand total of forty-six dollars was collected and a letter of appreciation was received from the Leukemia Center in Dayton.

The Brothers of the chapter celebrated Founders' Day with a party with six alumni brothers and four members of our faculty. The following day, a professional meeting was held, featuring the business manager of Merrill Lynch, Pierce, Fenner and Smith. The entire chapter of 23 attended the meeting. The guest speaker spoke extensively concerning the five areas in which new corporations will emerge. Also, pamphlets were distributed explaining the training procedure of a stockholder.

A Christmas party was held on December 7. Gifts were exchanged among the brothers and their guests. A fund was established which enabled us to distribute gifts to the boys belonging to Boys Club.

At our recent initiation, four men were initiated into Epsilon Tau Chapter. We are counting on these Deltasigs to help us achieve 100,000 points in the Chapter Efficiency Index. A portion of these points has already been submitted to The Central Office.—HUGH O'ROURKE JR.



ZETA LAMBDA CHAPTER President Martin P. Teem, on the right, is shown here presenting Robert L. Maher with a Certificate in Recognition of Service provided the fraternity at George Tech. Also looking on is Brother Donald T. Kelley, chapter advisor.

GEORGIA TECH

THE FALL QUARTER activities of Zeta Lambda Chapter at Georgia Tech were rounded out with the initiation of 13 pledges held on Saturday, November 23. Following the ceremony the new Brothers were welcomed into the fraternity at a party, the most festive event of the quarter.

Winter quarter activities were gotten under way by the new slate of officers with a two week rush program to include smokers, a rush party, and a dinner meeting. At the first of the quarter's three professional dinners on January 16, the chapter was honored with a visit from Executive Secretary Ben H. Wolfenberger, who met with President Martin P. Teem and other new officers earlier in the day. Following Brother Wolfenberger's comments to the chapter, Mr. Robert L. Maher, the featured speaker, revealed the workings of the Federal Aviation Agency in Air Traffic Control. Of particular interest to the group were the problems of air traffic at Atlantic Municipal Airport where Mr. Maher is a Traffic Control Supervisor. The presentation was concluded with a film, "The Traveler Meets Air Traffic Control."

Among other things, Zeta Lambda Chapter is looking forward to competition in one of the intramural basketball leagues. This, combined with our professional and social activities, should provide the Deltasigs at Georgia Tech with a busy Winter quarter.—JAMES R. PATE

STATE U. OF NEW YORK— Albany

THE BROTHERS OF Zeta Psi Chapter at the State University of New York at Albany have been busy, to say the least. With the enthusiastic participation of the three new brothers, Rich Cohen, Bill Henning, and Steve Benvenuto, Zeta Psi Chapter, on December 5, presented to the university a seminar entitled "Question the Interviewers." Representatives from five large corporations participated—first, they each gave a brief

talk concerning what they look for in an applicant, then they opened themselves to questions, and finally they joined in an informal coffee hour. The activity was heavily attended by business and non-business students alike, and questions from the audience kept the representatives busy until almost midnight. The event was undoubtedly one of the most successful and practical Greek-sponsored functions of 1968.

On December 18, Zeta Psi Chapter presented to the university another event, which was of interest to all present and future insurance policy holders. A local insurance agent spoke on "Insurance as an Investment in Today's Economy." And between these two events, there was a convention of New York State CPA's. Zeta Psi Chapter was there in force as ushers and general organizational assistants.

February 7 was the kick-off day for rush. Our number one event was the traditional coffee hour in the faculty lounge of the Business Administration building. Besides mixing with the brothers and faculty, the rushees gained a clear understanding of Delta Sigma Pi through viewing slides from The Central Office. Following this was a Roaring 20's Party on February 14 which the brothers and the rushees won't forget for a long time.

In fact, Albany State won't forget Zeta Psi Chapter for a long time, as it is becoming one of the most active and creative Greek organizations on campus.—JAMES M. FRANK

LOUISIANA TECH

BETA PSI CHAPTER at Louisiana Tech has been very busy this Fall with professional, social, and athletic activities.

Our professional activities have included speakers from various phases of business. Mr. Ed Futtrell, First National Bank of Ruston, spoke to us about the Bank Americard System; then Mr. John Heard, Pacific Mutual Life Insurance Company in Shreveport, spoke on leadership. Also Mr. William T. Hanna, Jr., Bill Hanna Ford, Incorporated, in Shreveport, spoke on salesmanship, and Mr. Philip H. Kulcke, South Central Bell, discussed the communications of today and tomorrow.

A tour of the Western Electric plant in Shreveport proved to be rewarding as we saw step by step the assembly of the telephone. Another trip is being planned for the Spring. It will be a two-day stay in Dallas, Texas. I think all the brothers of Beta Psi Chapter are looking forward to the trip. On the trip to Western Electric, which happened to be on November 7, we celebrated the Anniversary of the Founding of Delta Sigma Pi. We took time for serious thoughts, then fun, that day at Pancho's, a restaurant located in Bossier City, Louisiana.

Beta Psi Chapter had 12 pledges this Fall who were initiated on January 19. We think these new brothers will bring a great deal of leadership material and ideas to our chapter and the entire Fraternity. They, of course, were defeated by the members in the annual Pledge-Member football game. We plan to increase our athletic activities by attempting to schedule games with nearby chapters and

by playing other organizations.

Richard Snelling, Danny Arnold, Tom Bellows, and Dave Weiland, along with James A. Webb and Larry Jarrell, our Regional and District Directors, represented our chapter at the South Central Regional meeting in Hattiesburg, Mississippi, this Fall. We are honored to have James A. Webb, Jr., Director of the South Central Region, as our chapter advisor.

A big event was the installation of Eta Omicron Chapter at Northeast Louisiana State College, Monroe, Louisiana, on December 14. All the brothers of Beta Psi Chapter are honored to have played a part in the development of this new chapter. Several of their members were our guests at our initiation on January 19. It was certainly a pleasure and an honor to visit with Grand President John Marko and Executive Secretary Ben H. Wolfenberger.

One of our most joyous social events which comes annually is the Christmas Party which we along with Phi Mu, social sorority, give for the children at the Louisiana State Children's Home located near Ruston. This event took place December 17, and certainly was a success. Santa Claus brought gifts for the smaller children and a dance was given for the larger children. This is always a heart-warming occasion for all of us.

Our money-raising project has been selling candy and Christmas plaques. The money goes into the David L. Gloer Scholarship Fund, a local fund given to a student in the School of Business Administration. David, who was a graduate of Louisiana Tech and served as President of Beta Psi Chapter, was killed in Viet Nam. He was active in starting the fund while at Tech.

Saving the best until last, Virginia Hill, the National "Rose of Deltasig," has joined our current "Rose," Annelise Nasse, at several of our speaker meetings. Of course, they always add a bright spot to our meetings.—GARY B. CASKEY

OKLAHOMA CITY

DELTA THETA CHAPTER at Oklahoma City University is in the midst of an all-out effort to improve itself this semester. Although we have a fine chapter, there is always room for improvement and expansion into new areas. One of the areas of expansion we are concentrating on this semester is that of social welfare and civic work. Starting here at the University, Delta Theta Chapter has already been of service in contacting alumni for the newly started Annual Business Seminar sponsored by the School of Business for its graduates. Other activities planned include free services to the community.

Tours taken by Delta Theta Chapter this semester include the Boeing Aircraft Corporation in Wichita, Kansas, and Liberty National Bank and Lone Star Brewery here in Oklahoma City.

The officers for this semester are Dick Stuart, president; Hunter Kelly, senior vice president; Bill "Leroy" Kitch, vice president; Joe Rogers, treasurer; Wayne Stone, secretary; Ed Chechosky, historian; and Jeff Messina, chancellor.—RICHARD H. DEVORE

CALIFORNIA STATE— Hayward

ZETA TAU CHAPTER has just completed a very successful term under our outgoing president, Brother Greg Shaver. Replacing Brother Shaver is President-elect Tim Davidson, who has been very active in this chapter. Brother Davidson's newly elected officers are: Brooks McBurney, senior vice president; Bill McCartney, vice president; Bill Benivides, secretary; Gus Petsas, treasurer; Steve Yook, chancellor; and Ron Silva, historian.

Presently our chapter is engaged in our third annual book exchange. The book exchange is a student service whereby students can sell their books at higher prices and purchase books at lower prices than offered by the book store.

Zeta Tau Chapter is well on its way to another 100,000 points in the Chapter Efficiency Index. Under the leadership of Brother Marty Allen as Chapter Efficiency Index Chairman, this goal should easily be attained.

Under the direction of the Senior Vice President Brooks McBurney, our chapter is preparing a full program of activities for our upcoming pledge class. Our chapter is constantly improving, thanks to the ever increasing quality of our pledge program and the new members that come out of it.
—CONSTANDINNO N. PETSAS

GEORGIA

PI CHAPTER at the University of Georgia has just finished its initiation. We are counting on our six new Brothers to help us achieve 100,000 points in the Chapter Efficiency Index.

On November 11, Pi Chapter toured Goodbody and Company. After the tour, we heard a talk on the "Stock Market." Much interest was displayed in the question and answer period which followed the talk.

Sam Cathcart, an alumnus of Pi Chapter, recently returned from Vietnam. On November 24, he showed us slides and films that he had taken while stationed there.

On December 2, Assistant Chief of Police Mcgahee gave a talk on recent court decisions that have affected the civil rights movement. After the talk, there was a question and answer period.

On December 9, Lieutenant W. R. Daniel of the United States Marine Corps gave a talk on draft laws and the officer training schools each branch of the service has. After the talk, we were shown slides and films.

In athletics, we finished second in horse-shoes and third in football. Basketball, weight lifting, and bowling are on the agenda for next quarter.—JOHN M. SMITH

OKLAHOMA

BETA EPSILON CHAPTER is looking forward to the selection of our new "Rose." On December 18, the brothers of the chapter held a "get acquainted" meeting with seven lovely University of Oklahoma coeds. Candidates are Susie Fox, Barbara Weaver, Kathy Miller, Susan Anderson, Marsha Crabb, Nancy Fine, and Barbara Greene.

We had a fine pledge class this past semester and are looking forward to their initiation, and the banquet following it. We are counting on these pledges to help us achieve the maximum number of points in the Chapter Efficiency Index.

The Brothers of the fraternity and several pledges made their second field trip of the semester in December. We visited the Oklahoma City office of Merrill Lynch, Pierce, Fenner and Smith where we received a very interesting and informative look at the activities of a brokerage firm.

Beta Epsilon Chapter is quickly bringing the Fall semester to a close. The Brothers are looking forward to the Spring semester, when we are planning for the largest pledge class ever. We are also looking forward to our annual Spring softball game, when the pledges take on the members in a highly-spirited contest.

The Brothers of Beta Epsilon Chapter are looking forward to, and wish for all the members of Delta Sigma Pi, a most prosperous and successful year in 1969.—KEITH CRENSHAW



MEMBERS OF ALPHA NU CHAPTER at the University of Denver are shown here greeting former Vice President Hubert H. Humphrey in Albuquerque during his recent campaign for the presidency of the United States. The meeting took place at the Hilton Hotel where the Deltasigs were holding the Inter-Mountain Regional Meeting and where a reception was given for Mr. Humphrey. The members are from left to right: Walt Sharp, Mr. Humphrey, Gary Takata, Jim Alsdorf and Steve Siljestrom.

TEXAS—Austin

WITH THE RUSH smokers over and pledge education taking up lots of time for both pledges and members, Beta Kappa Chapter proceeded on a very unique quest to publicize the chapter on a campus-wide basis. We started the program at the right time, for our homecoming bonfire was just around the corner and many Greek and service groups were striving for the Spirit Award for this, the last conference game of the year. We participated in the University of Texas traditional Aggie bonfire by donating an entire five-room house which had been given to us. The brothers proceeded to decorate the house in a manner so as to heighten school spirit for the game. The house was painted to resemble the administrative building at Texas A&M, in jest, of

course. The biggest job encountered was transporting the house across Austin to the bonfire site. We were able to obtain the services of a local house moving firm in achieving this feat. If one could, in his imagination, envision this massive structure being hauled intact down the streets of Austin with the message "Go With The Longhorn Spirit With Delta Sigma Pi" painted in orange letters covering the spacious roof, he would have a sight to amaze him.

After establishing our house at the bonfire site, further work was done in order to try to win the wood-gathering category of the bonfire-building competition. The Greeks that were involved in the competition had much more time and lots more money to devote to the campaign than we. But that did not stop us. We wanted to let the ears and eyes of the student body know what and who made up Delta Sigma Pi. When the house was delivered to the bonfire site, people were asking "What's Delta Sigma Pi?" For this reason the brothers took on the added challenge in trying to win the wood-gathering part of the bonfire festivities in order to accentuate the work we already had put on the house.

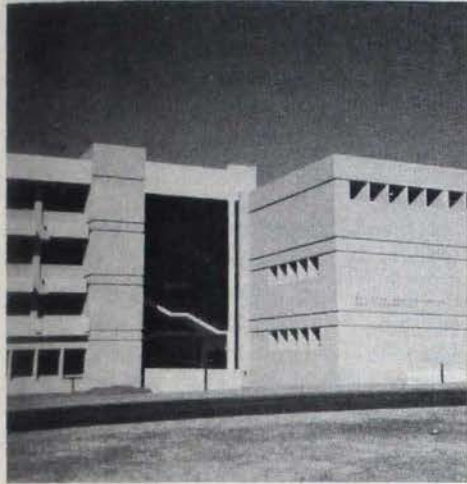
With only three days left in the contest, the brothers proceeded in a unified effort to find and transport wood for the bonfire. Every member and pledge put in everything he had in order to win the prize. During the last day of gathering wood from places where wood would be available, the competition was interrupted by rain, and lots of it! Other Greek fraternities had already given up when the first sign of rain was noted. The Brothers of Beta Kappa Chapter did not heed Nature's warning in that we worked well into the night under extremely wet conditions in order to catch up on lost time. Only one other group was hauling wood beside us out of the groups that had started out the day's competition. I must say it was a proud sight to see Deltasigs of our chapter working in rain to win a prize not for gathering wood, but for the purpose of letting everyone at the University know what Delta Sigma Pi is!

When the results were tallied the next day every member and pledge who could still walk after the night before made it to the bonfire pep rally. The emcee at first announced the winner of the wood gathering contest—unfortunately, it was not Delta Sigma Pi. But when the announcer declared the winner of the Spirit Award and that Beta Kappa Chapter of Delta Sigma Pi had won it, eighty-five voices rang out in jubilation, for it marked a time Delta Sigma Pi had won in competition formerly dominated by the general Greeks. It also represented a moment when both members and pledges found a good feeling creeping up their spines, for this award crowned many days work in a united effort for a common goal. Sure, it may seem sentimental, but, nevertheless, it was present.

This is only the start for Beta Kappa Chapter. More and more programs in order to publicize Delta Sigma Pi are in the works. Those which succeed add just one more feather in Delta Sigma Pi's cap of achievements here at the University of Texas.

New College of Business Building at New Mexico State is Named for Deltasig

The new College of Business Administration and Economics building at New Mexico State University at Las Cruces which was completed and occupied during the fall has been named in honor of its dean, G. L. Guthrie. Dean Guthrie is a charter member of Epsilon Upsilon Chapter of Delta Sigma Pi at New Mexico State University.



SHOWN HERE IS a close-up of the main entrance of Guthrie Hall, the new College of Business Administration and Economics building at New Mexico State University at Las Cruces.

"For the first time we can develop the atmosphere of a college. Previously, we've taught in classrooms scattered all over campus. Now our students will associate with one another and develop an attachment to the college—something which has not happened in the past. In the building is a student reading room and offices for student organizations. All these things improve student morale and develop enthusiasm and loyalty which are so important to the academic program." That's how Dean G. L. Guthrie of the College of Business Administration and Economics at New Mexico State University described the new building constructed this year for the College, and the role it is expected to play in the students' lives.

The new building that Dean Guthrie was referring to is Guthrie Hall, which was named in his honor and put into use this fall. It is the first permanent home of the College since it was created five years ago. In the past the College, and the busi-

ness department which preceded it, has been shunted into a succession of 'temporary' quarters that were plagued with everything from bats in the attic to inadequate seals against blowing dust.

All of that is a thing of the past now with their new building. The structure was designed by Loren Mastin, a Las Cruces architect, and presents quite a striking figure on the New Mexico State University campus. Taking notice of the needs of a growing college in a progressive university, Mastin boldly created a new look in the design of the building.

It is divided into an east and a west wing. The unusual thing is that the west wing, where most of the offices are, is four stories high, while the east wing housing most of the classrooms and laboratories, is only three stories high.

This difference is dramatized on the exterior, especially when viewed from the front. The east wing is almost severely plain with only a row of windows and four horizontal lines in the masonry to break up the flat expanse. The west wing presents long rows of large windows and overhangs above the windows on every floor except the second where there is an exterior walkway.

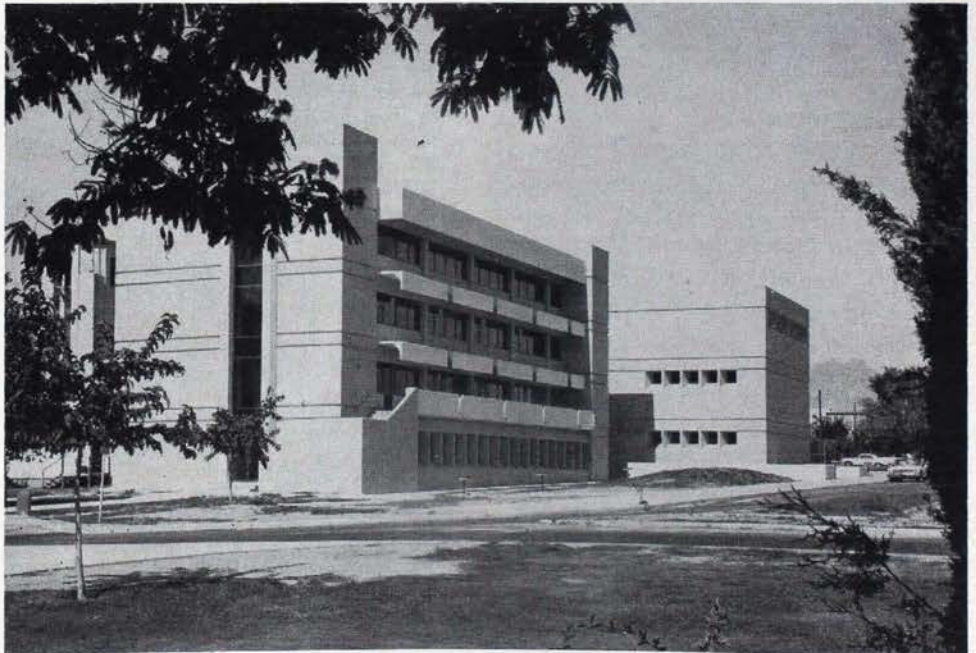
Joining the two wings is a stairway behind solid glass panels. The bronze tint of

the glass is a pleasing contrast with the light tan of the building. Underneath the stairway the wings are not joined on the ground floor so an open air, walk-through passage is created. The overall result of the building's exterior is to present a very different, but very likable first impression.

This is an impression that is sustained upon entering the building. In the lobby on the first floor a walnut reception desk predominates along with the green carpet that is found throughout the building. The walls are white, while along the ceilings are rectangular outlines forming a pattern around the lights.

This is carried throughout the complex. The carpet is found in all of the wide halls of the business quarters, as well as most of the classrooms and offices. To guarantee accessibility, stairs are found at the ends of both wings in addition to the central stairway. Elevators run in both wings, too, so that any part of the building is easily reached by even the handicapped students.

One of the most impressive rooms in Guthrie Hall is the main lecture room. The room seats 159 persons in chairs that are arranged on upward tiers. Illumination comes from porthole-like windows and indirect lighting. In addition to the



GUTHRIE HALL, the new College of Business Administration and Economics building at New Mexico State University, was named in honor of Dean G. L. Guthrie, a charter member of Epsilon Upsilon Chapter.

usual blackboard there is a projection screen and demonstration area at the front of the room.

The laboratories are just as impressive. There are three accounting labs that seat 98, 78, and 56 persons respectively. All have tables running the width of the room that face the central platform. Secretarial labs were designed with their special needs in mind. For example, the shorthand instruction is put onto three channel tape recorders so that students may learn at their own rate. The programs are then transmitted over wireless dictating equipment to each individual.

In addition to these laboratories, there is a duplicating lab, a typewriting lab, and a business machines lab. Of course there are the regular classrooms, but even these are not 'regular.' The classrooms are wired for the installation of video tape recorder viewers. They all feature desks that are color coordinated to the different colored chalkboards in each room.

Carrels have been provided for the graduate student assistants on the third and fourth floors in the west wing. Another special feature of the building is the student reading room on the third floor. The room is the meeting room and office of Delta Sigma Pi at New Mexico State, but during the day is open to the students as a lounge and reading room. The comfortable couches and chairs provide an amiable place to read the latest business periodicals that are provided or to just sit and talk between classes. The room is administered by the fraternity who is responsible for it and its furnishings. It is also used as a meeting place by the Accounting Club.

The College of Business Administration and Economics at New Mexico State University for whom Guthrie Hall was built is now offering degrees in a number of fields. Among them are: Bachelor of Arts in Economics; and a Bachelor of Business Administration in Accounting, Finance, Economics, General Business, Management, Marketing, and Secretarial Administration. Two-year certificates are offered in Data Processing, Computer Technology, and Secretarial Training. These are joined by the graduate degrees—Master of Arts in Economics and Master of Business Administration in Business Administration.

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MERGERS

William H. Bronson, *Menlo*, on September 14, 1968, to Cathleen B. Kirkland, at San Francisco, Calif.

James A. Kopaz, *LaSalle*, on August 24, 1968, to Maryann P. Craney, at Philadelphia, Pa.

Edgar B. Langley, *Texas-El Paso*, on January 22, 1969, to Lea M. Adkins, at Sulphur, La.

Richard R. Reader, *Florida*, on June 22, 1968, to Deidra Ann Keinanen, at St. Petersburg, Fla.

James N. Gulley, *North Arizona*, on September 14, 1968, to Mardean A. Simmons, at Phoenix, Arizona.

Richard S. Wilkolaski, *Rochester Tech*, on September 21, 1968, to Von Sonia at Waterville, N. Y.

Jay S. Hirsch, *Florida Atlantic*, on August 10, 1968, to Marsha Tepper, at North Miami Beach, Florida.

Carson S. Moore, *Florida Atlantic*, on August 3, 1968, to Virginia Shields, at Naples, Florida.

Paul G. James, *Florida Atlantic*, on September 5, 1968, to Margaret Lee Potter, at Fort Lauderdale, Florida.

Donald E. Wicker, *Florida Atlantic*, on May 3, 1968, to Donna Pantya at Jacksonville, Florida.

Christopher W. Lawson, *Florida Atlantic*, on November 23, 1968, to Leah McCrary, at Coconut Grove, Florida.

Steven L. Swanson, *Midwestern*, on September 5, 1968, to Mary Beth Howl, at Vernon, Texas.

M. Donald Murphy, *Midwestern*, on November 30, 1968, to Jill Jones, at Henrietta, Texas.

J. Charles McMahan, *Midwestern*, on September 15, 1968, to Conny Sternberg, at Wichita Falls, Texas.

Wallace R. Hardy, Jr., *Midwestern*, on June 7, 1968, to Carla Howell, at Wichita Falls, Texas.

W. Mac Cannedy, Jr., *Midwestern*, on May 31, 1968, to Connie Cloer, at Wichita Falls, Texas.

William M. Uhlemeyer, *Missouri-St. Louis*, on December 21, 1968, to Linda Fritz, at St. Louis, Missouri.

Jeffrey C. Harm, *Kent State*, on August 30, 1968, to Elaine Kerr, at Oradel, New Jersey.

William J. Bennett, *Kent State*, on October 19, 1968, to Sharon Miller, at Brecksville, Ohio.

Richard J. Konet, *Kent State*, on September 7, 1968, to Sandee Martin, at Rome, Georgia.

Larry E. Tomison, *Texas-Arlington*, on November 28, 1968, to Dorothy Snow, at Grand Prairie, Tex.

Johnny W. Chaloupka, *Texas-Arlington*, on December 28, 1968, to Terry Tomilin, at Fort Worth, Tex.

Neal A. Broidy, *Miami-Florida*, on January 21, 1968, to Suzanne Skinner, at Greenville, South Carolina.

Marc L. Mervis, *Miami-Florida*, on August 11, 1968, to Rosanne Post, at Miami Beach, Florida.

Bruce V. Miller, *Miami-Florida*, on September 1, 1968, to Beverly Altshuler, at Miami Beach, Florida.

Louis A. Rose, *Miami-Florida*, on September 1, 1968, to Arlene Goldberg, at St. Louis, Missouri.

Lionel O. Naquin, *Nicholls State*, on June 1, 1968, to Karen Albert, at Thibodaux, Louisiana.

James L. Caillouet, *Nicholls State*, on August 3, 1968, to Patricia Babin, at Thibodaux, Louisiana.

Jack K. Gray, *Southeastern Louisiana*, on June 22, 1968, to Pamela Hammond, at Morgan City, Louisiana.

John C. Richardson, *Louisiana State-New Orleans*, on September 21, 1968, to Judith Dwyer, at New Orleans.

Gary Bush, *State U. of New York-Buffalo*, on June 15, 1968, to Joanne Misch at Niagara Falls, New York.

Gregory Pritchard, *State U. of New York-Buffalo*, on July 28, 1968, to Mary Clements at Buffalo, New York.

James D. Hall, *East Carolina*, on June 22, 1968, to Brenda Cook, at Fayetteville, North Carolina.

Denis L. Lamparter, *East Carolina*, on June 1, 1968, to Pat Toole, at West Long Branch, New Jersey.

Arlen L. Peterson, *DePaul*, on June 15, 1968, to Linda Ostrowski, at Chicago, Illinois.

Dennis W. Maley, *Tulsa*, on January 25, 1969, to Delilah Shell, at Tulsa, Oklahoma.

Phillip R. Carnahan, *Tulsa*, on October 18, 1968, to Patricia Reid, at Tulsa, Oklahoma.

Dennis E. Hicks, *Tulsa*, on November 30, 1968, to Suza Van Tuyl, at Tulsa, Oklahoma.

Danny A. Inge, *Wake Forest*, on August 31, 1968, to Amy Hill, at Lynchburg, Virginia.

James W. Mason, *Wake Forest*, on June 15, 1968, to Doris Land, at Greensboro, North Carolina.

Michael F. Lynch, *Wake Forest*, on September 7, 1968, to Virginia Brannock, at Winston-Salem, North Carolina.

Michael D. Soab, *Louisiana State-Baton Rouge*, on May 13, 1968, to Sheila Levin, at New Orleans, Louisiana.

Clyde Tull, *Louisiana State-Baton Rouge*, on May 25, 1968, to Virginia Land, at Baton Rouge, Louisiana.

Steven Flory, *Louisiana State-Baton Rouge*, on June 1, 1968, to Dale Gourgues, at Hahnville, Louisiana.

Richard Blizzard, *Louisiana State-Baton Rouge*, on September 21, 1968, to Amanda Shotts, at Beaumont, Texas.

William Culver, *Louisiana State-Baton Rouge*, on October 19, 1968, to Maria Gamboa, at New Orleans, Louisiana.

John R. Armour, *North Texas State*, on August 4, 1968, to Bertha Ann Brown, at Mineola, Tex.

Paul W. Brown, *North Texas State*, on September 7, 1968, to Rebecca Jane Jernigan, at Orange, Tex.

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(Continued from page 95)

ties for business machines and closed circuit television.

The north side of the complex is devoted to graduate classrooms. These three rooms are equipped with two-way mirrors so that practice interviews and other business situations may be observed without interference.

New emphasis is being placed on the administrative aspects of business at the University of New Mexico. This is illustrated in the school's dispensing with the secretarial sciences, now offered through the College of Education, and concentrating on administrative courses. The class of 1970 will graduate with a Bachelor of Business and Administrative Sciences (BBAS).

The School of Business and Administrative Sciences at the University of New Mexico serves to unite people with a common interest in the betterment of business and offers an atmosphere conducive to research and study.

Delta Sigma Pi installed its seventy-fifth chapter at the University of New Mexico in May of 1949. Gamma Iota Chapter celebrates its twentieth anniversary this year.

Last October Gamma Iota Chapter hosted the Inter-Mountain Regional Meeting held in Albuquerque. Sixty representatives from the twelve undergraduate chapters and three alumni clubs in the region attended the meeting.

During the Christmas season the complex was decorated with over 450 lumi-

naries (paper bags containing small votive candles) by the men of Delta Sigma Pi. Outlining the adobe buildings the light from each bag causes a glow on the structure that makes a type of decoration unique to the Southwest.

PERSONAL MENTION

Thomas W. Moore, *Texas-Austin*, has been named vice president of Academy Computing Corporation.

Wallace C. Womble, *Georgia State*, has been promoted to instructor at the Ford Marketing Institute, Englewood Cliffs, N. J. from the Lincoln-Mercury District office in Atlanta, Ga.

Terrance E. Leaman, *Ohio U.*, was recently promoted to 1st Lt. and is now in charge of the Armed Forces Radio & Television Service at Thule Air Base, Greenland.

William T. Foster, Jr., *Arizona*, former assistant to the dean of the College of Business at the University of Arizona, has been named Assistant Dean of Men at the University of Arizona.

Ronald D. Ketcham, *Creighton*, has completed the nine week armor course at the Army Armor School, Fort Knox, Ky.

Jack A. Smith, *Florida Southern*, has been promoted to senior master sergeant in the U. S. Air Force. He is a supply superintendent at Chicksands RAF Station, England.

R. Dale Wootton, *North Texas State*, is now serving as a legal officer for the Judge Advocate General's Corps of the Navy at the Pentagon in Washington, D.C.

Earl L. Winkelman, *Marquette*, is now Assistant Counsel and Insurance Manager with the Beloit Corporation, a paper machinery manufacturer.

Joseph W. MacDonell, *Florida State*, now has a new position as senior supervisor of contracts for Lenkurt Electric and Electronics Company, Inc.

Joel A. Brown, *Ohio State*, has recently been promoted to the position of Club Officer at McGuire AFB, N.J.

John F. Stewart, Jr., *Denver*, has been named finance officer at the Anniston Army Depot.

Alfred O. Mantenfel, *Northwestern-Beta*, has retired after 35 years with the Northern Trust Company of Chicago and has joined the staff of the Arlington Heights Bank & Trust Company.

Donald S. Boyce, *St. Louis*, has been promoted to LTJG and is now assigned to the Recruit Training Command at Great Lakes, Ill.

James W. Bell, *Iowa*, has been promoted from Supervisor Freight Accounting at American Airlines in Los Angeles to City Auditor.

William L. Offutt, *Chico State*, former assistant to the president at Chico State College, has been named assistant to the president at California State College at Bakersfield.

Steve K. Earnest, *New Mexico*, has accepted a new position with the American Fletcher Bank in Indianapolis, Ind.

Philip Gegliotti, *Nebraska-Lincoln*, has joined Allis-Chalmers in Harvey, Ill., as the purchasing agent.

R. James Thorpe, *Loyola-Chicago*, has been named manager of Pacific Operations, Office Products Division of IBM at Tokyo, Japan.

Larry Ashby, *Arizona State*, has been named Field Underwriter for the New York Life Insurance Company in Phoenix.

James B. Dollahan, *Illinois-Urbana*, has been named programmer for IBM at Poughkeepsie, N.Y.

James E. Adams, *Texas-El Paso*, has been promoted to chief of the Computer Payroll Department, American Smelting & Refining Company at El Paso, Texas.

Fred M. Kleppsattel, Jr., *Missouri-Columbia*, has been promoted to colonel in the USMC. He is currently the executive officer of Marine Aircraft Group 16 in Vietnam.

Robert Guetschow, *Wisconsin*, has been named manager of manufacturing, Transistor Electronics Corporation.

Frank A. Bell, *Lamar Tech*, has a new position as secretary-treasurer of Solo Serve Company of San Antonio, Tex.

Marshall G. Paine, *Western Kentucky*, has a new position as assistant agent bank coordinator with First and Merchants Bank Americard at Richmond, Va.

Donald E. Heath, *Southern Methodist*, is now a management consultant with Lawrence-Leiter and Company in Kansas City, Mo.

Frank Hoy, *Texas-El Paso*, has been promoted from Ensign to LTJG in the U. S. Naval Reserve.

Robert Platner, *State U. of New York-Albany*, has a new position with the Chemical Bank New York Trust as an investment management reviewer in the Personal Trust Department.

Billy Curlee, *Sam Houston State*, has a new position as salesman with the Southwestern Drug Corporation at Corpus Christi.

Jerry E. Paulson, *Mankato State*, has accepted a new position with Monsanto Chem-



Students in the School of Business and Administrative Sciences at the University of Mexico find the balconies of the new building a good place to relax and study.



Characteristic of the contemporary interior design of the new School of Business and Administrative Sciences building at the University of New Mexico is the dean's office. Included in the photograph are Mrs. Doris Elsner, Dean William H. Huber and Mrs. Mary Saner, recipient of Gamma Iota Chapter's outstanding service award.

ical Corporation in St. Louis in the Personnel Department of the International Division.

Carl E. Johnson III, *California State-Hayward*, has joined the Travelers Insurance Company in Los Angeles as a Field Representative.

Don Bosshardt, *Georgia State*, has been elected president and treasurer of Maxey-Bosshardt Lumber Company in Hapeville, Ga.

F. Donald Wilson, *Northwestern-Beta*, is presently teaching engineering courses to Thai students in a program of Accelerated Rural Development in Korat, Thailand.

Robert N. Ward, Jr., *Rutgers-Beta Omicron*, has been named Regional Manager for the Tappan Company in Ohio, Indiana, West Virginia, Kentucky and Tennessee.

Robert L. Taylor, *Mississippi State*, was recently elected Chancery Clerk of Washington County, Mississippi.

Henry A. Mollicone, *Detroit-Theta*, formerly with Lybrand, Ross Brothers & Montgomery, has assumed a new position with Dollar Electric Company as controller and assistant treasurer.

Clark R. Scott, *Florida*, has been named area manager, Grocery Products Division, Oscar Mayer & Company.

John L. Anderson, *Florida State*, has been promoted to LTJG in the Coast Guard.

Jerald E. Hallock, *Nebraska-Lincoln*, has been promoted to supervisor, Claim Division, Maryland Casualty Company.

Curtis E. Campbell, *Oklahoma City*, has been transferred from Lubbock, Texas, to Oklahoma City and promoted to Sales Counselor for Housewares Division of General Electric Company.

Donald K. Patz, *Illinois-Urbana*, has a new position with the internal audit staff at Miehle, Goss Dexter, Inc., at Chicago, Ill.

Martin A. Romanus, *Western Kentucky*, is now on the staff of the Department of Business and Economics at Brescia College, Owensboro, Ky.

James B. Moore, *Southern California*, has been promoted to sales manager, RCA Information Systems Division at Los Angeles.

Frank H. DeRenzo, *Ithaca*, is now the president of E. W. Veigel Business Institute, New York. He is also mayor of the Village of Clyde, N.Y.

E. Joseph Bensler, Jr., *Babson*, has a new position as vice president for Trust and Securities Operations of the First National City Bank in New York, N.Y.

Walter W. Robbins, Jr., *Michigan State*, has been promoted to 1st Lt. in the U. S. Airforce after graduation from undergraduate pilot training at Randolph AFB, Tex.

Fulton B. Moore III, *Tennessee*, has been promoted to 1st Lt. in the U. S. Army and is now stationed in Vietnam.

Gordon H. Fair, *Florida*, has just completed his first year as an assistant professor of aerospace studies at the University of Florida and has just been promoted to the rank of Major in the USAF.

Dennis A. Young, *San Francisco*, has just completed his MBA degree at the University of Santa Clara and has now begun work on his Ph.D. degree at Santa Clara.

Franklin D. Farver, *Minnesota*, has a new position in the office of the comptroller of Kimberly Clark Corporation in Neenah, Wis.

Rocky J. Wentzel, *Sacramento State*, has been awarded the National Quality Award given to life insurance men that write quality business and have a high persistency or retention of business.

Roger S. Flowers, *Texas Tech*, has been promoted to sales manager of KSEL AM-FM radio stations in Lubbock, Tex.

Brothers Bill McCartney and Byron George have been named vice presidents of the Union National Bank of Pittsburgh. Both are members of Lambda Chapter at the University of Pittsburgh.

James Elderkin, *Rutgers-Beta Rho*, has accepted a new position with Blair and Company, investment brokers in Pittsburgh. Brother Elderkin was formerly with McKee and Company.

Tom Bombich, *Pittsburgh*, has been transferred to Los Angeles, California, by his employer, Bryant Manufacturing Company to assist in their new installation in that city.

Robert Malone, *Pittsburgh*, has accepted a position as controller of the Interlock Screw and Bolt Company in Charlotte, N.C.

Roderick J. Stanek, *Georgetown*, has been appointed assistant national retail sales manager in the Montgomery Ward floor coverings department. He joined the company in 1965.

Dr. Howard G. Wibble, former dean of students at Texas Christian University at Fort Worth, and a charter member of Delta Upsilon Chapter at TCU, has recently been promoted to vice chancellor for student life.

Thomas C. Highland Jr., *Indiana*, was recently appointed Assistant to the Manager in Charge of Internal Operations of Parke, Davis & Company at the drug firm's Detroit sales branch.

Gerald W. Wells, *Arizona State*, past Field Secretary of Delta Sigma Pi has accepted a new position with Armco Steel Corporation at Middletown, Ohio. Brother Wells will be employed in the Building Construction and Metal Products Division as a Technical Sales Engineer.

(Continued from page 88)

What Should the Resume Contain?

The resume is an advertising device. It should treat information in the most creative way possible. This does not imply that information on the resume is falsified, but rather chosen and presented to evoke the best possible impression. No employer will hire an individual on the basis of his resume alone. Objections, questions, and in-depth detail the employer desires will be obtained in subsequent contacts. The resume merely seeks to open the door for such contacts, by developing an interest for the individual.

While resumes differ, depending on background and experience, they all contain basic categories of information. These categories include:

Name, Address and Telephone Number

The name should appear at the top of each page in upper-case letters. On the first page, in a prominent location should be a home address and telephone number (including area code) and a school address and telephone number if different

from the permanent or home address. If two addresses are used, indicate on the temporary address what period of time this address will be used.

Personal Data

Appearing near the top of the first page of the resume, balanced with the address and telephone number, should be a brief summary of relevant personal data. Included are height, weight, condition of health (indicate good or excellent; if neither of these adjectives describes health, it would be wise to discuss physical condition as a separate section, indicating particular disabilities and the extent to which these disabilities would interfere with job performance), marital status (if married, indicate the number of children or dependents) and birth-date (optional).

Experience

For the average college student, experience and application to a career objective has been rather limited. In this case, it is wise to highlight those aspects of experience that provide the prospective employer with some idea of the individual's abilities. A brief description of some of the jobs held, together with a statement indicating what part of the individual's expenses were financed by work while in school should suffice.

For the individual with full-time work experience, he should expand upon this experience, including company names and locations, inclusive dates of employment, job description and a summary of skills required for such jobs. Individual positions should be listed in reverse order (last job first). With the exception of the current or last job held, job detail is unimportant unless the details relate specifically to the position being sought. Other detail serves to confuse.

Education

In this section, list each college or university attended and its location; inclusive dates of attendance, degrees received (or to be received), major or areas of specialization and brief mention of any academic honors and scholarships (e.g. Dean's List). Schools should be listed in reverse order, beginning with the last school attended. For the college graduate, it is unnecessary to mention high school, unless there are extenuating circumstances. This would include unusual academic, scholastic, athletic, or leadership activities while in high school. As the indi-

vidual moves away from his school years, the education section of his resume becomes less a factor in his employment and can gradually be reduced until it mentions only those institutions from which he received academic degrees. For the recent college graduate, however, it is wise to list all institutions attended.

Military Service

For the individual with prior military service, this section of the resume should include the branch of the service and inclusive dates of active duty, rank upon discharge, and a brief description of duties or responsibilities. It should include a statement of any reserve obligation. For those with no prior military service, this section should give the selective service status (many men with no prior military service feel that a 2-S or 1-A status in their resume is a "kiss of death" in the eyes of prospective employers). However, many employers find they have much to gain in talking to college graduates before they enter the military, as a better opportunity to hire them on their return. It is in the best interest of a college graduate facing military service to prepare and submit resumes if he has plans to enter business on his return.

Professional Affiliations and Qualifications

This section is a brief listing of membership in professional clubs and associations, and offices held in those organizations. Also included are special certifications, such as flight licenses, radio-operator licenses, and other certifications.

Literary Accomplishments

In standard bibliographic form, the title, journal, date and page number of any articles the individual has authored and published.

Early Background

A brief statement of personal history, which may include family occupation and size, and home town. This information is considered optional, but can be useful to a prospective employer in assessing the individual's background.

Personal Interests and Activities

Since employers are interested in well-rounded individuals, it is wise to list interests in literature, athletics, and activity clubs or organizations. Mention should be made of offices held in organizations, and a brief list of hobbies.

References

There are two schools of thought on references. One holds that all references should be included on the resume, while the other contends that only a brief statement "references available on request" is necessary. The decision rests on the degree of flexibility desired for the resume.

Availability

A date should indicate when the individual can begin work. An availability date gives the prospective employer some idea of when he can plan to hire an individual. Availability should also indicate feelings towards travel and relocation. The simple statement "Travel and Relocation Unlimited" gives a carte blanche to the prospective employer, while restrictions on travel gives the employer notice of the individual's preferences.

The Dynamic Resume

The resume is an ever changing document. The best resume is one that has been reviewed by a variety of people, each making their comments and evaluations of the resume. The individual preparing his first resume should assemble facts and, like a newspaper editor lining up copy, arrange them to be pleasing to the eye. Once this has been done, sample copies should be distributed to advisors for their opinions. Included are club counselors, faculty advisors, friends and associates in the business world, and others with experience in college placement and recruiting.

In addition, every opportunity should be taken through the College Placement Office to meet with representatives of companies interviewing for business. This benefits in learning how to behave in an interview, and also gives valuable insight in shaping a resume. The resume must be revised continually to reflect changes in education and experience. All suggestions, while not necessarily incorporated into the resume, must be carefully considered for their merit and adaptability to the resume.

Perhaps the greatest mistake an individual preparing a resume can make, is to assume that once the resume is typed and prepared, it needs no further changing. The result will be a static, uninteresting, and unrepresentative document, which will, in the long run, do more harm than good to the individual's chances for successful employment. Be creative—use imagination—seek advice and guidance. The result will be an effective professional resume.

LIFE MEMBERS

- 4721 Haney B. Conner, Jr., *Beta Zeta*, Louisiana State-Baton Rouge
- 4722 Thomas J. McCormick, *Zeta Eta*, St. Peter's
- 4723 Linn E. Hudson, *Alpha Beta*, Missouri-Columbia
- 4724 George A. Sacks, *Epsilon Sigma*, La-Salle
- 4725 Charles H. Knight, Jr., *Gamma Sigma*, Maryland
- 4726 Ronald L. Levin, *Psi*, Wisconsin
- 4727 Charles W. G. Craig, *Alpha Beta*, Missouri-Columbia
- 4728 John F. Pinnix, Jr., *Gamma Tau*, Southern Mississippi
- 4729 Domenick P. Cucinello, *Beta Rho*, Rutgers
- 4730 R. Stephen Bremers, *Gamma Eta*, Nebraska-Omaha
- 4731 John T. Sirak, *Gamma Psi*, Arizona
- 4732 Richard L. Harvey, *Beta Rho*, Rutgers
- 4733 Bob K. McCoy, *Delta Upsilon*, Texas Christian
- 4734 Joe L. Evers, *Alpha Sigma*, Alabama
- 4735 Carl E. Johnson III, *Zeta Tau*, California State-Hayward
- 4736 Ralph A. Schutzman, *Delta*, Marquette
- 4737 Robert E. Latshaw, Jr., *Chi*, Johns Hopkins
- 4738 William B. Hutchinson, Jr., *Omega*, Temple
- 4739 Paul R. Bailey, *Zeta Psi*, State U. of New York-Albany
- 4740 Henry P. Zani, *Gamma Upsilon*, Babson
- 4741 Charles E. Roark, *Delta Eta*, Lamar Tech
- 4742 Lawrence P. DeGrechie, *Zeta Psi*, State U. of New York-Albany
- 4743 Jose I. Alegrett, *Beta Omega*, Miami-Florida
- 4744 Joe A. Brown, *Nu*, Ohio State
- 4745 Frank J. Prime, *Alpha Gamma*, Pennsylvania State
- 4746 Walter W. Hohwald, *Beta Xi*, Rider
- 4747 Stephen M. Elliott, *Zeta Mu*, Texas-Arlington
- 4748 Robert R. Kyle, *Alpha Delta*, Nebraska-Lincoln
- 4749 Robert J. Keeler, *Delta Sigma*, Loyola-Los Angeles
- 4750 Frank G. Mestnik, *Delta*, Marquette
- 4751 John H. Thurman, Jr., *Beta Kappa*, Texas-Austin
- 4752 James S. Dryer, *Delta Tau*, Indiana State
- 4753 William E. Halboth, *Lambda*, Pittsburgh
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To Brother and Mrs. Jerry K. Reid, *Georgia Southern*, on January 16, 1968, a son, Brian Keener.

To Brother and Mrs. Harold A. Leach, *Michigan State*, on May 29, 1968, a son, Harold Arnold, Jr.

To Brother and Mrs. Martin Heffan, *Ithaca*, on November 26, 1967, a son Ira Victor.

To Brother and Mrs. Dennis M. Crean, *Loyola-Chicago*, on March 20, 1968, a son, Brian Patrick III.

To Brother and Mrs. James D. Schaefer, *Kent State*, on June 15, 1968, a son, James Andrew.

To Brother and Mrs. Joseph M. McGlynn, *Detroit-Theta*, on October 15, 1968, twins, Kevin and Kathleen.

To Brother and Mrs. Don Leonard, *Nicholls State*, on September 30, 1968, a daughter, Dawn Michelle.

To Brother and Mrs. James Calamita, *State U. of New York-Buffalo*, on January 21, 1968, a daughter, Elizabeth Ann.

To Brother and Mrs. Thomas Grabowski, *Lewis*, on May 17, 1968, a son, Thomas Edward.

To Brother and Mrs. Elias M. Howard, *South Carolina*, on October 27, 1968, a son, Michael James.

To Brother and Mrs. Stanley J. Kaczocha, *Western Michigan*, on April 9, 1968, a daughter, Kristin Marie.

To Brother and Mrs. Dean Heffelfinger, *Sacramento State*, on October 16, 1968, a daughter, Gretchen Aimee.

To Brother and Mrs. Bruce C. Longman, *Virginia Tech*, on December 4, 1967, a daughter, Heather Anne.

To Brother and Mrs. C. William Crause, *Missouri-Columbia*, on March 3, 1968, a daughter, Carolyn Judith.

To Brother and Mrs. Larry E. Huffman, *Missouri-Columbia*, on August 26, 1968, a son, Daniel Eugene.

To Brother and Mrs. William R. Ravenscraft, *Missouri-Columbia*, on March 19, 1968, a daughter, Michelle Lynne.

To Brother and Mrs. Robert M. Robuck, *Missouri-Columbia*, on March 19, 1968, a son, Robert M.

MERGERS

Richard Magann, *Oklahoma City*, on August 31, 1968, to Patricia Norvell, at Tulsa, Oklahoma.

Gary N. Krone, *Sacramento State*, on September 7, 1968, to Lynne A. McRae, at Sacramento, California.

Wendell W. Wiener, *Maryland*, on June 23, 1968, to Patricia Lundgren, at Baltimore, Maryland.

Lowndes F. Stephens, *Kentucky*, on June 15, 1968, to Sally Smith at Nashville, Tennessee.

Ernest H. Sears, *Virginia Tech*, on September 7, 1968, to Valerie Van Winkle, at Woodbridge, Virginia.

Anthony V. Kulis, *Virginia Tech*, on September 14, 1968, to Patricia Lewis, at Alexandria, Virginia.

Edwin D. Pierce, *Virginia Tech*, on June 10, 1968, to Debbie Lawman, at Charleston, West Virginia.

John W. Drew III, *Virginia Tech*, on June 15, 1968, to Janet Willette, at Washington, D.C.

Richard R. Reader, *Florida*, on June 22, 1968, to Diedra Ann Keinanen, at St. Petersburg, Florida.

Danny L. Byers, *Texas-Austin*, on August 17, 1968, to Cynthia Busby, at Springlake, Texas.

Robert E. Brisbin, Jr., *Texas-Austin*, on July 26, 1968, to Kathryn Vaughan, at Temple, Texas.

William L. Murray, *Texas-Austin*, on August 17, 1968, to April Floerke, at Taft, Texas.

Merle R. Arnold, *Texas-Austin*, on September 14, 1968, to Beverly Watson, at Hurst, Texas.

Randy Calhoun, *Texas-Austin*, on May 31, 1968, to Charlotte Solis, at Baytown, Texas.

Fred C. Clark, *Texas-Austin*, on September 7, 1968, to Nancy Leggett, at Austin, Texas.

Leonard T. Raley, Jr., *Sacramento State*, on June 8, 1968, to Diane Chatham, at Sacramento, California.

Robert Schultz, *Wisconsin*, on June 15, 1968, to Judith Farquhar, at Milwaukee, Wisconsin.

Donald J. Bernhardt, *Wisconsin*, on June 22, 1968, to Susan Kuhn, at Manitowoc, Wisconsin.

Fredric D. Rosa, *Alabama*, on July 20, 1968, to Penelope Haberman, at Monroe, Wisconsin.

Richard Richter, *Wisconsin*, on July 27, 1968, to Susan Holo, at Middleton, Wisconsin.

John Fritz, *Wisconsin*, on August 3, 1968, to Kathy Fleming, at West Allis, Wisconsin.

Gary Nahey, *Wisconsin*, on August 17, 1968, to Barbara Greene, at Baldwin, Wisconsin.

Edward Esser, *Wisconsin*, on September 1, 1968, to Mary Roberts, at Madison, Wisconsin.

Ken Short, *Missouri-Columbia*, on June 23, 1968, to Jane Tatman, at Hannibal, Missouri.

Robert Maffitt, *Missouri-Columbia*, on June 1, 1968, to Joetta Leyda, at Richmond, Missouri.

Ron Kohl, *Missouri-Columbia*, on August 31, 1968, to Diane Reinhardt, at St. Louis, Missouri.

Larry Symons, *Missouri-Columbia*, on June 14, 1968, to Jane Begley, at St. Louis, Missouri.

Tom Courtney, *Drake*, on August 30, 1968, to Christie Kelley, at St. Louis, Missouri.

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