

The
DELTA SIG

OF DELTA SIGMA PI

JANUARY
1942



GLENN L. MARTIN
President, Glenn L. Martin Company, Baltimore, Md.

FOUNDED 1907 ★ ★ ★ ★ AT NEW YORK UNIVERSITY



THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

Professional Commerce and Business Administration Fraternity

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

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T H E

DELTA SIG

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

Volume XXXIV

JANUARY, 1942

Issue 2

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H. G. Wright, Editor

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

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



JOHN L. McKEWEN, Johns Hopkins
Grand President of Delta Sigma Pi

A Message from the Grand President

ON BEHALF of the Grand Council of Delta Sigma Pi I extend to you Best Wishes for a very Happy, Healthful and Prosperous 1942. We sincerely trust that this year will be a banner year for every member in the fraternity and for all of our chapters and alumni clubs.

To all members of the fraternity now in the uniformed services of our Country we want you to know that you are constantly in our minds, and that as a fraternity we are doing everything within our power to help make possible an early and complete victory. We are proud that Delta Sigma Pi has been able to supply so many fine men for the military, naval, marine and air forces of our country and we are confident that these members, by deed and action, will prove that they have been properly trained as leaders, and leaders as we all know, are essential for Victory. The Grand Council has also authorized a substantial purchase of United States Savings Bonds in behalf of the fraternity.

It is important that our undergraduate members strive for good scholarship and that they take an active interest in the operation of their local chapter and their school activities. By association you will better learn to work for

and to understand your fellowman. Without such understanding one can not direct the activities of others. Intellect and leadership are not only vitally necessary in the successful prosecution of the present war, but also in the years to follow. There can be none so blind who can not visualize the demands that will be made during the reconstruction and rehabilitation period which follows every war. I should like to think that members of Delta Sigma Pi will not only take an active part in the present campaign, but by their study and constant application will be in a position to help guide our Country in its return to normalcy after our enemies have ceased to be a major factor in the Universe.

Even though we are passing through a strenuous period it is encouraging that so many chapters are having such successful years. True, many chapters have lost members to the uniformed services and a few of our chapters have had a dozen or more members don uniforms. Nevertheless, many chapters have exerted special effort and their record of professional activities, initiations and chapter progress has exceeded previous years. And now that many universities are going to revise their educational programs to provide for continuous college work throughout the entire year through the addition of a third semester, it is quite possible that most of our chapters, if not all, will likewise pursue continuous operation 12 months in a year instead of disbanding for the summer months. Please be assured that the Central Office of the fraternity is keeping in close touch with this rapidly changing situation and Delta Sigma Pi is fully prepared to adjust its national activities to coincide with the changes being made in the academic year by our universities. I urge that every chapter make a local study of this important problem for you may find it advantageous, yes, even necessary, to carry on your activities continuously through the summer for the duration. We want to compliment the several chapters who have been so successful in their rushing and initiation programs this fall. The initiation of classes of more than normal size this year is vitally important in order to adequately fortify your chapter against unexpected enlistments and the operation of the Selective Service Act.

I again urge every member of Delta Sigma Pi to consider joining our increasing number of Life Loyal Deltasigs by taking out a Life Membership in the fraternity. Surely this is one definite method by which you can help assure the perpetuation of your fraternity. Several different plans of Life Membership purchase are available. It would give me great pleasure to sign your Life Membership Certificate real soon.

The members of the Grand Council have given much of their time and effort during this past year in the interests of our fraternity. We also have a splendid group of Province Officers and national committee members and in behalf of the entire fraternity I want to thank them sincerely for the splendid spirit of co-operation which prevails.



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From Box Kite to Bomber

An Interesting Close-up of One of the Leaders of Our No. 1 Defense Industry—Aviation.
To Pioneer Glenn L. Martin Belongs Much of the Credit for Its Progress.

IT IS NO ACCIDENT that Glenn Martin, alone of aviation's pioneer great, should still head his own company and be in the van of the industry to which he has contributed so much. There is a consistency in his story such as is seldom found outside fiction. Everything falls into place, as neatly articulated as the parts of the sleek, powerful bombers which roll off the production line at the huge factory at Middle River, Maryland, ten miles from Baltimore.

Glenn Luther Martin has perhaps played a larger part in development of the aircraft industry than any other man—a part which began only a few years after the Wright brothers made the first sustained flight in a heavier-than-air machine.

With a backlog upward of half a billion dollars in unfilled orders on its books, the Glenn L. Martin Co. is second to none in the importance of its place in U. S. national preparedness effort.

Builder of the famous "Martin Bomber," the "Clipper" planes which inaugurated the trans-Pacific service of Pan American Airways, and many another brilliant argonaut of the air lanes, the story of this company is not so much the story of the genius of one man as it is of the singleness of purpose of this man.

At first there seems to be something anomalous in the fact that this quiet, unassuming, affable man who sits in the president's office out at Middle River should be at the head of an organization which has as its primary purpose construction of the most formidable engines of destruction the world has ever known.

But one does not have to talk with him long before it is apparent that the contradiction is only on the surface. Although he was one of the first to realize the immense military potentialities of this new industry, he would far rather see its resources used exclusively as an instrument of peace and commerce.

The Martin factory is the best kind of testimony as to the almost superhuman singleness of purpose and foresight of this man. The only one of this country's aircraft builders who has been at the job continuously since the "circus" days of flying, Martin moved his plant to the Baltimore area from Cleveland in 1929. He personally selected the site, which is as ideal for the task ahead as any occupied by a major aircraft manufacturer.

Glenn L. Martin was born in Mackaburg, Iowa, January 17, 1886. He has received just about every honor the aviation industry can confer. His many years of outstanding service were punctuated recently by presentation of the Daniel Guggenheim

Medal, at the annual "honors night" dinner of the Institute of Aeronautical Sciences.

On May 18, 1940 he was initiated as an Honorary Member-at-large of Delta Sigma Pi, the second man so honored in the history of the fraternity.

Despite his many accomplishments, Glenn Martin is a modest man. But not self-consciously so. He talks freely and frankly of his past, with obvious relish and a quiet humor. He has the appearance and the precise manners one might associate with a university professor. The impression he gives is on the plain side—although there is "color" enough in the path he trod to his present place of eminence in the world of flight.

He is above all regular in his habits, methodical, forehanded. He neither drinks nor smokes and the nearest approach he makes to so-called strong language is an occasional "pshaw" or "gosh."

Questioned as to what made his career, Mr. Martin responded, after a moment of hesitation:

"That's a hard question. It isn't easy to answer. As much as anything, I suppose, to keeping continually and eternally at it—always driving toward the same goal and never permitting temporary discouragement to change that goal. If you decide on a course and don't lose sight of that decision when the going gets thick, you are bound to arrive somewhere."

"Hitched Wagon to the Wind"

It was a simple enough answer, but it is probably as close as one can get to the answer for that particular question, as far as this man is concerned.

Briefly to sketch his life takes us to the windy plains of Kansas, where his parents moved when Glenn was two years old. Here at the age of three he "hitched his wagon to the wind"—a little red express wagon for which he constructed a sail and which promptly over-turned, giving him a healthy respect for the vagaries of this element with which he has wrestled ever since.

From the start, young Martin found ways to make money out of the air. At six he achieved local fame among his contemporaries in the little Kansas town by building box kites of unusual efficiency, which found a receptive market at 25 cents each.

When he was nine, Glenn's parents moved from Liberal to Salina, Kansas. It was here that the next phase of his apprentice-

ship was served. Between school years he worked in a bicycle shop, learning the rudiments of the mechanic's trade. That was rounded off with arrival in Salina of the first horseless carriage—an early vintage, curved-dash Oldsmobile in 1903, at the time the Wright brothers were pattering around in their bicycle shop with the first flying machine. Fascinated by the novelty of the automobile, young Martin went to work for the owner and was soon as familiar with its insides as with the back of his hand.

Two years later his family moved to Santa Ana, California. Before leaving Salina, Glenn had completed a year's business course at Kansas Wesleyan. It gave him an insight into business fundamentals which served him well later. Promptly on arriving in Santa Ana, Glenn went to work in a garage as a mechanic. A short time later he had his own garage, the agency for Ford and Maxwell automobiles, and was making from three to four thousand dollars a year.

Glenn Martin dates his dominant interest in aviation from newspaper reports of the Wright brothers' flight in 1905.

"Orville Wright stayed in the air a minute and forty seconds on that flight," he recalled recently. "That was real flying, not just a jump. His machine was little more than one of my box kites with a motor in it. I was thoroughly familiar with both and the news excited me greatly. If such a machine could stay in the air for more than a minute, I told myself, then why not an hour or many times that?"

Martin built his first glider in 1907. Then in 1908 he rented an abandoned church and secretly began construction of an airplane. Completed in 1909, he hopped hedges and fences around Santa Ana, teaching himself step by step the art of flying. He was the third person in the United States to learn that art by himself, in a plane of his own construction.

From then on, building airplanes was his all-consuming passion. But it was an expensive passion, which had to be supported in other ways. Like Lincoln Beachey, Glenn Curtiss, and the others, he learned that people would pay to see these new-fangled air machines in operation. A large part of his time for the next six years was spent barnstorming about the country, to collect money needed for development work on his planes.

He even played a part in an early moving picture starring Mary Pickford, "The Girl of Yesterday," renting himself and plane for \$700 a day. In this period he set many records for speed, altitude, distance flown and time in the air. He flew the first air mail, was one of the first to fly "air express," and was the first to drop a bomb from an airplane.

It was not until 1912, however, that he opened his first full-scale factory. For this he moved to Los Angeles. In 1917 he moved from Los Angeles to Cleveland, having previously made a survey which convinced him there were greater opportunities in the East.

For a year during the last war his company was merged with the Wright company. But at the end of that time he returned to Cleveland to produce the first American bomber using the Liberty engine.

Most Difficult Period

Anything approaching a complete summary of these pioneer years, either as flyer or builder, is out of the question here. Already one finds one's self dealing in legends when telling the Martin story. The strange thing is that the legend is still being made, being added to—not the less fabulous because it is of our time.

"What do you consider the most difficult period of your life?" Mr. Martin was asked.

"It was the years from 1912 to 1917," he replied. "At least

I had more to worry about during those years. It was the difficulty of taking care of the daily needs while trying to get the right foundation for my company."

One of his most trying hurdles in this respect, he now says, was to make the transition in the public mind from "stunt" flyer to sober business man. It is hard to realize today that there ever was a time when this dean of the aircraft industry could have been considered the former.

Glenn Martin has never married. His companion and counsellor is his 78-year-old mother. He likes company but has little social life of a formal nature. His principal relaxation is an occasional visit to a movie theatre with his mother.

Now and then Mr. Martin finds time for a short vacation aboard his yacht, the "Minta," named after his mother. On such occasions there are usually a few guests aboard. As his other chief diversion, he reverts to another of his early loves, hunting. He owns a large farm on the Maryland shore, where he raises wild ducks and geese. He likes the water and being out of doors.

Rapid Expansion

But it is still the day's work which interests him most. There is plenty of that just now. Since the beginning of 1939, the company's employees have increased from 3,500 to 17,000, with a corresponding increase in factory floor space and equipment. By Spring of next year, personnel is expected to total around 42,000, and plans call for nearly tripling present floor space of 1,412,000 square feet.

The Martin factory is credited with being the most advanced in the industry in mass production technique. To an exceptional degree, the staggeringly complex processes of building modern military airplanes have been reduced to standardized operations employing fixed jigs and production line methods.

With rare exceptions, Mr. Martin is at his desk by nine in the morning and does not leave the factory till six or later in the evening. When he arrives, the first thing on his schedule is to go through the mail and take care of telephone calls. Then he notes down the "must" jobs for the day. That is followed by a brief conference with some of his executives, when decisions are made, policies outlined. At noon, he regularly lunches with six or eight department heads. Luncheon talk is confined to subjects of general interest and topics of the day. Specialized subjects or discussion of detailed problems in which all could not participate must wait.

Routine is largely disposed of during the morning, leaving afternoons open for what may come up, trips through the factory, conferences with important visitors or planning the larger outlines of the work ahead.

Necessarily this account has omitted most of the detail of disappointment and hard work that marked the progress of the company from its inception as a one-man enterprise in California to its present setting.

It is significant that key executives in the organization have averaged more than 18 years with the company. Also, that of around 100 employees who moved with the company from Cleveland, nearly 80 are still on the payroll. Always courteous, considerate and fair, Mr. Martin inspires the utmost in loyalty.

But it was a remark he made about his fledgling years, during which he methodically taught himself the ABC of the new language of flight, that is most revealing. There were, of course, occasional crackups.

"Every time I walked away from the wreckage I could build a better airplane," he said, as though these little experiences were a particularly fortunate part of his life.

Commodity Aspects of Pan-Americanism

By Joseph Z. Schneider, Chicago

A VERY UNPLEASANT FACT was realized when it became clear that this country must have a closer contact with Latin America and build up hemisphere defense. Only a few knew much about Latin America. Very few people, even those in responsible positions, were able to name the twenty-one republics of this hemisphere, and fewer yet knew more than the names of our more or less distant neighboring republics, and here their information was meager.

The first effect of this realization was to awaken among the people of this country an intense interest in Latin America. Short study courses were developed to make available, to those interested, as many facts as possible regarding the least known part of our hemisphere. Realizing that our "living space" must expand to include Pan-America, we started emergency courses in different schools and colleges to supply the basic information about the geography, politics, economics, social relations, public health, communications, and so forth, of the Latin American countries. As those who realize this lack of knowledge rather feverishly correct their deficiencies and the courses organized by different schools shake down under the influence of competition and the friendly exchange of ideas, the existing confusion about Latin America will disappear and we shall have a regular, well-covered and systematically organized body of knowledge regarding our neighbors to the south, in place of our present want of information and lack of its practical application, both in our college courses and in our relations with these countries.

It will take some time to develop this more comprehensive body of information. The more one learns about Latin America, the more the vast complexity of the hemisphere question in its various aspects is appreciated. We realize the impossibility of any short cut in developing hemisphere understanding, economic co-operation, and solidarity. The expression "economic co-operation and solidarity" is stressed here because without a sound, systematic co-operation and co-ordination any long term unity is unthinkable. The soundness of this system of course has to be evaluated in terms of peace and not under the exceptional conditions of national emergency or of war.

Because of our interest in the Panama Canal, all conditions in the countries between us and the canal are clearer to our political and economic leaders than are similar conditions in the countries in continental South America. Since these conditions present so great a question we shall consider some of the problems so that we may have at least a clearer understanding of the difficulties involved.

The gravest difficulty in the adjustment of any workable Pan-American system is inherent in the fact that the only part of South America to be agriculturally developed, the La Plata Basin, produces much more in the way of cereals, cotton, oil-producing seeds, beef, pork, mutton, and poultry than it can consume. Since these are the same products which the American farmer produces, whose overproduction has placed him in grave economic difficulty, no outlet can be found for these South American products in the United States.

Because of this fact, it has been suggested that the only way out is gradually to raise the standard of living in all South America to the point where these products can be consumed there. Although it is

possible that this may prove to be the only solution, its success depends on at least two improbabilities. One is the possibility of raising the earning power and hence the standard of living of the native population; the other is the development of a faster, more extensive, and inexpensive system of transportation to connect the La Plata Basin with the rest of South America.

Another burning question is the coffee industry. Although Americans are the greatest coffee drinkers in the world, they have been unable to use the enormous surplus of coffee raised in Latin America under relatively normal peacetime conditions. In the Pan-American system, therefore, one single nation which is the proud possessor of a billion coffee trees finds that they are a grave liability, and the countries which produce altogether some thirty million bags of coffee annually are faced with a most difficult problem. Should the plan to take care of the La Plata Basin be workable there would be no difficulty whatsoever in disposing of most of the coffee at a profit, together with the oranges and other fruits, the wines, vegetables, meats and meat products, wool, hides, skins, long staple cotton, and different oil producing nuts and seeds, not to mention the petroleum, asphalt, hard woods, drying oils, and other products which can not and should not be absorbed by this country.

Long before this plan could be fully realized, the problem of economically using the enormous iron deposits in Brazil would be automatically solved in the demand created by the enormously increased use of agricultural products. Even though coal of good coking quality is lacking in Brazil, methods developed by the Soviets in a similar situation are available and could be used, although some modifications would have to be made to suit the somewhat different Brazilian conditions.

Unfortunately there is not much prospect that the suggested La Plata Basin plan will ever be more than a Utopian dream, and with it any plans it suggests disappear into the realm of dreams.

The establishment of a workable Pan-American economic system is of course too urgent to be satisfied by any such vague semi-automatic adjustments and hence demands prompt action concentrated on some less difficult and less uncertain means of solving the problems involved. Although there are quite a few partial solutions which look encouraging, all present a darker side. Altogether the brightest outlook is for the mineral and metallurgic industries (minerals, ores, and metals). The development of the enormous mineral deposits of South America has not progressed so far that a curtailment or even a complete closing of some enterprises would cause a social catastrophe. Chilean nitrates lost their bonanza period on the day when synthetic production of fertilizers from atmospheric nitrogen was developed on an industrial scale. Accordingly, Chilean nitrates have to expect the not-too-cheerful fate of the Peruvian guano deposits whether they are consumed by South America alone or by the entire world.

The use of vegetable and animal products other than bulk staples, and even some of these, might be adjusted to the future well-being of the Pan-American order, if used wisely, to meet the needs of this hemisphere—increased as these needs are by the demands of hemisphere defense. This adjust-



JOSEPH Z. SCHNEIDER

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ment like any other adjustment to new and trying situations often proves to be anything but pleasant. However, it is a reality from which the present generation can not escape regardless of its wishes.

Commodities which are at present produced in moderate amounts are relatively in a more favorable position, although even here the prospect is somewhat dark. Such South American activities as the mining of radioactive minerals, which has hardly been started, could be developed in such a way as to fit into the need for hemisphere co-operation.

The rubber tree *Hevea brasiliensis*, a native of tropical South America, is considered by many to be the most natural raw material to use in establishing sound economic relations with South America. This could easily be true in the present civilization which uses rubber to such a great extent. Nevertheless, in spite of the long interest of Henry Ford in American rubber and in spite of long study and experimentation conducted by the Ford Motor Company in Brazil, modern rubber culture in Latin America proceeds rather cautiously and slowly, much more so than anyone, bearing in mind the enormous rubber consumption by this country, would expect. Many complications arose in developing rubber plantations and they were so serious that a very large appropriation was passed by Congress to make possible extensive studies before undertaking any activity on a large scale.

Like the sword of Damocles, the question of synthetic rubber hangs over anyone who would consider an investment in natural rubber. For years synthetic rubber, possessing valuable properties in addition to those found in natural rubber, has been manufactured and used in more than one country. The relatively high cost of making synthetic rubber is being constantly lowered and a very substantial reduction in cost of production is more than probable. It would mean undertaking a great responsibility to go into rubber production on a large scale—only to see the world market flooded with inexpensive synthetic rubber goods in some five or six year, a length of time which it takes for trees planted in the immediate future to yield their first modest crop of latex.

It might seem logical that cinchona bark would be a good crop to raise on a large scale in South America. The cinchona trees of Peru were the first sources of quinine alkaloids for the white man. When the therapeutic value of cinchona bark became known, the trees were almost eradicated in spite of the reforestation projects undertaken by the Spanish Jesuits. Now, most of the quinine comes from the Netherlands Indies where large plantations have been developed from South American trees. Cinchona trees have to be about ten years old before they are cut and their bark stripped for extraction. Therefore, even if high-quality trees which have been developed by the Dutch and which yield approximately three times as much alkaloids as the original Peruvian products were procured and plantations were established in suitable localities without delay, the success or failure of this venture would not be known for some ten or twelve years. During that time an economically successful method of preparing quinine alkaloids synthetically may be introduced on an industrial scale. Not a rosy prospect for a private investor or taxpayer!

Carnauba wax is one of the valuable Brazilian plant products. It is used in different manufactures, and most of the output is consumed in this country. The plant which produces this wax is widely but scatteringly distributed; hence its culture in suitable localities is rather a vague proposition. Again there is the danger of the competition of synthetic products made more cheaply from abundant raw materials and which may replace carnauba wax in many or all of its present uses.

Any development of Brazil nuts, a widely-known South American commodity, would not be available for some ten years after it had been decided to start a project. Furthermore, it is doubtful if larger amounts of these nuts could be con-

sumed since other oil kernels are preferred by many because of the pronounced oily taste of Brazil nuts. It is improbable that the Brazil nut tree could ever compete with other oleaginous plant products as a source of industrial oils and fats.

The effect of an increase in banana culture would be felt much sooner, as the plants begin yielding about one and a quarter years after the first planting of the rhizomes. Increased banana culture is hardly probable at a time when the commercial situation requires that banana culture be reduced.

An attempt has been made on more than one occasion to introduce yerba maté, the Paraguay or Brazil tea, to the American public. The results of such trials do not indicate that maté production on a large scale would pay: this beverage has not proved popular with the American consumer. In spite of the fact that one can not visualize life in South America without the sipping of maté at any time of day, in spite of the extraordinary properties of the national drink of most of the white population of South America, and in spite of the fact that the maté sold in this country lately has a more agreeable flavor than was found in the herb sold here some thirty years ago, suggesting yerba maté production on a large scale would be anything but a good tip even if the situation were not complicated by the huge coffee surplus in this hemisphere.

The introduction of new agricultural or forest products and manufactures is a point to be considered in the period of hemisphere adjustment now imminent. Introduction of new plant products would have to be based on the selection of easily-cultivated, fast-growing crops which would have to be selected from those which are not likely to be produced synthetically. The cultivation of some species of additional medicinal plants and of guayula rubber may well be suitable, while bamboo as a source of cellulose would seem to be an ideal answer to the specifications.

As soon as possible the improvement and standardization of various products, grading, elimination of undesirable qualities, adapting products to the needs of consumers by better packing methods, should be undertaken. In many cases the governments of South American countries are even now attempting to accomplish these things.

A "Buy Pan-American" movement might improve conditions somewhat, could the American public be persuaded to underwrite it. Such a movement presents many delicate questions. Farmers, industrialists, and consumers of the North American continent would accept such a slogan and orientation of their business habits only in case they could be made to see some really valuable compensation for the necessary sacrifices in their plans and accustomed way of life. Even so, would they be assured that their sacrifices would gain the permanent gratitude of the parties concerned? Would it be believed that the adjustments had been made for reasons other than imperialism and exploitation, which would be later misrepresented for the efforts of the good neighbor policy of the United States? Would not the people of this country dislike the idea of permanently supporting a less thrifty and hardworking people? Could the people of this country be sure that after a sound economic system had been established some Latin American country would not suffer lapse of memory and consider that all the work had been done exclusively for their own selfish exploitation? Could the people of North America expect that the experience of those who financed the most expensive railroads in the world, the Trans-Andean system, considered absolutely essential for the development of South America, would not be repeated on a larger scale?

All these questions can not be removed from the problem of Pan-American economic relations, and they show how complex the problem is as well as the difficulties inherent in any adjustment to a hemisphere plan—an adjustment of a slow-moving, slow-producing partner to a quick ever-changing civili-

(Concluded on page 62)

They're in the Army Now

. . . and the Navy, the Marines, the Air Corps, the Coast Guard . . .

HUNDREDS OF MEMBERS of Delta Sigma Pi have answered the call of Uncle Sam and are now in the uniformed forces of the United States and its allies. An initial list of the members in service and who have been reported to the fraternity, is presented herewith. It is our desire to maintain as complete a list of these members as possible, and the co-operation of all members in reporting any corrections or additions to this list will be greatly appreciated. A postal card to the Central Office is all that is necessary.

Many of these members were in the Officers' Reserve Corps, and have now been called to active duty; others have volunteered or been inducted into service. Many, many more will follow, additional hundreds. We will feature this list in each issue of the DELTASIG, and for the present, at least, will publish all names in each issue, until such time as this list becomes too large, after which we will publish additions to the list in each issue, and publish the entire list once or twice annually. Special bulletins may be sent to members in service by the Central Office from time to time, so it is hoped that you will look over this list at once and report corrections and additions NOW.

We are also going to publish excerpts from letters received from members in the uniformed services. We solicit correspondence with the members in service, and will endeavor to put them in touch with fraternity brothers in their own camp, or nearby camps, if at all possible.

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- Alpha Phi—University of Mississippi**
 Edgar G. Alford, 2nd Lt., Supply Bn., 3rd Armored Div., Camp Polk, La.
 Lee M. Alford, Jr., Private, U.S.M.C., Platoon 120, R.D., M.C.B., San Diego, Calif.
 E. Miller Stevens, 2nd Lt., U.S.A., QMC, Lone Star Ordnance Plant, 409 Texas Ave., Texarkana, Tex.
- Alpha Psi—University of Chicago**
 Maurice E. Burns, U.S.N.
 Richard A. Dallager, U.S.A.
 Howard A. Davis, U. S. Army Air Corps Training Detachment, Oxnard, Calif.
 Wallace M. Davis, U.S.N.R.
 Lawrence W. Keating, U.S.N.R.
 Paul D. Lynch, Sgt., 124th F.A., HQ Battery, Camp Forrest, Tenn.
 Alex A. Taylor, U.S.A., HQ Detachment, 108th QM Regt., Camp Forrest, Tenn.
 W. Carroll Woods, U.S.N.R.
- Alpha Omega—DePaul University**
 Louis F. Cankar, HQ Co., 2nd Defense Bn., San Diego, Calif.
 Joseph Cerny, II, 1st Lt., U.S.A., 7th Corps Area Headquarters, 4807 Chicago St., Omaha, Neb.
 Horace J. Strickland, 1st Lt., 94th C.A., Camp Davis, N.C.
- Beta Gamma—University of South Carolina**
 Harry W. Findley, Flying Cadet, U.S.A.A.C., 38th Bombardment Group, Jackson, Miss.
 A. C. Lyles, Jr., Ensign, U.S.N.R., Naval Supply Corps School, Cambridge, Mass.
 Dove H. Pate, Private 1st Class, U.S.A., HQ Reception Center, Fort Jackson, S.C.
 William E. Rouse, Lt., U.S.N. Air Corps, Aircraft Carrier U.S.S. *Ranger*.
 T. Anthony Smoak, 2nd Lt., U.S.M.C., Quantico, Va.
 John R. Turnbull, Staff Sgt., U.S.A., HQ Co., Reception Center, Fort Jackson, S.C.
 John B. Wallace, 2nd Lt., U.S.A.A.C.
- Beta Epsilon—University of Oklahoma**
 William B. Clayton, Jr., Lt., U.S.A., Eng. Anti-Aircraft Firing Center, Venice, Fla.
 Otto D. Crill, U.S.A.
 James W. Drummond, Private 1st Class, U.S.A., Replacement Center, Fort Sill, Okla.
 John E. Eckenberger.
 Eddie F. Jabara.
 Ronald B. Shuman, 1st Lt., U.S.A., War Dept., General Staff, Supply Div., G-4, 3770 McKinley Ave. N.W., Washington, D.C.

Beta Zeta—Louisiana State University

Douglas W. Mitchell, Lt., U.S.A., Co. C, 60th Infantry, Fort Bragg, N.C.
Barney Thames, Lt., U.S.A., 11th Bn., 4th Regt., Fort Bragg, N.C.

Beta Eta—University of Florida

Tom Lee Barrow, Lt., U.S.A., Air Corps Basic Flying School, Gunter Field, Montgomery, Ala.

Beta Theta—Creighton University

Elton T. Gell, Private, U.S.A., Co. B, 26th M.T.B., Camp Grant, Ill.
Robert F. Koterba, Flying Cadet, U.S.A.A.C.
Philip J. McCarthy, Private, U.S.A., Co. M, 5th QM T.R., Fort Francis E. Warren, Wyo.

Beta Iota—Baylor University

James O. Banks, U.S.A., 71st Pursuit Squadron, Selfridge Field, Mich.
B. Allan Bankston, U.S.A. Air Base, Pendleton, Ore.
L. C. Bradley, Jr., U.S.A.A.C.
James F. Cobb, U.S.A.A.C., Tucson, Ariz.
William C. Jamison, U.S.N.R.A.C., Dallas, Tex.
Curtis F. Lightfoot, U.S.A., QMC, Camp Hulen, Tex.
Robert A. Richardson, U.S.N.R.A.C., Dallas, Tex.
Harry I. Tension, Sgt., U.S.A., Camp Hulen, Tex.

Beta Kappa—University of Texas

F. Ross Brown, U.S.A., Finance Dept., Fitzsimons General Hospital, Denver, Colo.
Glenn Harris, Jr., U.S.N.R.A.C., Dallas, Tex.

Beta Lambda—Alabama Polytechnic Institute

Vernon W. Morgan, Lt., U.S.A., Camp Lee, Va.

Beta Nu—University of Pennsylvania

Frank R. Bickel, Jr., Yeoman 3rd Class, U.S.N.R.
Clayton G. Branch, Jr., Private, U.S.A., Co. I, 47th Infantry, Fort Bragg, N.C.
Paul E. Essick, U.S.A., HQ Co., 4th Air Corps, Jacksonville, Fla.
Peter Gratzon, U.S.N.R.
Robert O. Hughes, Private, U.S.A., QMC Reception Center, Camp Lee, Va.
Robert James, III, Private, U.S.A.
Samuel L. Kindick, Private, U.S.A., Battery F, 176th F.A., Fort George G. Meade, Md.
N. George Knatz, Storekeeper 3rd Class, U.S.N.R., Custom House, Philadelphia, Pa.
Matthew J. I. Owens, Capt., U.S.A., Medical Corps.
Charles W. Prince, Corp., Battery 2 Bn., 108th F.A., Indiantown Gap Military Reservation, Indiantown Gap, Pa.
Kenneth W. Richman, Private, U.S.A., Battery D, 4th Regt., F.A.R.C., Fort Bragg, N.C.

Walter A. Ruggles, Private, U.S.A., Co. H, Reception Center, Fort Dix, N.J.

William M. Sickler, Lt., U.S.A., Fort Dix, N.J.

Roger B. Smith, Storekeeper 3rd Class, U.S.N.R.

George R. Spotts, Yeoman 2nd Class, U.S.N.R.

George J. Stadler, Jr., Major, U.S.A., HQ 13th F.A., Fort Bragg, N.C.

Beta Xi—Rider College

Carl P. Bradbury, Flying Cadet, U.S.A.A.C., Sikeston, Mo.
Chester A. Brewer, Private, U.S.A., Finance Dept., Keesler Field, Mass.
Fred K. Brown, U.S.A.
Norris L. Bull, Jr., U. S. Naval Aviation Reserve Base, Floyd Bennett Field, Brooklyn, N.Y.
C. Joseph Devlin, Private, U.S.A., 70th Coast Artillery, A.P.O. 916, San Francisco, Calif.
Edward M. Durkin, Private, Co. C, 8th Bn., A.F.R.T.C., Fort Knox, Ky.
Archie T. Hupp, III, Private, U.S.A., 201st Infantry, Fort Greely, Kodiak, Alaska.
Clayton W. Johnson, Private, U.S.A., Detached QMC, Camp Lee, Va.
Ray Lord, Jr., Private, U.S.A., Battery C, 62nd C.A.A.A., Long Island, N.Y.
Russell F. Major, Private, U.S.A., Battery H, 63rd C.A., A.A.T.C., Fort Bliss, Tex.
Robert C. Miller, Flying Cadet, U.S.A.A.C., Maxwell Field, Ala.
Lester R. Mundy, Private, U.S.A., HQ Battery, 96th C.A., Camp Davis, N.C.
William R. Newbury, Corp., U.S.A., 66th Armored F.A. Bn., 4th Armored Div., Pine Camp, N.Y.
Edward H. Redfield, Private, U.S.A., Signal Corps.
George E. Simmons, Private, U.S.A., Fort Sam Houston, Tex.
Ernest E. Stevenson, Sgt., U.S.A., Battery F, 112th F.A., Fort Bragg, N.C.
George J. Stidworthy, Jr., Private, U.S.A., QMC, Fort Dix, N.J.
Franklin R. Sutton, Private, U.S.A., Battery A, 6th Bn., Fort Curtis, Va.
Charles E. Taylor, Sgt., U.S.A., Service Co., 13th Infantry, Fort Jackson, S.C.
E. Garrison Trimble, Corp., U.S.A., Honolulu, Hawaii.
Robert Van Winkle, Ensign, U.S.N.R., Navy Dept., Washington, D.C.
Clarence J. Ward, Private, U.S.A., Co. D, 52nd Medical Bn., Fort Jackson, S.C.

Beta Omicron—University of Newark

Douglas J. W. Clark, U.S.A., Co. B, Officer's Candidate Barracks, Fort Benning, Ga.
Ray A. Johnson, Jr., U.S.A.
Garrison C. King, U.S.A., Battery D, 6th Bn., Q.A.R.T.C., Fort Bragg, N.C.
Robert E. L. Sharrer, U.S.A., Co. K, 71st Infantry, 44th Div., Fort Dix, N.J.
Charles H. Stalter, Jr., Private, U.S.A., Fort Bragg, N.C.
Victor J. Tomasulo, Lt., U. S. Marine Reserve, Fort Sill, Oklahoma.
Herbert V. A. Whitbeck, U.S.A., Battery D, 13th Bn., Fort Eustis, Va.

What College Courses Do Employers Think Important?

A Survey of Opinion Based on a Survey Made by Our Nebraska Chapter

By Robert Bjodstrup, Alpha Delta Chapter

ALPHA DELTA CHAPTER OF DELTA SIGMA PI has always taken an active part in the professional activities of the College of Business Administration of the University of Nebraska. Since the success of the College of Business Administration parallels the success of those who graduate from it, it follows that the institution will benefit if its potential graduates gain some idea of what courses are important to take while in college. It goes without saying that the undergraduates themselves will derive a direct benefit for the goal will be more distinct.

Our chapter, with this goal in mind, decided to conduct a survey in this interesting field of research and under the direction of Head Master Floyd Hewett a letter was mailed to each company which sends personnel representatives to inter-

view our graduating seniors. The chairman of the University Placement Bureau permitted us to use his files for this survey. The letter we mailed these 155 employers follows:

"The International Fraternity of Delta Sigma Pi, a professional business administration fraternity, is making a survey of leading businesses throughout the country in order to secure employment information for graduates of Business Administration Schools and Colleges. We are especially interested in obtaining information in the fields of accounting, credits and collections, statistics, and personnel management, which will enable undergraduates to prepare themselves better for future employment. We would also appreciate any information you would submit relative to college courses that would aid these undergraduates in their preparation for future work.

"The results of this survey will be indexed and placed in our fraternity library for ready reference. This material should be of great help to students, especially those who may wish to qualify themselves for

certain fields or branches of employment.

"In our opinion this information should be of mutual benefit to both the students and their future employers. We, therefore, earnestly solicit your co-operation in this regard. Any information with respect to qualifications and possibilities of employment with your company will be greatly appreciated."

It will be noted that the letter is a free choice questionnaire; the employer is not limited to a specific selection of courses. It was felt there was an advantage to be gained if the selection be made as subjective as possible, so as to truly reflect the company's opinion. Of the 155 employers contacted, 129 answered this letter. These companies may be divided into six general groups: Banking, Insurance, Selling, Utilities, Manufacturing, and General. It is natural that some of the companies should express general attitudes regarding course of study in the College of Business Administration. Such returns did not specifically recommend subjects but rather generalized. Thirteen firms, for example, stressed general education as desirable, whereas nine firms claimed that technical training was the more advantageous. Some demanded the men have pleasing personalities as a requisite before either the course of study or the degree of excellence in achievement. Some placed scholarship ahead of leadership; more the opposite. These generalities, enlightening as they are, have not been included in the tables. The reason for this is that the survey should point to specific prescribed fields of study.

The following recapitulations have been made because firms in different fields would naturally recommend different courses to be pursued:

ALL COMPANIES REPLIES

COURSES	TIMES MENTIONED	% OF TOTAL
ACCOUNTING	22	16.4
BUSINESS LAW	11	8.2
ECONOMICS	10	7.4
OFFICE MANAGEMENT	10	7.4
STATISTICS	10	7.4
PUBLIC SPEAKING	9	6.7
MATHEMATICS	9	6.7
CREDITS AND COLLECTIONS	9	6.7
ENGLISH	8	6.0
PSYCHOLOGY	6	4.4
STENOGRAPHY	6	4.4
SALESMANSHIP	5	3.7
FINANCE	5	3.7
PERSONNEL MANAGEMENT	3	2.2
INCOME TAX	3	2.2
AGRICULTURAL COURSES	2	1.5
MARKETING	1	.7
PUBLIC UTILITY	1	.7
INSURANCE	1	.7
POLITICAL SCIENCE	1	.7
		100.00%

UTILITIES

COURSES	TIMES MENTIONED	% OF TOTAL
ACCOUNTING	4	11.76
BUSINESS LAW	4	11.76
OFFICE MANAGEMENT	4	11.76
STENOGRAPHY	3	8.82
STATISTICS	3	8.82
PSYCHOLOGY	3	8.82
PUBLIC SPEAKING	2	5.89
FINANCE	2	5.89
CREDITS AND COLLECTIONS	2	5.89
MATHEMATICS	2	5.89
ENGLISH	1	2.94
ECONOMICS	1	2.94
PUBLIC UTILITIES	1	2.94
INSURANCE	1	2.94
POLITICAL SCIENCE	1	2.94
		100.00%

SELLING

COURSES	TIMES MENTIONED	% OF TOTAL
ACCOUNTING	7	26.0
STATISTICS	3	11.1
CREDITS AND COLLECTIONS	3	11.1
STENOGRAPHY	2	7.4
ECONOMICS	2	7.4
MATHEMATICS	2	7.4
SALESMANSHIP	1	3.7
PUBLIC SPEAKING	1	3.7
ENGLISH	1	3.7
OFFICE MANAGEMENT	1	3.7
PERSONNEL MANAGEMENT	1	3.7
MARKETING	1	3.7
BANKING	1	3.7
PSYCHOLOGY	1	3.7
		100.00%

MANUFACTURING

COURSES	TIMES MENTIONED	% OF TOTAL
ACCOUNTING	4	11.42
CREDITS AND COLLECTIONS	4	11.42
STATISTICS	4	11.42
SALESMANSHIP	4	11.42
MANAGEMENT (OFFICE & PLANT)	3	8.57
LAW	3	8.57
PUBLIC SPEAKING	3	8.57
PERSONNEL MANAGEMENT	2	5.71
ENGLISH	2	5.71
ECONOMICS	2	5.71
MATHEMATICS	1	2.85
STENOGRAPHY	1	2.85
INCOME TAX	1	2.85
PSYCHOLOGY	1	2.85
		100.00%

INSURANCE

COURSES	TIMES MENTIONED	% OF TOTAL
ACCOUNTING	5	29.4
ECONOMICS	2	11.8
BUSINESS LAW	2	11.8
MATHEMATICS	2	11.8
FINANCE	2	11.8
PSYCHOLOGY	1	5.8
		100.00%

BANKING

COURSES	TIMES MENTIONED	% OF TOTAL
ENGLISH	2	33.3
PUBLIC SPEAKING	1	16.6
ECONOMICS	1	16.6
ACCOUNTING	1	16.6
INCOME TAX	1	16.6
		100.00%

Plan Now to Attend the
**14TH GRAND CHAPTER CONGRESS OF
 DELTA SIGMA PI**
 to be held in
MINNEAPOLIS, MINNESOTA
 in the fall of 1942

Bill Rohrer Sells 2,000 Cars Yearly

ADVERTISING PAYS DIVIDENDS, provided you do enough of it and back it up with an aggressive, continuous, well-planned merchandising program. Ask Bill Rohrer, the 32 year old "live wire" who heads one of the liveliest, youngest motor dealer organizations in the country, a working company of almost 60 men and girls, whose average age is in the low 30s. Brother Rohrer is president of the Rohrer Chevrolet Company of Camden, New Jersey, and he believes that a sound year 'round advertising and merchandising program, plus the courage to make quick decisions when opportunities present themselves, is essential to the survival of any automobile dealer.

In spite of his age, Brother Rohrer can speak from long experience. During his teens he worked during the day in his father's service station and studied business and finance at the University of Pennsylvania in the evenings. At the age of 23, Bill's father died and left him with the responsibilities of a Chevrolet dealership with yearly sales of about 400 new and used cars. Today, as a result of systematic planning, extensive advertising and merchandising effort and real leadership, Brother Rohrer heads the largest Chevrolet dealership in central and southern New Jersey and last year's sales were well over 2,000 cars. Incidentally, Bill has

served as treasurer of the New Jersey Automotive Trades Association. He also served as national chairman of the Chevrolet dealers and is a past president of the Camden Automotive Trades Association.

Brother Rohrer was initiated into Beta Nu Chapter of Delta Sigma Pi in 1932, while a student at the University of Pennsylvania. He served as Junior Warden of his chapter and was Head Master in 1934, and was re-elected Head Master for the following year. He has also served as president of the Philadelphia Alumni Club of Delta Sigma Pi. He attended our 1933 Grand Chapter Congress in Chi-



William G. Rohrer, Pennsylvania

cago, and was vice-chairman of the committee in charge of our 1939 Grand Chapter Congress in Philadelphia. He is a Life Member of the fraternity and one of our most loyal alumni and active fraternity workers.

Ideas and action typify Brother Rohrer. Give him an idea and he immediately does some quick figuring and, presto, he has made a decision. That is where he gets the jump on some dealers who hem and haw and cannot make up their minds.

"You can't get along in this business," say Rohrer, "without a program. It is futile to spend a little here and there timidly and spasmodically, and then complain that it doesn't pay. That kind of promotion wastes money."

Brother Rohrer believes a man with shop experience makes the best salesman, because he can speak with authority on the mechanics of a car, and customers develop confidence in him. His sales manager and his key salesmen are all graduates of the service department. Rohrer was a service manager before taking over the management.

Contests and bonuses are an important part of the sales set-up, and many a now widely popular contest idea originated at Rohrer's. The horse racing contest is a popular annual event. The idea is rather involved, but each used car sale counts so many laps. The salesman who gets the most laps wins \$50, the second, \$40, and the third \$30, and so on. After the contest,

Brother Rohrer takes the entire sales force to the races as his guests, and then presents the prize money at the track. Other popular contests are for Easter eggs and Christmas balls. A nest of different colored eggs, each bearing the hidden number of a used car and a prize, are set up on a board. The salesmen do not know which cars carry the best prizes, but in general the oldest used cars pay off best. After the Easter sale is over the eggs are opened and prizes presented. The oldest car sold may get the first prize of a suit of clothes, with many other prizes of shirts, ties, hats and all manner of apparel going to other salesmen. As a rule Brother Rohrer runs about six contests a year with generous prizes and bonuses.

Advertising and sales promotion are the tanks and dive bombers of selling. Advertising paves the way, opens up avenues of approach and makes the salesman's job much easier. But it must be well-planned, intensively carried out and co-ordinated with the salesmen's efforts, else its effectiveness is lost.

"We never let a service, sales or advertising idea get by us without exploring its possibility and testing it out," says Brother Rohrer. "If it looks good we get back of it 100 per cent. When it cannot be included in our regular budgets, we pay for it from a special fund we maintain for such emergencies."

Rohrer promotion is divided into four divisions: Institutional, new car, used car, and service. The program is planned a year ahead of time and is divided between direct mail, special promotions and newspaper display space, with direct mail having the largest appropriation. Copy is adapted to seasonal trends and timed for special events.

Institutional promotion is vital, according to Brother Rohrer. "A dealer must sell the personality of his organization to the community. He must sell confidence in his integrity, fair dealing and service. Otherwise he becomes just a salesman for a manufacturer without a personality of his own."

Colorful poster cards telling of background and activities of the dealership go out to all Chevrolet, Plymouth, and Ford owners in the territory at least four times a year, and institutional messages are included in other mailings. Newspaper articles, dinners and parties given by the Rohrer Five Year Club, composed of employees with five years' service, and co-operative activities with civic organizations and community events also help to develop friendly public relations.

New car promotion is tied in closely with Chevrolet's national program, and Brother Rohrer uses all the material he can obtain from the factory. The Chevrolet Consumer magazine, *Friends*, is mailed to every customer every month. During the new car show period Bill sends out special mailings featuring the Rohrer institutional story in conjunction with the show invitation. Chrome license plate holders are given to each new car buyer.

Used car advertising and merchandising commands approximately 70 per cent of Brother Rohrer's appropriation, and it is planned as a year 'round co-ordinated program. In 1940 Bill bought lists of all 1932 to 1936 Chevrolets, Fords, and Plymouths registered in his territory. These owners, around 6,000, were card-filed in sections and allotted to salesmen. A 12 months' direct mail program was planned to cover this list. As a result, each month each Chevrolet, Ford, and Plymouth owner on this list (all logical prospects for better used cars or new Chevrolets) received a colorful, illustrated postcard telling of a special event or offering for that month. These mailings, as with all Rohrer advertising, are specially prepared by an advertising agency. As this advertising goes direct to the prospects' homes Rohrer's name and service naturally have become familiar to owners. This also gives the salesmen reason for following up the message, which is a part of Rohrer's co-ordinated program.

(Concluded on page 62)

Come to Minnesota

THE FOURTEENTH GRAND CHAPTER CONGRESS of Delta Sigma Pi will again be held in the middle west this coming fall with Alpha Epsilon Chapter at the University of Minnesota and the Twin Cities Alumni Club as our hosts. The exact dates have not yet been selected. This will depend on what policy the universities will adopt in regard to the establishment of a continuous education curriculum through the creation of a third semester during the summer months. The dates will probably be within a week or so, either way, of September 1. It is also possible that the war situation might necessitate some change in plans, but we are proceeding as normally as possible to plan for this interesting meeting. Unless increased transportation difficulties are encountered we are hopeful of having a very satisfactory attendance, not as large as under normal conditions, but nevertheless satisfactory.

Mini, water; *sota*, sky-colored; sky-colored water. That was the descriptive name given to a river in the "land of the Dakotas," by the native Indians of the region, and from that name is formed "Minnesota" now famous throughout our land. Four hundred miles from north to south, 354 miles in breadth, Minnesota lies close to the center of the United States. It is a land of beautiful farm homes, great cities, of fine highways, magnificent scenery, of 10,000 lakes, of great natural wealth in forests, mines, and soil. Of 34,287 square miles of surface, nearly 6,000 are water surface. There are so many lakes that 1,000 are still to be named. In one single county there are over 1,000 lakes. In Minneapolis, where our Grand Chapter Congress will meet, there are no less than 22 lakes.

Within the boundaries of Minnesota originate the three principal water systems of North America, those of the great Mississippi, of the Red River of the North, and of the St. Lawrence. The Mississippi drains to the Gulf of Mexico; the Red River of the North to Hudson Bay; and the St. Louis River in Northeastern Minnesota, flows into Lake Superior, linking up through the Great Lakes with the St. Lawrence and the Atlantic Ocean.

The history of Minnesota's active development spans but little more than a single life-time. Its railroads, its farms, its great cities, its mines of iron ore, its fine public buildings, its educational institutions, all have been produced within the memory of living men. Its mines have yielded over 150,000,000 tons of iron ore; there still remain available over one billion tons, enough to supply the nation for fifty years. Its forest products have contributed to the building up of all the states. It has become a national play-ground with its fishing, hunting, and all forms of recreation.

Visitors who come from the east and southeast to Minnesota will find it convenient to visit many interesting points enroute, and after leaving Chicago will find U. S. highway 12, which passes through Lake Geneva, Wisconsin, Madison and the Wisconsin Dells of great beauty. Or they may swing over to U. S. 61 and follow the Mississippi River route with its gorgeous scenic beauties, past picturesque cities like Winona, Red Wing (on famed Lake Pepin), Lake City, and Hastings. They may enter from the Iowa border, and pass through Rochester, where the famed Drs. Mayo founded their medical clinic. On this

route they will see the best types of farm homes and will learn what constitutes the solid foundation for the prosperity of Minnesota. Or our visitors may come from the southwest, through the Omaha and Sioux City gateway, or via Kansas City and Des Moines.

All these broad highways lead to the Twin Cities—Minneapolis and St. Paul, the two largest cities in America that have grown up side by side, boasting a combined population of 800,000. At St. Paul is the State Capitol, one of the most beautiful public buildings in America; at Minneapolis—but wait until we tell you about Minneapolis, for that is our Convention City.

Minneapolis is the pride of Minnesota. With its 22 lakes within the city limits, its fine system of public parks connected as are the lakes with wide, beautifully kept boulevards, its attractive homes, its impressive business center, excellent hotels, and spacious restaurants, Minneapolis makes an ideal convention city.

Like Paris, Minneapolis is cut through from end to end by a great river. The Mississippi winds through the City from northwest to southeast and is spanned by splendid bridges which connect at convenient intervals the two parts of the city.

On the eastern bank of the Mississippi is the campus and buildings of the University of Minnesota, third largest in the U. S., where 14,000 students through the campus and swarm through the buildings. Its social center, Coffman Memorial Union, is widely known. Incidentally they play football at Minnesota, as you may have heard.

Perhaps the most widely-publicized lake in the United States is Lake Minnetonka, 12 miles from the city center of Minneapolis. Around its shores are hundred of attractive homes where people of the city spend their summers.

And if you are planning on making the trip by train you will have at your disposal some of the finest streamlined trains in the country. Several railroads serve the territory between Chicago and Minneapolis and there are four or five Diesel powered streamliners that make the trip from Chicago to Minneapolis in seven hours. Streamline trains also reach Minneapolis from St. Louis, Dallas, Kansas City and Des Moines. It is possible to reach Minneapolis by train from such distant points as New York and Dallas in less than 30 hours. And the round trip coach transportation charges are exceedingly reasonable. Stop-overs can be made to suit your convenience, including Chicago, the metropolis of the middle west, and the location of the Central Office of the fraternity. Fast streamline trains also serve the territory from Chicago to Denver and the Pacific Coast and a grand circle tour can be taken at reasonable cost.

But we cannot exhaust the interesting things about Minnesota and Minneapolis. The way to find out for yourself is to attend the 14th Grand Chapter Congress of Delta Sigma Pi this fall and see for yourselves. You will find a cordial fraternal welcome at Alpha Epsilon Chapter and from our Twin Cities alumni. You had better arrange to be there.



WITH THE

ALUMNI

THE WORLD OVER

Organizes Patriotism Committee

KAPPA CHAPTER at Atlanta, Georgia, has established an excellent medium for keeping in touch with all of its members in the uniformed services of our country and has met with so much success in this connection, that we are outlining their program in order that other chapters and alumni clubs might adopt similar programs.

One of the members of Kappa Chapter, Ed Pafford, suggested to the Head Master that some plan be formulated for keeping in close touch with the Kappa members in service and he was appointed chairman of the Patriotism Committee of Kappa Chapter. He immediately secured a Gillette Blue Blade map of all army camps and this was hung in their lodge. Each camp was given a number and with the aid of ribbons and thumb tacks the location of each Kappa member in service is kept current. Typewritten lists of the names and addresses of members are posted alongside this map with colored ribbons leading to the camp location of the member. This information is changed as members are transferred from one camp to another. Kappa Chapter corresponds regularly with their members in service which now number 31 and the committee reports regularly at each chapter meeting. Several months ago the committee raised sufficient funds to erect a 45 foot flag pole on the lodge property and to purchase a large American flag to be flown from this staff.

It is hoped that other chapters and alumni clubs will adopt somewhat similar programs to keep in touch with their members in service and will also keep the Central Office of the fraternity currently informed of the names and address of all such members.

Philip A. Benson Honored

PHILIP A. BENSON, *New York*, president of the large Dime Savings Bank of Brooklyn, New York, and former president of the American Bankers Association was honored on his 60th birthday, December 17, 1941, at a special birthday luncheon given at the Brooklyn Club by a group of 40 of Brother Benson's personal friends who are also close business associates of his.

Henry Bruère, president of the Bowery Savings Bank of New York expressed the warm regard and esteem in which Brother Benson is held, in the following toast:

"We often forget that the history of a city is most truly written in the lives and service of the able leaders of the community. 'The great city,' said Walt Whitman, 'is that which has the greatest man or woman.'"

"The lives of such men and women and their visible and unrevealed influence are the fundamental city plan. Some set forth plans for society or a city in maps, documents or books. Others by their lives weave a pattern to which the warp and woof of our civic life often happily conforms. It need not be that men of such influence should occupy high

political office or should daily publicize their thoughts and activity. They influence by private counsel, by the manner of their management of responsibilities entrusted to them, and by the impact of their character, opinions and judgment on their associates in business and social activities.

"We honor today such a man. I rejoice that we do so. Most of us here know of his important civic work. Some of us know well and have reason to be grateful for the good effect of his judgment and character in business and personal relationships. In illustration of this I may cite his cumulative contribution to the development of highly useful institutions which the savings banks have erected in late years for their strengthening and protection.

"I have worked with him now for fifteen years in many relationships, and always with a sense of added strength and security by reason of his participation.

"He is a man of character, determination, pride of achievement, aspiration and piety. Not many of us are as closely guided in our daily lives by the Good Book as is he. I suspect that he has there found the lamp for his feet. It may well be that there are written in his calendar of conduct the words of the psalmist, 'I will behave myself wisely in a perfect way.'

"At all events, his course of conduct reflects the virtue and prudence of that good resolution.

"It happens that he and I spring from almost the same instant in eternity, for our birthdays are less than a month apart, and our ages are the same.

"I hope, therefore, that I may live through the full course of life with him and watch his progress and continue to share the benefits of his co-operation.

"May he, good citizen that he is, 'flourish like the palm tree and grow like a cedar in Lebanon.'

"I salute—Phil Benson!"

Bill Rohrer Marries

WILLIAM G. ROHRER, *Pennsylvania*, former Head Master of our Pennsylvania chapter and for many years active in Delta Sigma Pi affairs in Philadelphia, and Miss Floretta May Tulk were married on Saturday afternoon, January 17, at the Bible Presbyterian Church of Collingswood, New Jersey. The wedding was well attended by many Deltasigs including Grand President and Mrs. McKewen of Baltimore and Province Officer and Mrs. Allen L. Fowler of Philadelphia. Bill's many friends in Delta Sigma Pi had some well laid plans to make it a memorable occasion. Following the services there was a lot of merriment outside the church and the limousines had been dismissed and were replaced with an antiquated bus carrying signs of all descriptions. The entire wedding party had to ride in this bus from the church to the Walt Whitman Hotel where the wedding dinner was held. Brother Rohrer is president of the Rohrer Chevrolet Company, Camden, New Jersey.

Elected Dean

DR. ERNEST R. McCARTNEY, *Wisconsin*, was recently appointed Dean of the Fort Hays Kansas State College, Hays, Kansas. Brother McCartney received his A.B. and M.A. degrees from the University of Wisconsin, and his Ph.D. degree from Nebraska. He was appointed as head of the Department of Economics and Business Administration of the Fort Hays Kansas State College in 1932. He has also served as chairman of the division of applied arts and of the public relations committee, as a member of the graduate council, the athletic board, as well as other administrative activities.

Brother McCartney is a member of the Hays Rotary Club of which he served as president in 1935, Hays Chamber of Commerce, American Economic Association, Midwest Economic Association and the American Academy of Political Science.

Vice-President of the Chicago Stock Exchange

SIDNEY L. PARRY, *Northwestern-Zeta*, has been vice-president of the Chicago Stock Exchange since June, 1939. After graduation from Northwestern University in 1926 he spent a year and a half with the Public Service Com-



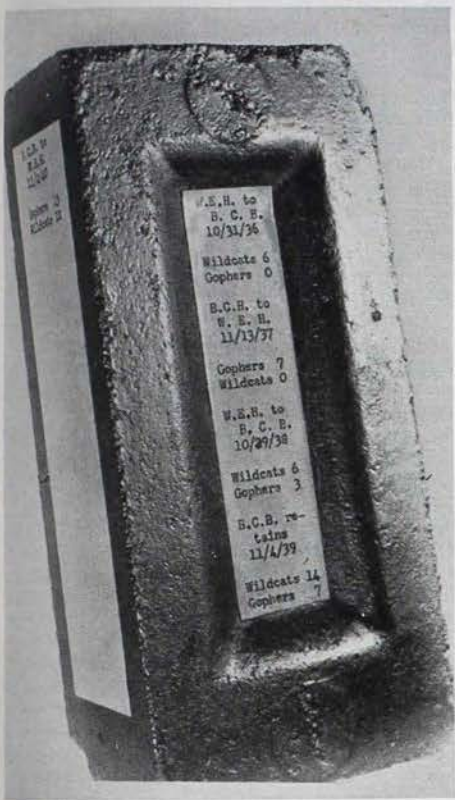
SIDNEY L. PARRY, *Northwestern-Zeta*
Vice-President of the Chicago Stock Exchange.

pany of Northern Illinois and then became associated with the Chicago Stock Exchange in February 1928. After serving in various capacities he was elected vice-president in June 1939. Brother Parry resides in Highland Park.

(Continued on page 51)

Interesting "Gold Brick"

BACK IN THE 1920's, Waldo E. Hardell, *Minnesota*, and Bert C. Brumm, *Northwestern-Beta*, met through the fraternity and over the years formed a very close and delightful friendship. In time the annual Minnesota-Northwestern football game became a highlight in the Western Conference, and these two members, loyal to their respective Alma Maters, had many heated discussions over the merits of these two splendid football teams, albeit friendly discussions. Whenever they get together they always have a first class elocution contest to see who can express in the most glowing terms the fine points of their respective teams.



All of this led to the interesting wager of a "gold brick" back in 1936, the brick to go to the member whose team won the annual game. From the picture of this gold brick shown you will observe that the score for each year is placed on this brick annually and it is shipped to the one or the other whose team has won that year's game. Both Brothers Hardell and Brumm look forward to this annual event and the receipt or forwarding of this gold brick (which is an ordinary brick covered with gilt) to the winner and it has been the cause of much friendly and good natured ribbing between the two.

Honored by the President of Finland

PROFESSOR EUGENE VAN CLEEF, *Ohio State*, was recently decorated as Commander of the Order of the White Rose of Finland by the President of the Republic of Finland. This was in recognition of Brother Van Cleef's geographic studies of the Finland republic, which have been carried on for many years and has resulted in the publication of several books about the Finland republic and several trips there.—PAUL REDMOND.

On Faculty of the Army Industrial College

ROYAL A. ROBERTS, *California*, a Lieutenant in the United States Navy is a member of the faculty of the Army Industrial College in Washington, D.C. where he has been in charge of the group of officers sent there from the Navy and has conducted the seminars which studied the organization and problems of the bureaus of the Navy. In addition to this Brother Roberts has had charge of the committees on National Economy, Public Relations and Economic Warfare and has also given lectures before several of the schools of the Office of Production Management on the subject of "Navy" and its relation to priorities and the National Defense Program. Before being ordered to Washington, Brother Roberts was associate professor of economics in the College of Commerce of the University of California.

Research Director

MELVIN W. SNEED, *Missouri*, for the past two years a member of the professional research staff of the Brookings Institution, Washington, D.C., where he was engaged on a nation-wide study of the public welfare and relief problem has returned to the State Social Security Commission of Missouri, Jefferson City, Missouri, where he is director of the Division of Research and Statistics.

Active in Furniture Organization

C. EDWARD WESLEY, *Buffalo*, was recently elected a director of the National Wholesale Furniture Salesmen's Association, an organization composed of 14 clubs throughout the country with a total membership of 1,000 members. Brother Wesley is also secretary-treasurer of the Empire State Furniture Manufacturers' Representatives Association and is secretary of the Buffalo Alumni Club of Delta Sigma Pi.

Speakers At Convention

D. J. DUNCAN, *Colorado*, professor of marketing at Northwestern University, and Eugene D. Milener, *Johns Hopkins*, of the American Gas Association, New York, were among the speakers at the recent convention of the Southeastern Restaurant Association held at the Mayflower Hotel in Washington, D.C.

Comptroller

ROBERT W. CARLSON, *Northwestern-Beta*, is comptroller for the E. B. Badger & Sons Company on the Plum Brook Ordnance Works which they are constructing for the Government near Sandusky, Ohio, and which will involve an expenditure of close to \$50,000,000.

Elected Treasurer

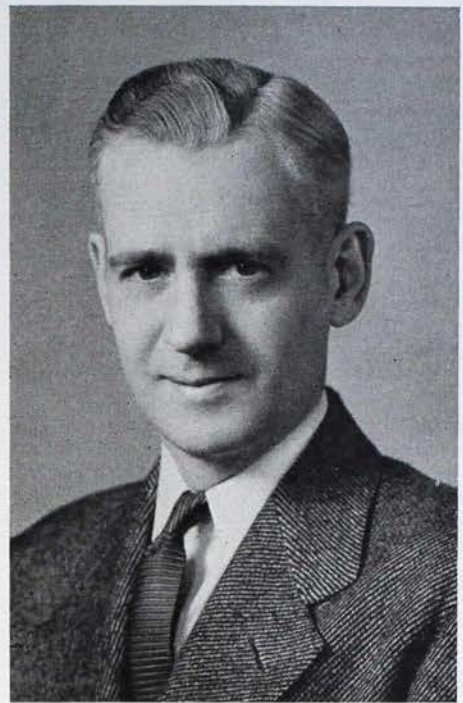
LOUIS E. FRANK, *New York University*, was recently elected Treasurer of the New York Steam Corporation, which is a subsidiary of the Consolidated Edison Company of New York. Brother Frank has been with this company since 1927.

Returns From War-Torn Europe

ROBERT E. PEARCE, *New York*, for many years manager of the Paris, France, branch of the National City Bank of New York managed to return to the States last summer and is now located at the New York office of this bank for an indefinite period. His experiences the last year or two in Paris were undoubtedly most interesting. Brother Pearce served as Grand Secretary-Treasurer of Delta Sigma Pi in 1916 and 1917.

Branch Manager

LODGE D. STAUBACH, *Michigan*, has been appointed branch manager of the Flint, Michigan agency of the Burroughs Adding Machine Company. Brother Staubach has been



LODGE D. STAUBACH, Michigan

with Burroughs since 1924, the year of his graduation from Michigan, and until his transfer to Flint was connected with their Newark, New Jersey office.

Transferred to Havana

RALPH L. SWEET, *Northwestern-Beta*, for many years connected with Armour & Company, five years of which were spent in South America a number of years ago, was recently transferred from Chicago to Havana, Cuba, where he is with an Armour subsidiary, the Compania Agricola Indarra. Brother Sweet, has been an active member of the Chicago Alumni Club but had to move to Havana on less than two weeks' notice, which did not give him much opportunity to say goodbye to his many friends.

Elected Secretary

W. CARLISLE NEELY, *South Carolina*, was recently elected secretary of the Clinton Cotton Mills, Clinton, South Carolina, one of the largest manufacturing plants in that state. Brother Neely graduated from South Carolina in 1931.

Purchasing Agent

WILLIAM K. McCREERY, *Detroit*, is now purchasing agent for the Stanley Manufacturing Company, Ltd., 1074 Queen Street, E., Toronto, Ontario, Canada. This firm manufactures navigation instruments and various advertising specialties.

Elected President

W. FRANK TAYLOR, JR., *South Carolina*, Province Officer of Delta Sigma Pi for the State of South Carolina, was recently elected president of the American Business Club of Columbia, South Carolina. Brother Taylor is assistant business manager of the University of South Carolina and director of student activities.

Defense Specialist

G. T. SCHWENNING, *North Carolina*, has been granted a leave of absence from the University of North Carolina to accept a position in the U. S. Office of Education as senior specialist in management defense training.

Now Located in Rangoon

PAUL F. GEREN, *Louisiana State*, formerly instructor in economics at Louisiana State University is now at the University of Rangoon, Burma. It is hoped that he is safe and sound. This section of the world is very much in the military limelight right now.

Assistant Treasurer

JOSEPH P. HEALEY, *Buffalo*, is assistant treasurer of the Curtiss-Wright Airplane Company who are manufacturers of the famous fighter plane the Curtiss P-40.

Partner

JOHN P. CHOLE, *Chicago*, was recently promoted to resident partner in the Milwaukee office of Frazer and Torbet, certified public accountants.

Appointed Field Research Man

WALLACE J. LANDRY, *Louisiana State*, has recently received an appointment as field research representative of the Bureau of Business Research of Louisiana State University, College of Commerce. Brother Landry has previously been connected with the Department of Highways and with the Department of Institutions as an accountant.

BUFFALO

THE BUFFALO ALUMNI CLUB celebrated Founders' Day on Friday, November 7 at the Westbrook Apartments. The dinner was attended by 35 local alumni. Many brothers attended who have not been present at our functions for several years. In the absence of President Manzel, Vice-President Robert Bollman presided. E. Fred Kirk introduced the speaker, Mr. Hardy, who gave a very timely talk on Civilian Defense. Mr. Hardy, a member of the local police force and assistant to Police Inspector Peter J. Flood, had been working on defense plans with the inspector for several months. The Niagara Frontier, which consists of such towns as Buffalo and Niagara

Falls, is one of the major defense production areas. Buffalo is proud to be the home of the famous P-40 and the Bell Aircobra fighting planes.

It was with real interest that the local alumni listened to what part our membership could play in aiding civilian defense. Buffalo was one of the first localities to set up definite plans to control this vital defense area in case of emergency. December 26 was the first test blackout for the Niagara Frontier. This blackout is generally considered one of the most successful in the country. Many Deltasigs are serving as Air Raid Wardens and Fire Wardens. A ten-week course is given in First Aid to all volunteers for Air Raid and Fire Wardens. Fire Wardens are trained to help the firemen in case of fire. During blackouts Fire Wardens are stationed at fire boxes to prevent people from sending in false alarms.

The duty of the Air Warden is to see that all lights are out in his district, check on all residences in the blocks he is in charge of, and keep a record of any persons who may be sick and would need assistance to move them in case of an emergency. Courses are being given in how to handle all types of bombs. Training is also available in organizing soup kitchens, the preparation of emergency living quarters for people who may lose their homes in the event of a raid. Detailed instructions are available as to how to prepare an air raid shelter.

The Buffalo Deltasigs invite brothers from other parts of the country to correspond with us. Our particular area is in need of skilled mechanics and factory workers.—C. EDWARD WESLEY

CHICAGO

AS PREDICTED IN OUR ARTICLE in the November DELTASIG, the Winter Frolic of the Chicago Alumni Club held on Saturday, December 5, was quite an affair. "42" Cedar was decorated profusely with pine boughs, ads for winter sports, and all the skis that could be corralled from the brothers. In such a setting together with all the colorful skiing and other winter sports outfits worn by most of those attending, it is no wonder that the atmosphere for the occasion was perfect. Besides the various games of skill such as we have had at our Monte Carlo parties, there were dancing and lots of refreshments which were ably served by Sam Parisi and Fred Schraffenberger and most ably consumed by all . . . especially some of the officers.

We don't know whether it was too much Winter Frolic or something else that caused so many of the regulars to skip the meeting of December 16. But when the Committee arranges for such a splendid program as a talk by Judge Cornelius Harrington and a play-by-play picture of the Northwestern-Minnesota game on one program and then there is poor attendance, it is downright embarrassing. Judge Harrington gave an excellent talk on Criminal Court procedure and spoke on some of the interesting highlights of the Insull trial over which he presided. Topping off the program the pictures of the Northwestern-Minnesota game were presented by members of the Northwestern coaching staff.

Getting back to the more social side of our activities, some of the alums chiseled in on the New Year's Eve party that was given by the active chapter at 42 Cedar and had a very nice evening. And in keeping with the tradition of getting in on as many parties as possible, several of our group were present at the annual Joint Winter Formal party given this year by the active chapters in the Marine Dining Room of the Edgewater Beach Hotel on Saturday

evening, January 10. Which all brings us to the annual Chicago Alumni Club Formal party which is also to be held at the Edgewater Beach Hotel on Valentine's Day, February 14, and at which we expect a good turnout.

At this writing we are looking forward to our next meeting to be held as usual at the Morrison Hotel with Dean Wm. F. Clarke, Dean of the Law School at De Paul, as principal speaker.—DON H. GRAHAM

DALLAS

THE NEW OFFICERS of the Dallas Alumni Club were elected at the last regular meeting of the club before summer vacation. They assumed their duties at the first regular meeting in the fall on Tuesday, September 16, 1941, at the Continental Room of Melrose Hotel. The president for this year is Floyd Garrett; vice-president, Gil Wolf; and the secretary-treasurer, Everett Bauer. The Board of Directors for the year are Charles Pierce, Cliff Rasmussen, Cowden Henry, and Kenneth B. White. We had a Board of Directors' meeting at President Floyd Garrett's home during the last week in October to plan several social events for the winter season. The Founders' Day banquet which we made a gala affair was held at the Hotel Adolphus, November 7. We all met in a private suite before going down to the Hawaiian Century Room, and had some cocktails to "whet" a real appetite, then went down to dinner and danced. There were about ten couples and everyone had a wonderful evening.

Perhaps the biggest social event this club has ever had was the private party for alumni members and their wives at President Garrett's home. It was held on December 13 and through the efforts of Activities Chairman René Paul Henry and his wife and Prexy Garrett's wife everyone had a lot of fun. Buffet supper, bingo, singing, gossiping, dancing, and anything anyone wished to do under the heading of entertainment. Each member brought his own particular kind of drink and made a small donation after he arrived to pay for the food.

The President and his Chairman very definitely feel that much will be accomplished in the Dallas Alumni Club by having more of this type of entertainment to bring the members closer to each other, especially during the next two or three years. Several alumni members came to this party who had never been to a meeting, even though they had paid their dues each year, and found that it was a group of people worth knowing.

Our next meeting will be January 19. Our activities chairman has some very wonderful entertainment in store for us and we are expecting a record attendance.

The following boys have left for uniformed service in the various branches, but we are sorry that we are unable to give their addresses for this issue of THE DELTASIG: Phil Hendrix, Texas; Gilbert Wolf, Texas; George Utley, Texas; Ronald Shuman, Oklahoma; Stanley J. Scott, Glen Harris and James Martin.

PHILADELPHIA

THOSE FORTUNATE ENOUGH to be present at the Bellevue-Stratford Hotel on November 7 will long remember the Philadelphia Alumni Club's observance of Founders' Day. The galaxy of speakers was reminiscent of a September eve back in 1939 when a similar affair took place but a stone's throw from the present setting. With Past Grand President Eugene D. Milener serving as toastmaster the following were introduced: Allen L. Fowler, Province Director; Robert L. Johnson.

President, Temple University; Walter D. Fuller, Honorary Member-at-Large and President of the National Association of Manufacturers; Dean Emeritus E. R. Johnson of the Wharton School; Dean Harry Cochran of the Temple University School of Commerce; W. R. Hockemberry, Director of the Evening School and Extension Schools of the University of Pennsylvania; and Addis L. Bowles, President of the Philadelphia Alumni Club. Brother Fuller's talk, "Business and Commerce in a Changing World," has been mailed in its entirety to all those who were in attendance.

Brother William Burg dropped in from Buffalo on November 22 just long enough to say "Hello," keep an appointment at the altar with Miss Ruth Barth and catch a train back via New York. The best of luck to you both!

The engagement of genial Bill Rohrer and Miss Floretta Tulk was announced on December 13. The tables were somewhat turned when on January 14 the local Deltasigs threw a stag party for Bill. The wedding on January 17 found a large number of the brothers on hand to offer their congratulations and best wishes to both Bill and Floretta.

On November 26 some thirty Deltasigs with their dates attended the University of Pennsylvania's Mask and Wig presentation of "Out of this World" at the downtown, Erlanger theater. After the show the gathering dispersed in smaller groups to continue the merriment over a front extending from Pennsauken, New Jersey to Haverford, Pennsylvania and all proclaimed it the best Mask and Wig party ever.

On December 22 the Philadelphia Alumni Club held an "Old Timers' Night," at the Beta Nu chapter house. Many of the "old timers" were really there and it was a pleasure to see them again. Brother Ellwood I. Black gave a very enlightening talk on the general topic of "Taxes and their Problems."



WALTER D. FULLER

Addressing the Founders' Day Banquet sponsored by the Philadelphia Alumni Club.

The major event of the fall season, the Beta Nu New Year's Eve Party, found a good representation of alumni present. Amid an atmosphere of gaiety, laughter, sometimes subdued because of the realization that a good number present would not be on hand next year; good food and tantalizing music the old year was bid farewell and the new year greeted. A great year for Delta Sigma Pi, we're certain.

The recent holiday season proved to be a "homecoming," for a number of our all too infrequently seen brothers were in evidence about that time. Sylvanus Johnson was in from New York for the New Year's Eve party. At the same affair were Privates Kenneth Richman and Robert Hughes, of Beta Nu. Also around town were Corporal Clayton Branch, Beta Nu, up from Fort Bragg and Lieutenant Gerry White, Omega, who dropped in from Fort Riley to say hello.

Our next speaker meeting found us once again welcoming Brother J. Russell Doubman, Professor of Marketing, Wharton School, Uni-

versity of Pennsylvania. Brother Doubman's analysis of marketing problems under the present conditions existing throughout the world was indeed both interesting and enlightening. We are looking forward to his next visit.—RICHARD BOYAJIAN

LIFE MEMBERS

THE FOLLOWING MEMBERS of Delta Sigma Pi have taken out Life Memberships since the last issue of THE DELTASIG:

- 536 THOMAS F. BAYARD, Mu, Georgetown
- 537 IVAN R. ADAMS, Nu, Ohio State
- 538 HERBERT H. RAPP, Alpha, New York
- 539 CHARLES F. NIELSEN, Phi, Southern California
- 540 ALOYS A. ENGELHARD, Delta, Marquette
- 541 HARRY GOSHEN, JR., Nu, Ohio State
- 542 RALPH E. CAIN, Nu, Ohio State
- 543 ADDIS L. BOWLES, Beta Nu, Pennsylvania

Many other members have taken out Life Memberships on the partial payment plan, but their numbers are not assigned or their names published in this listing until their final payments are made.

You are fraternally invited to become a Life Member of Delta Sigma Pi. There are three plans of Life Membership purchase. Plan A, \$35 cash, or \$5 per month for seven months. Plan B, \$37.50, payable \$12.50 cash, and two additional installments of \$12.50 each, one year apart. Plan C, \$40, payable \$5 cash, and \$1 per month for 35 months. Any alumni dues already paid for the current year will be credited toward Life Membership payments. All receipts from the sale of Life Memberships are placed in the National Endowment Fund of the fraternity and only the income derived from that Fund is available for fraternity operating expenses. It is hoped that many additional alumni will join this ever-growing list of Life Loyal Deltasigs.

Life Memberships make ideal presentation gifts, particularly on birthdays, anniversaries, at Christmas, and for other special occasions. If requested, the fraternity is glad to have such Life Memberships dated to coincide with the actual date of presentation. Undergraduate members can secure Life Memberships, but since Life Memberships pay alumni dues for life these do not remove any undergraduate dues liability of the member during his undergraduate days.

THE CENTRAL OFFICE REGISTER

THE FOLLOWING MEMBERS of Delta Sigma Pi have visited the Central Office since November. If there is no city shown after their name it indicates that they reside in Chicago; their chapter affiliation is given in parenthesis:

- WENDELL GELLERSTED (Northwestern-Zeta), Evanston, Ill.; WALLACE B. BINDER (Northwestern-Beta), Wheaton, Ill.; LEE A. COONS (Northwestern-Beta); EDWIN F. LISKA (De Paul); LE ROY L. BOULE (Northwestern-Beta); WALTER B. NAAS (Northwestern-Zeta), Minneapolis, Minn.; HOWARD N. OLMSTED (Wisconsin); HENRY PAULMAN, JR. (Chicago); HARRY L. GROVE (Northwestern-Beta), Elmhurst, Ill.; CYRUS A. WOOD (Northwestern-Beta); EDWARD E. EDWARDS (Indiana), Bloomington, Ind.; ROWLAND D. SAGER (Missouri), Kansas City, Mo.; CHARLES F. NIELSEN (Southern California), Santa Monica, Calif.; RICH-

ARD SCHNAKENBERG (Northwestern-Zeta).

HAROLD A. SHANAFIELD (Northwestern-Beta); ARNOLD ISAACSON (Wisconsin), Evanston, Ill.; JAMES ANGIO (De Paul); JOHN ANASTOS (De Paul); WALLACE J. NORTON (Northwestern-Beta); JOEL KETONEN (Oklahoma), Brooklyn, N.Y.; ALVIN H. HOLM (Northwestern-Beta); W. N. BODE (Northwestern-Beta); VICTOR J. PAYTON (Northwestern-Beta); C. ELMER LINDSTROM (Northwestern-Beta); DAVE DAWSON (Illinois), Evanston, Ill.; CLIFFORD LUND (De Paul); WAYNE H. CARVER (Drake), Des Moines, Iowa; WILLIAM E. PEMBERTON (Missouri); MYRON W. MITCHELL (Northwestern-Beta); C. C. KIRK (Minnesota); GENE W. SHIER (Northwestern-Beta); WILLIAM A. BROWN (Northwestern-Beta), South Bend, Ind.; NELSON C. BLOCK (Northwestern-Zeta), Evanston, Ill.

M E R G E R S

R. LLOYD JEFFREY, *Nebraska*, on June 1, 1941, to Lethia Pettit, at Lincoln, Nebraska.

GEORGE E. HANKE, *Northwestern-Beta*, on June 14, 1941, to Marion Boelke, at Evanston, Illinois.

DONALD E. SULLIVAN, *Nebraska*, on June 29, 1941, to Evelyn Williams, at Aurora, Nebraska.

ROBERT H. ESPENSHADE, *Chicago*, on October 4, 1941, to Audrey Radcliffe, at Chicago, Illinois.

VERNON H. UPCHURCH, *Oklahoma*, on November 27, 1941, to Gloria Hornbeak, at Poteau, Oklahoma.

JAMES W. GALYEN, *Nebraska*, on November 28, 1941, to Claudie Baker, at Meadow Grove, Nebraska.

RAY H. BEZONI, *Missouri*, on December 25, 1941, to Lois Beckham, at St. Louis, Missouri.

CECIL L. GREGORY, *Missouri*, on December 27, 1941, to Orrine Conrad, at Rockwell City, Iowa.

REGINALD C. JONES, *Alabama*, on December 29, 1941, to Martha Johnson, at Rome, Georgia.

VERNON R. WIEBUSCH, *Nebraska*, on December 31, 1941, to Marjorie Hugh, at Schenectady, New York.

WILLIAM G. ROHRER, *Pennsylvania*, on January 17, 1942, to Floretta May Tulk, at Collingswood, New Jersey.

D I V I D E N D S

To Brother and Mrs. Melvin Sneed, *Missouri*, on March 18, 1941, a daughter, Sally Jeanne.

To Brother and Mrs. Franklin L. Cox, *Texas*, on July 11, 1941, a son, William Lee.

To Brother and Mrs. Howard B. Johnson, *Georgia-Kappa*, on December 16, 1941, a daughter, Judith.

To Brother and Mrs. Harold P. Moore, *South Carolina*, on December 26, 1941, a son, Harold Pendleton, Jr.

To Brother and Mrs. George H. Zimmerman, *New York*, on December 29, 1941, a son, Louis.

O B I T U A R I E S

ALONZO A. MASTERSON, *Alpha 180*. Born May 31, 1883 at Brooklyn, New York; initiated into our New York Chapter March 27, 1915; died December 30, 1941.



MINNESOTA

THE DELTASIGS AT MINNESOTA wound up last quarter's social functions with the fall Formal Dinner Dance, the big homecoming party at Greenhaven, a party after the Wisconsin-Minnesota football game, and the Founders' Day Banquet at the Covered Wagon. Our homecoming party turned out to be a huge success with an attendance record of 92 couples. This included many alumni, the entire active chapter and pledges, and also many guests, including Grand Secretary-Treasurer H. G. Wright.

We are looking forward to a successful winter quarter of fraternity activities at Alpha Epsilon this winter. We began with a pledge class of ten and, after a successful rushing smoker on Thursday, January 8, have found that there are still some prospective pledges despite the draft. Initiation was held January 15, 16, and 17, followed by a party in honor of the new initiates: Robert Steiner, Kenneth Wahlberg, Harold Gustafson, Ben Buschen, and Bob Van Valkenburg.

Lyle Hanse was appointed our Inter-Professional Council Delegate. Fred Hay and George Halverson are members of the Board of Associated Business School Students, of which, Tom Hurley, sophomore, is the only pre-business school representative. Our professional meetings program is well under way with a professional talk scheduled for approximately every third meeting.

Plans are being made by every brother to attend the Inter-Professional fraternity ball on January 30 in the Coffman Union Ballroom. Stan Norris' Band will play for the dance. This ball is sponsored every winter by the Inter-Professional Council, with member fraternities buying the tickets. Profits of the ball this year are being put into Defense Bonds. The novel idea of giving each girl Defense Stamps instead of a corsage has been suggested.

We are also looking forward to our annual Palm Beach Party in February and other business and social activities to keep us busy this winter.—WALTER ZUIDEMA

TEXAS

SURVIVING HELL WEEK were fourteen Beta Kappa neophytes, who climaxed the event by entertaining the member brothers with a southern-style barbecue served by colored boys out at Barton Springs. On the following Monday night, December 8, the formal initiation admitted these fledglings into the Texas chapter. The next week brought the always eagerly anticipated Christmas party in the cleverly decorated home of Cap Smith—genial faculty sponsor and staunch supporter of Delta Sigma Pi.

At the first meeting following the Christmas holidays the officers for the spring term were elected. The dinner at the Tea House on January 12 was the occasion for the installation of the following elected officers: Head Master, Fred Knight; Senior Warden, Sidney Jines; Junior Warden, Ed Godwin; Scribe, Bill Hoting; Chancellor, Bill Raschke; Treasurer, Don Cowan. Before the installation, toastmaster

Brother Frederick, professor of transportation and industry, reported about his trip to New York and Boston to accept the office of national director of the American Marketing Association and to confer with airline officials. Travelling by air as the guest of an airline, rotund, dark-complected Brother Frederick was elated on descending from the airplane to find a battery of news photographers waiting in readiness; but, when one of them rushed up to him and said "Mayor LaGuardia?", Brother Frederick dejectedly understood.

Looking ahead, Beta Kappa under the enthusiastic leadership of our new Head Master, Fred Knight, has plans for a full term of entertaining fellowship and instructive professional dinners.—FRED DICKSON

MIAMI

CLIMAXING TWO RUSH SMOKERS held in the early fall to which more than thirty rushees were invited, Alpha Upsilon held its formal pledging banquet at Venns Colonial Room on November 5, 1941. Fifteen men received the pledge pin, and Harry M. Gerlach, now a member of the faculty of the School of Business Administration, was the speaker. On November 26, formal initiation was held in Irvin Hall, and following it, a banquet was held at the New England Kitchen. Dr. J. M. Peterson, head of the economics department, introduced Dr. Warren S. Thompson, Director of the Scripps Foundation, who spoke on "The

Economy of a Stationary or Declining Population." Dr. C. H. Sandage, head of the marketing department, presented the Parchment Roll to Allen Nichols, the new Keeper. The new faces in Alpha Upsilon belong to Paul Davis, John Ehrich, Harry McNiece, and Ben Wiant, all seniors; Herb Eichorn, junior; Wayne Albers, Jim Bellman, Jack Beneke, Bill Boyd, Jack Clawson, Harry Magill, Don Miller, Chalmers Montie, Paul Nagel, and Allen Nichols, sophomores. The rushing program was under the direction of Herb Williamson, the Junior Warden.

On Wednesday, December 3, Alpha Upsilon glimpsed the glamorous and strenuous life of a big time newspaper, the *Cincinnati Enquirer*. A bus was chartered for the trip, and at the plant a representative explained the functions of the reporters, editors, teletype, telephoto, the "morgue"—or library of stories and pictures, and the different departments—sports, society, cartoon, finance, business, and circulation. We were shown the composing room with its linotypes, advertisement, composition, news composition, and engraving departments. It was a few minutes before press time when we were present and what seemed an atmosphere of general confusion was really hurried efficiency. The presses started to roll right to the second, turning out 36,000 thirty-page papers per hour—or ten papers every second. The issue was the first, or mail issue, of the December 4 morning edition, and each member of the party was given a free copy.

Mighty proud is the chapter for the fine scholastic record it made last semester. Its average of 3.03 out of a possible 4.00 was much higher than the university all-men's average of 2.306. In fact fifty-two members out of the fifty-six in the chapter had averages over that of university all-men's average.

Founders' Day was celebrated with a luncheon and professional meeting being held at Venn's Colonial Room on November 7. Associate professor Halsey Ramsen, who is the chapter's advisor, gave a short talk on the chapter's early history.

SOUTH CAROLINA

OUR FOOTBALL TEAM came through its first game in the intramural contest with flying colors. We defeated Pi Kappa Phi fraternity 8 to 6 in a very exciting game. Beattie Kemp, our star tackle, intercepted a pass and raced across the goal for a touchdown. The Pi Kappa Phis scored on a pass. The game ended in a tie and the Montana playoff was used to determine the winner. Beta Gamma Chapter of Delta Sigma Pi came out on the long end of the score 8 to 6.

We now have a pledge chapter consisting of fourteen members. Our latest additions are Bob Reese, Rex Salley and Alex Crawford. We feel certain that these neophytes will work for the best interests of Beta Gamma Chapter. Jack McGuinn has withdrawn to join the U. S. Army. Many more of us will soon be with Brother McGuinn.

We have had some very interesting speakers to make professional talks this semester. These talks should prove very helpful to those entering the business profession.—WILBUR McCURRY

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TEMPLE

THE INTER-FRATERNITY SPORTS Parade at Temple is well stocked with Omegan athletes as Deltasig holds the lead for the James King Memorial Trophy, symbolic of fraternity superiority in all competitive sports. The footballers staged a top rate performance against the arch-rivals Sigma Pi to turn in a handy victory with a 36-0 score, thus tying for the title honors. No playoff will be held. Peter Bittenbender, James Morris, Robert Palmer, Wm. Hoeveler, Raymond Lynch, George Roberts, George Slafkosky, Edward Sodoma, Edward Ruyak, and Pledge Bob Boyd were the gridders who comprised the championship squad.

Basketball warfare finds the Deltasigs undefeated in 13 straight games including a streak of unbroken victories from last year. The Omega basketballers are looking for the second successive basketball crown. The crucial game with Sigma Pi is scheduled for February 18. Sharpshooting "Scoop" Slafkosky paces the team with Dewey Roberts pairing with him at the guard post. Sam Calvert plays the pivot while Peter Bittenbender and Charley Cooper hold down the forward spots. Bob Palmer is the alternate.

Bowling yielded a third place position for Omega. Clement Lane, Edward Ruyak, and George Slafkosky performed the bowling duties.



LIVING ROOM OF THE OMEGA CHAPTER HOUSE, TEMPLE UNIVERSITY.

Sixteen new men were added to the rolls of Omega last November. Our active chapter now consists of 34 active brothers and 8 pledges. The new men are: Bob Mills, Bob Marsh, William Hoeveler, Robert Palmer, Sam Calvert, Duane Clark, Jeremiah Zullinger, Edward Sodoma, Donald Colson, Fred Ade, George Roberson, Arthur Weidner, William McCullough, Burke Hogue, Herbert Risley, and Edward Ruyak.

The armed forces of the United States are calling many of our brothers into service. Nevertheless, we expect Omega to continue to hold its top position at the Temple campus.

Additional positions of authority have been acquired by several Deltasigs. Burke Hogue is the present Sophomore Class president. George Dewey Roberts is the Recording Secretary of the Inter-Fraternity Council. William Hoeveler is the outstanding scorer on Temple University's Freshman basketball team, and Edward Sodoma has the University's hockey manager-ship well in hand.

The game room has been completed to the satisfaction of many of our alumni. Ping-pong,

darts, and dancing are now available in the recreation room. Thanks, alumni for your contributions toward the fund which financed this work.

A formal dance in March is being considered by the chapter. A downtown hotel has been suggested as the place and a committee is working on the details of holding such an affair. Dr. Robert E. Lee, Dr. Homer Smith, and President Robert L. Johnson are being considered for membership into Delta Sigma Pi. An induction combined with the formal dance are being discussed. Further plans will be forthcoming on this affair.

The chapter wishes to express their thanks to Ray Thompson, Deltasig and professional cartoonist, for the splendid job he did at our second professional meeting of the semester. Lieutenant Sanders of the Marine Corps spoke at the first meeting held in November.

Head Master Dick Hoffman and Miss Mary Metzler have announced their engagement. No definite plans as yet, so they say. Dick gave her the ring for Christmas. However, he is awaiting a call for Naval Reserve Service in the near future.

Ray McGregor is living at the house while doing his duty for the United States Navy as third class yeoman.

DRAKE

ALPHA IOTA CHAPTER celebrated Founders' Day November 8, 1941 with a chicken dinner at Red's Place in Des Moines. Dean Hoffman of the College of Commerce and Finance, spoke to the chapter on his experience in New York during his associate-professorship at City College there. Being something of a non-conformist, (with due apologies to Dean Hoffman), he took up quarters in the Hungarian section of the city, "for the express purpose of gaining an insight on these people's habits and their mode of living." As may be imagined, his stay there was educational and entertaining. We of Alpha Iota Chapter certainly enjoyed his recounting of the summer's work.

Dean Hoffman devoted the last half of his talk to Deltasig and Founders' Day, tying them in with the international situation and our heritage in the world. He pointed out what we Americans would lose with the loss of the American way of life. He presented actual facts and figures to "bring home" the fact that the United States is the richest nation in the world today, in both tangible and intangible wealth. To summarize, we Americans are exceptionally fortunate in having freedom of speech, freedom of the press, and freedom of assembly. In Germany today, no such organization as Deltasig would be permitted to exist; our thoughts and actions would be dictated to us, chicken dinners would be something to dream about.

Delta Sigma Pi is characteristic of the democracy in which we live. It is Deltasig, and similar organizations, that bind America together. It is only through co-operation and co-operative effort, such as is necessary for the existence of any organization, that the United States and her Allies can maintain the democratic principles and triumph over the forces of evil in the form of terrorism and dictatorship which are running rampant in Europe and even now are threatening our shores.

When Dean Hoffman concluded you can be sure there was no doubt in our minds as to the worth and desirability of preserving our mode of living—everyone present realized the seriousness of the situation and pledged himself to support our ideals. We are proud to be Americans, and proud to be Deltasigs.

Rowland D. Sager, past Head Master of Alpha Beta Chapter, and now assistant to Grand Secretary-Treasurer H. G. Wright, visited Alpha Iota Chapter on November 30 as a part of a tour he was making of the chapters in the mid-west. After a tour of the city of Des Moines, a smoker was held in Brother Sager's honor at the Student Union lounge. During the smoker Sager presented many of the ideas he had acquired for chapter management and operation.

Brother Sager's visit illustrated very well that portion of the preamble to the fraternity's constitution which states: "to encourage scholarship and the association of students for their mutual advancement," for Sager is a very pleasant chap who makes you feel you had known him for years. That is the way it should be, for, after all, we are all brothers in a common cause.

We of Alpha Iota feel that it is an excellent idea to have someone from the Central Office whose job it is to visit all chapter's at least once a year. It not only brings new ideas to the chapter, but also enthusiasm and the feeling of strength and unity, for then, more than ever, do we realize how large the organization of Delta Sigma Pi really is. We see what co-operation really means in making Deltasig a worthwhile organization for the benefit of its members.—DONALD A. HUGHES

FLORIDA

REBIRTH OF BETA ETA has just recently taken place through the efforts of Brother Sager of Missouri, sent here from the Central Office. Through his tireless efforts new members were secured and the chapter is now in business-like order again. He instilled so much enthusiasm in us, that in our first business meeting plans were laid for an industrial tour to Jacksonville, Florida, and also a deep-sea fishing trip. The Jacksonville Alumni Club plans to participate with us in both of these affairs. A rushing trip is being planned to the Devils Mill Hopper, a natural sink-hole near the University of Florida with a perfect setting for steak roast and good fellowship.—W. W. FLANAGAN

CHICAGO

ALPHA PSI CHAPTER held its first initiation of the year on Sunday November 30, 1941 at Burton Court. The six new brothers whom we deemed worthy of our trust are Ray Kepford of Cody, Wyoming; Harold Veronda of Essex, Illinois; Norman Ellefson of Coleraine, Minnesota; and Henry Geringer, Robert Franzen, and Phillip Forsgren, all of Chicago. Lee Gaalaas, a pledge from Grand Rapids, Minnesota, was also to be initiated on this date but was ill in the hospital at the time. After the ceremony, a banquet was held in the private dining hall of Burton Court. Informal initiation was held Friday, November 28 where the new brothers were properly purified and made eligible for the rite of formal initiation.

Our professional program has been moving along very well. Last quarter we had two evening smokers and two industrial tours—one at the Chicago Board of Trade and one at the Florsheim Shoe Company. We also had many members of the School of Business faculty speak at our Tuesday luncheons. This quarter, our first smoker will be on Tuesday evening, January 13, at which time Mr. George Brown, our faculty adviser, will give an account of his recent visit to Washington, D.C. We are planning to have our first tour of the year at the R. R. Donnelley, & Sons Co. Lakeside Press Plant. We shall also continue to have speakers

at our Tuesday luncheons, beginning with Associate Dean Mitchell on January 13.

The social program of our chapter has likewise been functioning very well. Last quarter we had two tea dances and a stag party besides our regular Tuesday and Friday luncheons. Some of our brothers also attended the Founders' Day banquet given by the Chicago Alumni Club at the Morrison Hotel. This quarter we have planned our first dance for Friday, January 23 and a stag party for Friday, February 6. At both our professional and social functions we shall again endeavor to become acquainted with many prospective candidates for membership so that we may again have a good-sized pledge class for our next initiation. Many of our brothers are getting a taste of army training this quarter by taking the Basic Military Course being offered here at the University.

We are glad to say that alumni support of our functions has been quite encouraging and we urge the alumni to keep up the good work as our ranks are bound to be reduced due to the call of Uncle Sam for more men in the armed forces.—HAROLD R. STEINHAUSER

OKLAHOMA

MEMBERS, PLEDGES AND guests of Beta Epsilon Chapter journeyed to Oklahoma City on November 13 for an industrial tour. The first stop was The National Biscuit Company where we watched the baking of crackers and cookies through every process from raw dough until finally packaged for the ultimate consumer. Next, we visited the International Business Machines state offices; then The Oklahoma Publishing Company, publishers of *The Daily Oklahoman*, *Oklahoma City Times*, and *The Oklahoma Farmer-Stockman*; the Oklahoma City branch of The Federal Reserve Bank of Kansas City; and last but not least, The Southwestern Brewing Corporation, brewers of Old King beer. Founders' Day was observed the same day with a luncheon at Britling's Cafeteria in conjunction with some prominent alumni. Among those present was Justin Vogt, former Head Master of Beta Epsilon and workhorse of Deltasig.

Eleven pledges will be initiated into Beta Epsilon on December 14. Final plans are now being drawn for the informal and formal parts of the initiation as well as plans for the initiation banquet. The names of those to be initiated are: Vernon H. Upchurch, Virgil M. Stone, Waldemar F. Pralle, Chris V. Kemendo, W. Joe Boucher, Joe M. Ford, Russell E. Weber, G. Ronald Mitchell, Harvey J. Thacker, Harry Rayl, and Harold E. Kirkpatrick.

Beginning a new custom in the School of Business Administration, the faculty held an informal tea December 2 for the business students which in the future is to be a bi-monthly affair. The Deltasigs were honored by being asked by Dean Arthur B. Adams to attend in a body. The purpose of the teas is to bring a closer relationship between the faculty and the student body.

During the last six weeks we have had the following gentlemen as guest speakers at smokers: Mr. Otho Mooney, of Mooneys, Incorporated, a Farmers Cooperative enterprise; Mr. Lyal Barnhart, Comptroller of The First National Bank and Trust Company of Oklahoma City; and Mr. Harry Canup, manager of Hales-Mullaly, a distributor of electrical appliances. Mr. Barnhart, at the time of his visit, invited the chapter to make a tour of his bank. Since he has instructed us to bring any number of guests, we are taking the Business Girls Club along. The tour will be at night sometime before the Christmas holidays.—R. GENE MOSS

ALABAMA POLY

BETA LAMBDA CHAPTER gets under way in 1942 with a new program of meetings. Instead of usual bi-weekly meetings as in the past, the new schedule will include two business meetings and one purely social meeting each month. The leadership of the chapter in its new program will be entrusted to Head Master, Sam Nettles; Senior Warden, L. Z. Thrasher; Junior Warden, Alfred Green; Scribe, Al Lucas; Treasurer, J. T. Hudson; Senior Guide, Bobby Adair; Junior Guide, James Thomas; and Historian, John Scott.

The activities of the entire chapter are now bent toward the annual Commerce Ball, given each winter by Beta Lambda, which is scheduled for January 30. The Ball will again be presided over by the Commerce Queen who will be chosen by a vote of all students enrolled in Business Administration. Each year just before the Ball a new queen is chosen. The election is held by the chapter, and the chapter selects the nominees from among the girls enrolled in the School of Science and Literature.

Among the activities of the past semester was the annual Delta Sigma Pi reception for the freshmen in Business Administration. All freshmen invited to this reception each fall come, mingle with, and meet, the others who will be their classmates for the next four years, and witness the presentation of the Delta Sigma Pi Scholarship Cup. This award is given to that sophomore who in his freshman year compiled the highest scholastic record of any enrolled in Business Administration. The award this year went to William Buck Taylor, of Mobile, Alabama.

One additional project, for which we must await the return of warm weather, is the repairing of the cabin which the chapter built several years ago. This cabin, located in the woods a few miles from town, was once the site of many Delta Sigma Pi social functions, but it has been unused in the past three years. We plan to repair it and use it this spring.—JOHN SCOTT, JR.

COLORADO

ALPHA RHO CHAPTER has started the year with a bang—and not just to be in tune with the rest of the world either. We had a very good pledge class of nine, and followed with a successful initiation. Among the activities of the chapter for the past few months have been a joint meeting with the Denver University Chapter and a Business School Dance. The joint banquet was held in Boulder, and a very large representation from the Denver Chapter was present. Commander Higby of the University Naval R.O.T.C. unit gave a very interesting talk on our affairs in the Far East. Late events have proved the worth of the speech.

Dick Christopher was appointed the Business School Social Chairman, and it was under his direction that the annual Fall Frolic was proclaimed to be one of the most successful ever given here. A western atmosphere prevailed, complete with roulette wheels, slot machines, a cider bar, and dancing in the Old Corral. Each guest was presented with \$5,000 worth of bogus money which he could squander on any of the gambling devices he chose. The pledge class was of great assistance to Dick in decorating the Memorial Building in a western manner.

As the draft was close on the heels of our Head Master Paul Schmidt, the chapter held

a special election, and Carl Strain was elected to the office for the remainder of the year.

Another activity of the chapter was the editing of the Business School paper, *The Blotter*. Dick Christopher and your correspondent were in charge. The paper contained an article on Delta Sigma Pi written by the Dean of the Business School, Elmore Petersen. Carl Strain also wrote an article for the paper on the various honorary and professional fraternities on the campus.—BILL FASSETT

NEW YORK

JUST AS WE PROPHESED in November, the Alpha boys have turned out to be the Action Boys! Smokers . . . refreshments . . . speeches . . . good old Deltasig hospitality. Results? Alpha was able to pledge more men than any other fraternity on the N.Y.U. campus. Yes, sir, twelve men and the best of the lot! Johnny Yuells and Al Karhan, we are proud to announce, were formally initiated December 21. A banquet of welcome was held at the Fifth Avenue Hotel. The remainder of the neophytes, all freshmen, will be eligible for initiation after the second semester begins. Bruce Crisman, neo-politico frosh pledge who cornered the class vice-presidency, unfortunately will have to wait 'til the war's end as he is now in military service.

Frank J. Owsiany (one of the "O"-Boys—O'Donnell & Owsiany) who has organized our festivities here at Alpha, will probably be in O. D. by the time this article is in print. The brothers will miss his boundless energy and driving enthusiasm, indeed. The New Year's Eve Formal run by Brother Owsiany, assisted by Rod Stahl, will long live in the memory of those actives and alumni who were in attendance. Best of luck Frank! (Frank, by the way, is the second Master of Festivities drafted from the chapter this year. Well, the Army knows where to look for qualified men to run its recreation centers!)

John Rashti, ye editor-in-chief of the *Alpha News*, has been on the sick list for the past several weeks. Brother Rashti, a Beta Gamma Sigma man, promises another excellent issue the first possible moment.

Frank Grunewald, athletic chairman, has been looking after our interests in fine fashion. Though in doubt of our claiming any trophies, Brother Grunewald has formed a bang-up schedule of basketball, handball and bowling matches.

John, "Oh, Gawd! I signed that lease!" O'Donnell, president of the Violet Skull Christian Interfraternity Council, tells us that Skull has chosen the old homestead for the presentation of their annual smoker. Tappings for Phi Phi will be in order at that time.

As the shroud of militarism is drawn more closely about us, we are enabled to more clearly see the difficulties of the days which lie ahead. Here at Alpha, as elsewhere, we are planning accordingly. We have endeavored, and shall continue, to place our chapter on as strong a footing as possible, looking toward extreme eventualities. Wherever possible, we are consolidating. Freshmen represent the best building logs for the chapter at present . . . in these lower classmen we must, to a great extent, place the immediate future of the chapter.

Let's all "batten down" the hatches! The blow ahead's a hard one which will test every fibre of the strength and unity of the chapter. Let us, especially in these times, show our fellowmen what it really means to be a Deltasig. Let's bring the ship to port—safe—sound and solid!—JOHN F. VAN DEUSEN, JR.

NORTH CAROLINA

ALPHA LAMBDA IS HELPING to do its part in the war. Two of our former members, Brother Schwenning, and Brother Evans, who have been serving as faculty advisers for our chapter are now in Washington working with the Government. We are sorry that they had to leave us but we are glad that they are able to help our country in this time of war.

After the article about Brother Zimmerman that came out in the last issue of THE DELTASIG, we are sorry to report that he is no longer with us. He has gone to the University of Texas as a distinguished professor—our loss and Texas' gain.

We initiated four outstanding men this fall. Reynold Spence, Preston White, Clinton Jones, and Ed Moring.

We are looking forward to having the South American Summer School here again this winter. The plans were made for sixty students, but since the war has broken out only thirteen are coming.

We are looking forward to a more active quarter this winter quarter. Several of the brothers have some big plans in mind for us to carry out.—WALTER LOVE

SOUTH DAKOTA

ON NOVEMBER 9, 1941, Alpha Eta Chapter of the University of South Dakota commemorated Founders' Day with an initiation and a banquet for our six pledges: Frank Nafziger, Milfor Richards, Clayton Rise, Clarence Young, Don Wohlenberg, and Roger Russell. An impressive ceremony took place in the Union Building, with several faculty brothers present. After the ceremony a Founders' Day Banquet was held at Nelson's Tea Room, with several alums in attendance.

On November 23, 1941 we had the honor of having two faculty brothers, Ray Aldrich, director of the Business Research Bureau and Bill Slaton, assistant director of the Business Research Bureau who spoke at our regular professional meeting on the subject "History of Business Research in South Dakota." Brother Aldrich emphasized the importance which a Business Bureau can be in aiding business men of a state. Brother Slaton emphasized the important factors which the Business Research Bureau is working on now. This work is obtaining an index number of business activities. A pamphlet called "Bank Debits in South Dakota" was presented to each member at the meeting. About fifty local business men and

students of the Business School attended this meeting.

Rowland D. Sager, the traveling representative of the Central Office and an alum of Alpha Beta Chapter of the University of Missouri visited Alpha Eta Chapter December 8, 1941. On December 9, 1941, we were greatly honored to have Brother Sager speak to us on the activities of other Delta Sigma Pi chapters, on different campuses which he has visited. Brother Sager gave the chapter suggestions on our financial and membership problems. He also gave us some ideas for social functions on the campus. The meeting was then turned into an informal discussion. Brother Sager gave us many examples which will prove very helpful for the betterment of our chapter. Alpha Eta Chapter is looking forward to another visit.—JAMES E. HEALY

ALABAMA

OUR FIRST EVENT during the past semester was a gathering at the Cotton Patch, a nearby roadside inn for a delicious chicken dinner. Immediately after six-weeks exams we went about the business of our semester rushing. We held a smoker for the entertainment of the prospective neophytes which featured talks, musical selections, and motion pictures of the last Alabama Rose Bowl game. Shortly after this, pledging was held for the following fine men: Keith Yoder, Morris Wood, R. C. Joiner, Frank Ricords, Morton Kimball, Robert Brantley, Ray Allen, and Eldon Kunze. The climax of the term was our annual initiation banquet. The scene of the gala occasion was the McLester Hotel. About seventy-five members, dates, faculty, and other guests attended. After the usual festivities of jokes, songs, and introduction of the new brothers, the main part of the program got under way. This consisted of a very fine illustrated talk by Doctor Pomerat of the university faculty. His lecture was accompanied by colored films which were beautiful, informative, and entertaining.

Following our examinations we will begin to formulate our plans for the coming semester. The first meeting will be conducted by our new Head Master, Henry A. Leslie. We also want to wish the best of everything to our two January graduates, Head Master Reginald Jones and Bradley Bartow. Their loss will be keenly felt by the entire chapter.

In closing let us say to all the other chapters and to Deltasigs everywhere, a Happy New Year from Alabama.—B. EDWIN EUDY, JR.

NORTHWESTERN—Zeta

THE GREATEST SINGLE achievement of Zeta Chapter so far this year is the winning of second place in the homecoming parade. This honor is a double credit in that this was Zeta Chapter's first entry in the parade. To Brother Otto should go the lion's share of glory as the float was built almost single-handed by him. Our athletes expect to do as well for the glory of the house. Although our record on the football field was not too imposing, this year's team was better than last. Our bowling team is maintaining its record for consistency. Brother Luchow, athletic director, is confident that the basketball team will be one of the best that Zeta has ever had. Several of our new brothers seem to be excellent players, so it is with confidence that we await our first game.

Our social calendar has been full this year with several parties and a hay-ride before Christmas and the winter formal on January 10. The winter formal was held in the Marine Dining Room of the Edgewater Beach Hotel in conjunction with Beta Chapter. No other parties are planned for the first semester because of examinations. The second semester will see a new round of parties and social activities culminating in the spring formal. The professional program has given many good smokers this last semester. Among our speakers were several who spoke on subjects relating to the national emergency and its effect on various phases of the commercial world.

During the first semester Zeta Chapter has held two initiations for a total of 15 initiates. The first initiation was for seniors, most of whom were hold-over pledges from last year. In the second initiation other members of the pledge class were brought into the active chapter. Names of the new brothers are: Ralph Flora, Arthur Neyendorf, Harold Niemi, Axel Mikkelsen, Robert Sibrava, John Vottero, Robert Gerhardt, Clarence Daane, Howard Morton, Delmar Norton, Arthur Jaros, Alexander Phillips, Richard Prideaux, and Richard Johnson. A third initiation will be held in the spring.

Zeta Chapter will lose five men in February: Nelson Block, Arnold Isaacson, John Luchow, Robert Gerhardt, and Ralph Schuhart. Brother Schuhart has enlisted in the U. S. Coast Guard and is stationed in Chicago. Brother Jaros was elected to fill the position of Treasurer and House Manager vacated by Brother Block.—GUY THOMPSON

NEWARK

THE SWINGING BEAT of the Caldwell Club Orchestra tickled the ears of Beta Omicron actives, alumni and guests at the fall formal here on November 29. The dance was held in one of the most exclusive night clubs in Essex, the Forest Hill Field Club. The folks enjoyed themselves from ten to two—dancing, singing a few choice numbers "en masse" and helping the bartenders brush up on their art. Dean George R. Esterly of the School of Business Administration and Dr. George Black, president of the University were present with their wives to add to the fun. Robert Busse, Paul Gregory and Roger Hurlburt, former Head Masters were on hand and led with their vocal cords. Then Joseph Holoski called a "Paul Jones" and gave all the men a chance to dance with their brothers' pretty partners. It was an evening of solid good fellowship topped off by a morning snack in an all-night restaurant.

Anthony Carbone, who was initiated in the spring with Benjamin Tomasulo and Charles



BANQUET OF ALPHA ETA CHAPTER—UNIVERSITY OF SOUTH DAKOTA

Mueller is now the assistant editor of *The Observer*, publication of the University of Newark. Also on the staff in various capacities are Brothers James McKinnon, Frank Wiener and Charles Mueller. One of the most promising pledges we now have, Donald Dalley is also an *Observer* reporter. Thus, out of fifteen actives, four are serving on the school newspaper in addition to a prospective brother.

Speaking of pledges, we have four who will soon become actives. We'll tell you more about this in March.

Our Founders' Day dinner was a rousing success. Alumni, honorary members and actives all joined to make the occasion a really memorable one for the chapter. After a meal fit for such gourmets, the guests were addressed by various speakers who told of the growth of the fraternity.

Regular business meetings have been held with clocklike regularity and with excellent attendance. Almost invariably, over four-fifths of the actives are present, and in addition to these, there is always a sprinkling of alumni members whose opinions are always helpful.

Professional meetings and professional tours have been held periodically. In October, the chapter sponsored a tour through Casey Jones School of Aeronautics. At the professional meetings, speakers who are in key positions in the local commercial world have revealed the workings out of contemporary events upon the business life of the community. The meetings provide an opportunity for the members of the fraternity to observe how the business life about which they have been studying really operates.

Our chapter publication, the "Bet-O-Gram" has been published this month, and all who read seem to find it interesting.

These are difficult times for all citizens of the United States. Many changes must be made so as to put ourselves on an all-out basis. The members of Beta Omicron will meet the challenge which these days have thrown at each one of us. And in meeting it, we will still maintain as much as possible the driving energy that has made our chapter outstanding in the school, and in the International Fraternity of Delta Sigma Pi.—CHARLES M. MUELLER, JR.

OHIO STATE

NU CHAPTER HELD their annual Founders' Day banquet at the Seneca Hotel on Sunday, November 16, 1941. Dr. H. H. Maynard of Ohio State University was the toastmaster. Brother Robert R. Bangham of the State Department of Welfare was the speaker. After a delicious dinner of roast turkey and all the trimmings, Brother Bangham gave a very interesting address. He talked on the subject of "How a Fraternity Aids a Man in His Preparation of Life." He told us of the fine spirit of companionship and co-operation found in fraternities. He commented on the work of the fraternity in the present crisis, of the fight against fifth column activities. The fraternity helps to strengthen the other four columns, namely, the home, the church, the school, and co-operation with our fellow men. If America works and builds these four columns then she needn't worry about the fifth column. All of the actives and pledges were in attendance and many alumni were present. Nu Chapter was proud to have five life members present. They were Brothers McKee, Maynard, Van Cleef, Donaldson and Lindmiller.

Nu Chapter lost two valuable actives by graduation, Bill Tufford and Will Durfey. Brother Tufford was Senior Warden last year and Social Chairman this year. Under Tufford's regime as Social Chairman the annual

Rose Dance was inaugurated. Brother Durfey was Treasurer and House Manager for two years. Both will be missed by the active chapter but our loss is the alumni's gain.

Nu Chapter gained another position on the Commerce Council this year. Brother Ferrell was elected as a senior representative. Brother Schnell is the representative of Delta Sigma Pi and is President of the Commerce Council. Brother Schnell is also the Commerce representative on the Student Senate.

December 4 was Nu Chapter's twentieth birthday. The week before we had a dinner at the chapter house which was attended by many of the faculty, alumni and their wives.

Rushing has been going along just fine. There was no initiation fall quarter but several men were pledged and will be eligible to go through winter quarter. We also have a fine freshman crop for spring quarter. Brother Ferrell is planning a joint rushing-professional meeting with the Phi Chi Theta sorority—a professional commerce sorority.

Nu Chapter has had several social functions since school started. We have had four or five record dances and a tea dance with the Phi Chi Theta sorority. The homecoming dance was held on Saturday, November 15. Many alumni came back for the game and attended the dance. A fine time was had by all concerned.—PAUL REDMOND

MARQUETTE

ACTIVITY AT DELTA CHAPTER during the semester continued in high gear. Smokers, parties, and individual activity kept the members busy and quite happy. The Christmas party and the Four Clover party were especially enjoyable. And a large number of Business Administration students attended the last Deltasig smoker at Miller Hall at which time movies of the recent Wisconsin-Marquette football game were featured. Doc Erskine, assistant football coach, was on hand to comment on the pictures and to answer many questions on sidelights of the game. And speaking of football, the Deltasigs occupied a prominent table at the annual football banquet at which Brothers Brye and Goodyear again received their "M's."

The Business Administration intramural football team also found many Deltasigs on it. Ken Lepinski, Bill Rech, Stan Pappas, Bob Egerman, and Pledge Fred Rech assisted materially in winning the trophy for the College. And now Manager Lepinski, Bob Johnson, Bob Martin, Gene Kaiser, Johnny Goodyear, John Jans, Bill Rech, and Glen Ethier are winning games for the Deltasig intramural basketball team. Our chances of taking the fraternal title are excellent.

Other athletic activity consists of Brothers Ketchum and Reichl who are on the varsity basketball team. Glen Ethier is again busy with varsity track work. Bob Martin recently began coming to classes wearing his golf award. He was also honored by being elected to the vice-presidency of the Accounting Club.

At class elections Bob Hankewich was elected president of the senior class and Ed Loke, vice president. In the sophomore class Bill Rech was elected president and Howard Schneider, vice-president. Dan Manning and Tony Kuban hold responsible positions in the Marquette Naval R.O.T.C.

From our list of pledges the following were initiated during the current semester; Glen Ethier, Robert Egerman, Anthony Kuban, Howard Schneider, Leroy Werntz, and Roland Westphal. They are eligible to vote in the forthcoming election of new fraternity officers.—AL PITTERLE

LOUISIANA STATE

WITH THE PEARL HARBOR incident still ringing in our ears, George H. Zeiss, province director for Louisiana, struck home with his timely message to the new brothers on December 9 at our initiation banquet held in the Greek Room of the L. S. U. Cafeteria. The essence of his well-adapted message was that worrying about what's going to happen in the future would not remedy the situation, but by concentrating on doing our best college work now, we could come through with victory. The war won't last forever, and by preparing ourselves now we can best fit ourselves for the future—the period after the war when only the best qualified will get the good positions. Brother Zeiss has the same feeling as did most of us because he, too, is of active service age.

Immediately preceding the banquet, the Beta Zeta Chapter held its first formal initiation of the year at which time ten men were taken in as fraternal brothers. They are: Martin Close, Charles S. Dolhonde, Lee Roy Bize, Ben Spann, Leo Brassett, Howard Janotta, George Mook, Jack Turnbow, Walter Stuart, and William Twiner.

Like the first principle of accounting—"for every debit there must be a credit"—our chapter balanced its roll with the ten new brothers replacing the ten who have joined Uncle Sam's Army and Naval Forces. They are: Brothers Wilton Black, Navy; William J. Thurman, Lieutenant in the Field Artillery Replacement Center, Fort Bragg, North Carolina; Past Head Master Harry Lobsiger, flying cadet in Coleman, Texas; Barney Thames, second lieutenant in artillery school at Fort Sill, Oklahoma; Sanders Cazedessus, Officer's Training Corps at Camp Shelby, Mississippi; and William W. Nickerson, Naval Air Corps, Pensacola, Florida. The present stations of Walter La Croix, Douglas Mitchell, and Walter Hinton are unknown. Count 'em—there's only nine, but one more is expected to leave any day now. Good luck to them all in the form of a capital V for Victory. The military forces stand to gain where we lose, for they were all exceptional workers in fraternity work.

Wallace J. Landry, active in 1935, has been appointed field man in the Bureau of Business Research here at Louisiana State.

By the amount of midnight oil that is being burned by the members in preparation for the final examinations, Brother Zeiss' talk must have kindled the flame of getting ready for the morrow. At present, the chapter is marking time until the examinations are over. Then we will pick up the tempo and get back into our normal busy activity. Our first activity is a smoker to head the pledge campaign which will start during the next semester.—GEORGE MOOK

MISSOURI

ROBERT C. MANHART, assistant professor of business management and Charles C. Center, assistant professor of finance, were initiated with twelve undergraduates November 30. We are indeed glad to welcome these fourteen men into the chapter. The actives are Herbert Maurice Alexander, Homer E. Backer, Alphonse J. Brune, Bill Joe Clark, John F. Gunn, Emil A. Menzel, James S. McKemy, Henry L. Schnedler, John M. Scott, Frank W. Knell, Robert H. Knell, and John W. Denman. This now brings our active chapter to twenty-seven. The seniors may not be the only ones who do not come back to school next year, but we are taking every precaution to see that Alpha Beta continues its activities through the war.

An informal date dinner was the setting for our celebration of Founders' Day, November 9. After a not too tough steak and a surprisingly short speech by Head Master Shemwell we enjoyed the evening with dancing and bridge. Besides the chapter, the pledges, and our charming guests, there were several alums present.

The School of Business and Public Administration had its third annual Tired Business Man's Frolic December 6. This year's party attended by both faculty and students was by far the best yet. Senior Warden Ed Lupberger, president of the Business school council was chiefly responsible for the success of the party. Entertainment sponsored by the two professional fraternities and the professional sorority, together with dancing and refreshments guaranteed everyone a fine time.

The St. Louis Alumni Club was host to Alpha Beta Chapter December 13. Two industrial tours followed by a banquet at the Gatesworth Hotel with the alums made up our day's program. Our tour through Annheuser Busch brewery, the largest brewery in the world, was really interesting. We were interested in the process of course, but when we were asked to sample the product the boys showed plenty of attention and willingness to co-operate. The second tour was through the modern offices of the St. Louis *Globe-Democrat* newspaper while they were making up the Sunday edition. We certainly appreciate the opportunity to meet the alums and to see business and industry that is not in a text book.—HARRY FREED

BAYLOR

BETA IOTA'S first Alumni Association was formed at the annual homecoming luncheon held during the weekend of Baylor's most festive occasion. Lee Hill who is associated with the Humble Oil and Refining Company in Houston, was elected president. The committee to form complete organization and the appointed board of governors are Brother Hill, L. J. Garrett, Waco; Carl Casey, Dallas; Needham Horner, Uvalde; Kirgy Parsons, Waco, and Sam Waldrop, Abilene.

This chapter's first membership directories were presented to all those present. Speakers of the occasion were Hill, Garrett, and Ken White, guest of honor from Dallas and member of the Grand Council of Delta Sigma Pi. Seventy-five members of the 165 initiated since the founding of the chapter were present at the largest turnout in the history of the chapter.

SAMUEL WALDROP
Head Master, Baylor

Probably the biggest award accorded to the chapter during that week end was the fact that the chapter's float entered in the annual homecoming parade won first place from a field of 22 entries. The Sweetheart of Delta Sigma Pi for this year, Miss Katherine Elder, junior coed beauty from Greenville, Texas, was crowned Homecoming Queen of Baylor University that afternoon between halves of the football classic between T.C.U. and Baylor. Miss Elder was presented with a diamond wrist watch, and the fraternity was



Prize winning float of Beta Iota Chapter at Baylor University, in a field of 22 contesting floats. The "Sweetheart of Delta Sigma Pi" for this year was crowned Homecoming Queen at Baylor. The float represented Uncle Sam's hat, carrying out the colors in red, white and blue.

awarded a silver engraved trophy and a cash award of \$25.00 by the Baylor Chamber of Commerce.

Many social activities have occurred during the past month. One of the most enjoyable and successful parties given by the chapter was the Ranch Party held at the Lakewood Country Club at which time all members and their dates came attired in ranch costumes. This was a part of the annual birthday celebration given by the chapter each year the first week in December. Other birthday festivities were a Professional meeting held at the Roosevelt Hotel and the formal and informal initiation of new members. The informal initiation was held December 10, and the formal

initiation followed on December 17. Pledges initiated at this time were B. F. O'Neal, Ralph McKinney, Newton Galbraith, Jarman Bass, Jimmy Kendrick, Mickey Lane, Harry Reed.

This year, 9 members of the Beta Iota Chapter were included in the "Who's Who Among American Colleges and Universities." They are Sammy Waldrop, Riley Simmons, Walstein Smith, Arthur Boone, George Horner, James Drury, David Beck, Morris Harrell, and Raymond Hankamer.

Several members of our chapter have been included in the recent class elections. George Horner was elected president of the junior class for the winter term and Arthur Boone was elected president of the junior class for the spring term. Sammy Waldrop was elected vice-president of the senior class for the spring term. Morris Harrell was elected president of the Baylor Chamber of Commerce for the winter term now in progress.

Officers for the year were elected at the recent professional meeting held at the Roosevelt Hotel, which include: Head Master, George Horner; Senior Warden, Max Farrar; Junior Warden, Clayton Edwards; Chancellor, Kelso Smith; Secretary, Arthur Boone; and Scribe, Cam Talbert. They were sworn in at the time of the formal initiation held December 17.

Several of our members, seniors in classification, have received their questionnaires and are expected to be called into service before the year is over.

At the present time, the members are working on plans for their annual formal banquet to be held February 21 at the Roosevelt Hotel. Head Master Horner has appointed various committees to work on the details. The banquet promises to be one of the best and most successful ever held by the chapter.—MAX FARRAR

NORTHWESTERN—Beta

BETA SEEMS WELL on its way to another 100,000 points as twenty-six pledges spur the lads on to increased activity. With



RANCH PARTY OF BETA IOTA—BAYLOR UNIVERSITY

over 30 members in school, the chapter has a comfortably sized group with which to work.

The semi-annual Pledge Points' Reception proved a success as the mothers and dads of the fledglings gathered on Sunday, December 14, to hear the zylophone music of Brother Arthur Jaroz, initiated that same day into Zeta Chapter, to meet the Betamen, and to be introduced to Brother Dougall, director of the undergraduate division of the School of Commerce. Also present were presidents of various school organizations.

Dramatic arts found great play over the same weekend, the chapter winning its first Varsity Night Award on Friday and squirming through the pledge play on the Monday following. The Varsity Night skit, "Deltasig Diz Kids," was a takeoff on a combined burlesque of "Kaltenmeyer's Kindergarten," "Helzapoppin," and a bad dream. The program was sponsored by the Y.M.C.A. Council for competition between Commerce School organizations. The pledge play was private entertainment (?) for the actives in accordance with a well established tradition.

The fifth professional meeting of the semester featured Bob Snyder, quarterback, and Ray Nolting, halfback, of Chicago's world champion Bears. Probably the most entertaining feature of the year, they kidded one another unmercifully, explained away the Green Bay defeat and the 73-0 massacre of the Redskins in 1940, and predicted another world championship for 1941. About college football little was said, Nolting expressing that in his opinion Northwestern had the best team in the country "between the twenty good lines."

Lee Ragsdale, division sales manager for Western Union, closed the professional season with a "telegraphic portrayal" of the advances in communications. Of interest were his tales of the "singing telegram" of the skirted telegraph "boys."

In a mid-semester election, Harold Engler, ex-Beta News editor, was promoted to Junior Warden and Henry Brown became Treasurer. Robert Lewis took over the editor's robes.—
JAMES A. KERR

GEORGIA—Kappa

AFTER MUCH THOUGHT and discussion as the best way of beginning this article the answer came from the radio. The notes of "The Star Spangled Banner" suddenly burst upon our ears, with all of the pride and resoluteness attendant upon this, the greatest of all national anthems. At the last meeting of Kappa Chapter before this article was written everyone sat in awed silence at the thought that on that very afternoon Japan had struck against our homeland. Four Kappa men, on leave from the Army, were present at that

meeting. After listening to their inspiring talks about what Delta Sigma Pi meant to them, everyone fully realized that it might be some time before these men would have the opportunity of attending another fraternity meeting. As they said their goodbyes and left the room, to return to their bases that night, they seemed symbolic of all the boys soon to be called to the colors. These four Kappa men, though saddened at the thought of being away from their brothers for an indefinite period, went with a determined step—proud of the opportunity of serving their country.

Kappa's Patriotism Committee has been performing a sterling service for the chapter this fall. Among its contributions have been the compiling and keeping up of a mailing list of all Kappa men now in the Armed Forces, sending special invitations to all of these men to attend the Annual Homecoming Banquet of the Georgia Evening College as the guests of the chapter, and a continuation of the work already begun on the special Patriotism Map out at the Lodge.

Rowland D. Sager of the Central Office met with us early in November and gave us some invaluable pointers, especially in regard to pledge training. As a part of this training the pledges gave a special pledge supper and program for the members at Deltasig Lodge on December 13. Kappa Chapter is now making plans for its first initiation of the school year on January 17-18.

Following somewhat of a precedent set by Kappa Chapter, Kappa men this year predominated the ranks of the council chosen to plan and produce the Eighth Annual Homecoming Banquet of the Georgia Evening College. Fifteen served directly on this council and numerous others were very active in selling tickets. This banquet was declared the largest and most successful of all Homecoming Banquets held thus far by the Evening College and special recognition is due former Head Master Ed Clark, who served as general chairman; Tom Luck, student body president; Kappa's Chancellor Bill Lozier, toastmaster; and Grady Banks, chairman of ticket sales. Brother Louis Bates was the principal speaker, pinch hitting for Congressman Robert Ramspeck who was unable to attend.

Under the leadership of President Lowell White the Atlanta Alumni Club is sponsoring an intense drive to arouse new interest in alumni activities. Specially planned programs and personal contacts have thus far produced excellent results, and Atlanta Deltasigs are looking forward to an exceptional year in following out this program.

Socially, Kappa men spent this Christmas and New Year's holidays at Deltasig Lodge—seeking, perhaps unconsciously, the closer association of Brother Deltasigs at a time when

all realized that this opportunity for fellowship would, in all probability, give way to much more serious duties in the defense of the principles of our country and our fraternity.—
HOGAN F. BUFORD

PENNSYLVANIA

BETA NU CHAPTER has been stepping along at a fast and steady pace. To date our calendar has embraced many novel ideas in the way of open house meetings and party nights. Despite extreme pressure from outside sources, the brothers have stuck religiously to the pre-war schedule drafted for a critical year in the annals of not only this, but all the chapters.

However, it is gratifying to report that one of the largest pledge classes in the history of Beta Nu was inducted by formal initiation into the International Fraternity of Delta Sigma Pi on Saturday, December 13. This exceedingly virtuous group of fellow students at the Wharton School of Accounts and Finance whom we are happy to call our brothers are: Charles Cavella, Charles Chaney, Jr., Donald Coll, James Gavin, Joseph Heard, George "Dick" Koch, Jr., Frank Ray, Francis Rabiolo, William Scharr, Peter Scotese, Roger Smith, William Touchton, Jr.

The week ending December 13, 1941, will never be forgotten by our new brothers. It was their privilege during the weeks prior to induction to assist in some of the physical work of the chapter, and their worth thus evaluated. Came their big week, they were still exploding with energy. Then a little bit quieter and appeased after "hell night," our former neophytes did justice to their appetites at a banquet given in their honor at Houston Hall immediately after the induction ceremonies. Significant of this informal dinner was the presence of three past Head Masters of Beta Nu, who spoke briefly on what the chapter expected of its new men and the opportunities afforded them by membership in Delta Sigma Pi.

Rejuvenated with added vitamins, our new brothers sprightly hepped to the jive at the Initiation Formal Dance. Not a few of the pledge class are rug-cutters, and many displayed their versatility on the dance floor by leading the Conga.

Already having given us a fine example of his capabilities as Chairman of Festivities Committee, "Bud" Schweikart had something different planned for our Holiday program. We have complimented "Bud" on his orchestra presentations at house parties, and also his fine harmony of colors for decorating schemes, but it is only now that we give him top credit for his selection of menu and caterer for the New Year's Eve Party. The turnout approximating 200 Deltasigs and friends were more than pleased with the celebration setup. Our Game Room, built less than a year ago, was of much help in handling the overflow.

Following the trend of something new once in a while, it was Head Master Minahan's thought that a Scavenger Hunt would do much to get the fellows out of doors for some of Philly's river breezes (not the kind that come from the Schuylkill). But by the time our little sleuthing was over on the night and morning of January 10 and 11, a lot of us acknowledged that we did make an interesting tour of the city. In the future we can expect a lot of volunteers to the task of writing up the list of articles to be found.

The professional program at Beta Nu has been kept on an even keel. Our speakers and entertainment have been both enlightening and fascinating. Duly respectful to the field of com-



Members of Beta Iota Chapter at Daylor University included in "Who's Who in American Colleges and Universities." Left to right: George Horner, Arthur Boone, Riley Simmons, Sammy Waldrop, Morris Harrell and Walstein Smith. Not present for the picture are James Drury, David Beck and Raymond Hankamer.

merce and finance, Brother Jones has endeavored to call on our alumni for their assistance by either coming to our meeting and discussing with us their professional problems, or whenever practical, recommending men of high business repute. Then, too, the Senior Warden has also felt out other branches of the professions to bring us speakers very willing to discuss the problems all of us face now that war has completely changed our plans made only a short time ago.

As is common, every day we learn of some brother having been classified for early induction or having left us to serve. Knowing that this, too, is almost the daily occurrence throughout the Deltasig stronghold, this chapter would urge that serious efforts be made by the draftees and servicemen to contact their brothers who may be at the same station. Such cases have already come to our attention, and they all exemplify the international fellowship and undying spirit of the great family of Delta Sigma Pi.—PETER GRATZON

GEORGETOWN

MU CHAPTER, under the leadership of Head Master Bill Eckel, is forging ahead in its program for the new school year. Although our ranks have been somewhat thinned by graduation and the call to service of many Deltasigs, a very successful year seems probable. Our fall rushing program began on September 29 with an informal smoker at which we were privileged to hear Dr. Coutinho of the faculty, a charter member of Mu. The rushing period ended with the pledging of six undergraduates and two faculty members. These men, who were initiated on December 13, are as follows: Bernard Nadeau, Jack Fitzpatrick, Lester Randall, Fred Forbing, Victor Soskice, Eduardo Pardo, and Dr. James T. Lowe and Mr. William Flaherty of the faculty.

Our professional program is well under way. In addition to Dr. Coutinho we have also heard Mr. W. Gordon Buchanan, Head of the Department of Business Administration. These are to be followed by meetings with many leaders of business and government now associated with the defense program in Washington.

Our social program has been very successful, opening with a gala Halloween dance with a large number of brothers and their friends in attendance. Founders' Day was appropriately celebrated by a party for the chapter and members of the faculty at the chapter house immediately following the Georgetown-Maryland game. Our new brothers were welcomed into the chapter at the initiation banquet on December 13, followed by a party in honor of the new Deltasigs at the chapter house.

In conclusion the chapter wishes to send fraternal greetings to the other chapters of the fraternity and wish them the best of success for the current school year.—HOWARD SALZMAN.

SOUTH CAROLINA

BETA GAMMA CHAPTER BEGINS the second semester with seventeen active members and ten pledges. The following officers were elected on January 14, 1942, to serve our chapter for the second semester: Head Master Hubert H. Thomason; Senior Warden, William E. Whitney; Junior Warden, Ellis Godshall; Scribe, Henry Lindsey; Treasurer, Wilbur McCurry; Senior Guide, Henry M. Jones; Junior Guide, Beattie Kemp; Historian, Robert Kieffer; Chancellor, Aubrey Inabinet; DELTASIG Correspondent, James Cox; Master of Cere-

monies, Tom Stevenson; and Chapter Adviser, Frank T. Meeks.

Despite the fact that the draft and world conditions are a menace to our progress, all of our members have pledged themselves to do their best for Beta Gamma. Head Master Hubert Thomason took over the helm on February 1, and from all indications, he really has his heart in the work.

On the social side of the calendar, Beta Gamma is planning a spring formal in April in celebration of its Thirteenth Anniversary. Several nearby chapters are to be invited and this formal is considered as "the best" on the South Carolina campus. Preceding the April formal, a number of professional programs and smokers are planned for the chapter. Frank Meeks, our chapter adviser, and known to most of us as "the hustler," has been invaluable to the chapter in its professional program.

While on the subject of co-operation, we would at this time, like to express our appreciation to Frank Taylor, Jr., our Province Officer, for his ever present co-operation and advice. The local chapter prides itself in calling him our "guardian" because he is always at our service.

Our *Beta Gamma News* goes to press in a few days. Edited by James Cox and his assistant, Hubert Thomason, it is bound to be a success.

Beta Gamma took part in the fall campus activities by entertaining an intramural football team in the campus conference. It was coached by a Carolina football star, Nat Burgess, and had a splendid record with every member taking part. After our first win, a Victory Party was held in honor of the players and Coach Burgess.

At the end of February, Hell Week begins for the neophytes and following initiation, the pledges are looking forward to their banquet at the Hotel Columbia.—HENRY LINDSEY, JR.

NEBRASKA

ONE OF THE HIGHLIGHTS of our activities since the last issue of THE DELTASIG was Brother Sager's visit in Lincoln on his nation-wide swing among our chapters. As you all know by this time Brother Sager is Grand Secretary-Treasurer Wright's new traveling assistant. It seems to us that such a traveling member is very beneficial to the fraternity, and congratulations to the former Missouri Head Master on his fine fulfillment of the duties handed him. We discussed with Sager the possibility of another Midwest regional conference in the semester to come, and we were in accord that it would be a fine meeting if all the Midwest chapters co-operated this

year as they did last. Talk it up, Missouri and Drake and Creighton and Kansas and the rest of you within the bounds of the central section.

Under the direction of Jack Knicely, several excellent professional meetings have been held. Professor Bullock of the University faculty, and head of the College's Placement Service, talked to us on the subject of getting a job. It was very excellent, and we noticed that his talk and H. G. Wright's article, *This Business of Getting a Job*, paralleled each other a lot. Our next meeting was not in the nature of a business administration speech, but we listened to a fine talk by a Colonel on the University's R.O.T.C. staff. His subject was timely, that of the War in the Pacific. The Colonel was recently in command of a post in the Moro section of the islands.

We enjoy our new chapter house very much. One of the liveliest functions held there this year was our Christmas party held in honor of our House Mother, Mrs. Katherine Damme. A splendid dinner was served, and gifts were exchanged. We hope that each of you Deltasigs who read this will at some time find time to visit us here at the new house. We think we have a fine thing and we would like to show it to you.

On another page of this issue you may find the results of the Employer Opinion survey. This is a survey prepared by Head Master Hewett, and you will find it quite self-explanatory.

In closing we wish to congratulate mid-term graduate Brother Lerager, who will grab the sheepskin this month. And very best fraternal wishes to those who have been called upon for service in the armed forces of the country.—ROBERT BJODSTRUP

DETROIT

AT THE BEGINNING of the present school season Head Master Joseph J. Bauser promised bigger and better things. To date the fulfillment of this promise can best be measured by the number and success of the newly initiated program of varied activities. The social calendar thus far has consisted of the Football Frolic in which the chapter together with the alumni sponsored one of the major events of the year. Another important event was the feting of one of the University's most beloved characters, Dad Butler, trainer and physician of the football squad. For this occasion Theta Chapter also prepared a float that was awarded the coveted first prize. Next on the list is the formal initiation which appears to be, from the preparations already made and the list of notable guests that are invited, another marker on the calendar.



PART OF THE MEMBERS OF ALPHA DELTA CHAPTER—UNIVERSITY OF NEBRASKA

In fostering the fraternal spirit, Samuel F. Vettrano was chosen to plan and devise outings and to arrange some novel entertainment. As a result an ingeniously arranged Hay-ride was held at the Mount Vernon Country Club. Everywhere in evidence were the ten-gallon Stetsons worn especially for the occasions, while the surroundings were arrayed in rustic decorations and a log fire lent additional cheeriness to the merrymaking. Another novel affair will be a swimming party to be held at the Webster Hall Hotel.

Mindful of its professional endeavors Theta Chapter did not devote itself entirely to social functions, but on the contrary arranged a full and varied program of guest speakers, field trips, and talks on individual experiences. The last item provided to be a highly informative and a very welcomed part of the program. It brought to light the diversified forms of business that the members were affiliated with. Bob Trombly explained that machinations of the trucking industry; Ted Baetens amazed us with the stages of rubber processing; Bob Edkins related to us his work as a junior accountant; Ellis Hafke informed us of his duties in the Personnel Department of the Selective Service. Among the guest speakers so far were Dean O'Regan, Dr. Willmes, Professor McNamara, Mr. McHugh of the Grosse Pointe Yacht Club, and Bud Boeringer, coach of the football squad. A trip was made to the International Business Machine Company where the members were addressed by Mr. Light and were shown the various operations of their special Accounting Machines.

CREIGHTON

THE HOLIDAYS BEING over means that Beta Theta goes to work again in earnest to accomplish its two main objectives for this year. These were unanimously lauded by the whole chapter with hope and enthusiasm. They are really nothing new; but they seem to be the objectives of all the chapters of our great fraternity. First and foremost we will strive to take our place in the Chapter Efficiency Contest by placing as one of the ten highest chapters. This can only be attained by hard work and fraternal co-operation and Beta Theta has pledged itself to just that. Secondly, the chapter will undoubtedly be the most active or-

ganization on the campus in respect to Uncle Sam and his All-American Team. A few of the fellows who are attending their last semester at Creighton before enlisting in the armed forces, were present at a farewell party sponsored by Beta Theta. This was praised very highly by the whole student body.

Robert Morrow, is doing very well as Editor of the Chapter Paper . . . *Echoes of Beta Theta*. . . He has just sent the third issue of this monthly to press. The articles are clever and the news interesting.

The chapter will lose three actives to Uncle Sam because of their Reserve Officer status. These are Capt. Ray J. Herdzina, Lt. Robert Heimrod and Lt. Don Werner. They will undoubtedly be called to active duty when they receive their commission in June. All in all, Beta Theta is all out for Uncle Sam.

Our rushing is going well. It looked like a grand season at the beginning, but with the war and the enlistments, we are going to be hurt no end. But we shall strive to do our best to reach our quota.—RAY J. HERDZINA

Bill Rohrer Sells 2,000 Cars Yearly

(Continued from page 44)

The salesmen also use personalized prospects of special events or unusual used car "buys."

Another merchandising feature used last year, and still in use, is a Lifetime Service Policy offering free inspection and minor adjustments and special prices on service work to all buyers of used cars. This has proved a strong sales aid.

Newspaper space is used generously and tied in with the direct-mail program outlined above.

Service promotion comes second only to used cars in Brother Rohrer's appropriations, possibly because the most profitable new and used car sales come through satisfied customers. Rohrer spends more per customer on service promotion than most other dealers, and it pays.

Rohrer writes his customers, ten days after they have bought a car, thanking them for their business and reminding them to come in for inspection. He also writes the customers of his competitors: "How glad we are to learn you have purchased a Chevrolet, and although you did not buy it from Rohrer's our service department is always ready to take care of your car, no matter how small the job, so that you may receive all the pleasure and economy which is built into a Chevrolet."

The car owner is then put on the service list to receive the regular bi-monthly service letter. These letters are personally typewritten on special personalized stationery, and go out in a regular six-times-a-year program to all new and two year old Chevrolet owners. They carry suggestions and advice covering care and performance for all seasons of the year.

The Lifetime Policy on used cars brings these buyers back for inspection and service, and incidentally, Rohrer finds this service pays dividends because the buyers recommend it to their friends when they want used cars.

Co-ordination of all departments is the keynote of Brother Rohrer's progress. Each department has its own budget and quota of business. Each week a breakdown report of the business in each department is gone over thoroughly by the dealer and department heads. Used cars on hand are analyzed at a meeting

Commodity Aspects of Pan-Americanism

(Continued from page 38)

zation in the northern part of the hemisphere. There is danger of a vicious circle being established in making these delicate adjustments.

It seems more than certain that haphazard methods can not change the present situation and establish a sound economic system. Nor can this change be made in a short period of time. Only much careful study and painstaking analysis of the problems involved, coupled with a realistic vision blessed by good luck, can gradually start the building of a gigantic, permanent system, beneficial to both partners, in which neither will rely on philanthropy or bribes and in which each will do the best for the whole, thus incorporating both continents into an American System.

If the world development in the near and more distant future does not make Pan-Americanism permanently impossible or unnecessary, and if a grandiose long-term economic plan worked out with realistic imagination is applied and is accepted in a disciplined manner enthusiastically by all parties, a "miracle" of Pan-Americanism, a real Pan-American Union, may happen. Those who are responsible for the working out of this plan will be forever remembered as those who had planned and worked for the everlasting happiness, peace, and security for all future generations in this hemisphere. In the meantime, before such a plan or one less perfect can be put into effect, a careful financial and moral support for our neighbors would seem to be the most sound procedure in spite of its costliness.

of all salesmen to find out why certain cars were not sold, and sales action is planned at that time for the coming week.

Bill Rohrer is planning to make this year the biggest year in Rohrer history.

STUDENT LOANS AVAILABLE

The National Endowment Fund of Delta Sigma Pi has funds available to loan qualified, deserving members who need financial assistance of not to exceed \$300 to complete their college year. Loans are restricted to members who have belonged to Delta Sigma Pi for at least one year, either juniors, seniors, or graduate students, and who have a real need, and not just a fancied one. The approval of your chapter and proper references are required, and two co-signers who need not be members of the fraternity. Money is now available for a number of additional loans; no payment of principal is expected until four months following graduation or withdrawal from college.

Application forms and full information may be secured by writing the Central Office of Delta Sigma Pi, 222 W. Adams Street, Chicago.

FOR DEFENSE



BUY
UNITED
STATES
SAVINGS
BONDS
AND STAMPS

UNDERGRADUATE

CHAPTERS

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

ALABAMA (Alpha Sigma, 1926), UNIVERSITY OF ALABAMA, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, TUSCALOOSA, ALA. Province Officer: Leroy J. Nations, School of Commerce and Business Administration, University, Ala.
H.M. Henry A. Leslie, New Dormitory, B-33, University, Ala.
S.W.
Treas. Michael C. Matsos, 1112 8th Ave., Tuscaloosa, Ala.
Scribe John W. Brown, 831 13th Ave., Tuscaloosa, Ala.

ALABAMA POLY (Beta Lambda, 1931) ALABAMA POLYTECHNIC INSTITUTE, DEPARTMENT OF BUSINESS ADMINISTRATION, AUBURN, ALA. Province Officer: Leroy J. Nations, School of Commerce and Business Administration, University, Ala. Adviser: C. P. Austin, Jr., Brookwood Dr., Auburn, Ala.
H.M. Samuel D. Nettles, Auburn, Ala.
S.W. L. Z. Thrasher, Jr., Wright's Mill Road, Auburn, Ala.
Treas. John T. Hudson, Jr., Opelika Rd., Auburn, Ala.
Scribe Alfred S. Lucas, 220 W. Magnolia, Auburn, Ala.

BAYLOR (Beta Iota, 1930), BAYLOR UNIVERSITY, SCHOOL OF BUSINESS, WACO, TEX. Province Officer: William D. Craig, 1906 Robbins Pl., Austin, Tex. Deputy: J. Leo Garrett, 303 Crescent Rd., Waco, Tex.
H.M. George Horner, 1305 S. 8th, Waco, Tex.
S.W. Max L. Farrar, Brooks Hall, Waco, Tex.
Treas. Arthur U. Boone, 1305 S. 8th, Waco, Tex.
Scribe Cameron M. Talbert, R.R. 3, Waco, Tex.

CHICAGO (Alpha Psi, 1928), UNIVERSITY OF CHICAGO, SCHOOL OF BUSINESS, CHICAGO, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave. Deputy: Robert L. Dixon, 304 Haskell Hall, Chicago, Ill. Adviser: George H. Brown, 8453 Constance Ave., Chicago, Ill.
H.M. W. Carroll Woods, 6024 Woodlawn, Chicago, Ill.
S.W. Richard A. Dallager, 7737 Bennett Ave., Chicago, Ill.
Treas. Harold S. Wilson, 5480 Ellis Ave., Chicago, Ill.
Scribe Harold R. Steinhauser, 7614 Normal Ave., Chicago, Ill.

CINCINNATI (Alpha Theta, 1924), UNIVERSITY OF CINCINNATI, COLLEGE OF ENGINEERING AND COMMERCE, CINCINNATI, OHIO. Province Officer: R. E. Glos, Miami University, Oxford, Ohio. Deputy: H. Yates Welles, 3896 Reading Rd., Apt. C, Cincinnati, Ohio. Adviser: Glen A. Beyring, 5826 Hamilton Ave., Cincinnati, Ohio
H.M. Albert C. Ferguson, 1725 Brewster Ave., Cincinnati, Ohio
S.W. George B. Parker, 4002 Smith Rd., Norwood, Ohio
Treas. George H. Hertenstein, 6226 Chambers St., Cincinnati, Ohio
Scribe Walter H. Prine, Box 440 B, R.R. 6, Lockland, Ohio

COLORADO (Alpha Rho, 1926), UNIVERSITY OF COLORADO, SCHOOL OF BUSINESS, BOULDER, COLO. Province Officer: Elmore Petersen, School of Business, Boulder, Colo.
H.M. Carl W. Strain, 1029 Broadway, Boulder, Colo.
S.W. Robert C. Starke, Boulder, Colo.
Treas. John M. Hinshaw, Boulder, Colo.
Scribe Lawrence B. Creaghe, Men's Dorm, Boulder, Colo.

CREIGHTON (Beta Theta, 1930), CREIGHTON UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, OMAHA, NEB. Province Officer: Henry C. Lucas, 1823 Spencer St., Omaha, Neb. Deputy: William T. Kellogg, 806 N. 39th St., Omaha, Neb. Adviser: Norbert G. Bausch, 2865 California St., Omaha, Neb.
H.M. Fred Glaser, 3274 Francis St., Omaha, Neb.
S.W. John R. Fenner, 625 N. Lincoln Blvd., Omaha, Neb.
Treas. Robert H. Dethlefs, 4420 Woolworth Ave., Omaha, Neb.
Scribe Robert F. Heimrod, 5601 Western Ave., Omaha, Neb.

DENVER (Alpha Nu, 1925), UNIVERSITY OF DENVER, SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, DENVER, COLO. Province Officer: Elmore Petersen, School of Business, Boulder, Colo. Deputy: Glenn R. Davis, 740 Sherman St., Apt. 5, Denver, Colo.
H.M. Fred Macaron, 1401 Gilpin, Denver, Colo.
S.W. Ross J. Badger, 4400 S. Broadway, Englewood, Colo.
Treas. Hi E. Roberts, 1401 Gilpin, Denver, Colo.
Scribe George E. Frazier, 1811 Grant, Denver, Colo.

DE PAUL (Alpha Omega, 1928), DE PAUL UNIVERSITY, COLLEGE OF COMMERCE, 64 E. LAKE ST., CHICAGO, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave., Chicago, Ill. Deputy: John C. Hajduk, Victor Chemical Works, Board of Trade Bldg., Chicago, Ill.
H.M. Frank J. Tangney, 42 E. Cedar St., Chicago, Ill.
S.W. Carl F. Paulsen, 428 Barton Place, Evanston, Ill.
Treas. Leon A. Jarosz, 918 N. Wolcott Ave., Chicago, Ill.
Scribe Robert W. Shinnick, 1836 Farwell Ave., Chicago, Ill.

DETROIT (Theta, 1921), UNIVERSITY OF DETROIT, SCHOOL OF COMMERCE AND FINANCE, DETROIT, MICH. Province Officer: John T. Birney, 1317 Penobscot Bldg., Detroit, Mich. Adviser: Henry J. Willmes, University of Detroit, Detroit, Mich.
H.M. Joseph Bauser, Jr., 17309 Quincy, Detroit, Mich.
S.W. Raymond W. Lustig, 5024 Brooklyn Ave., Detroit, Mich.
Treas. Edward J. Hussey, 15880 Quincy, Detroit, Mich.
Scribe Thomas L. Donahue, 1011 Carmel, Detroit, Mich.

DRAKE (Alpha Iota, 1924), DRAKE UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, DES MOINES, IOWA. Adviser: Dean Lynden E. Hoffman, College of Commerce and Finance, Des Moines, Iowa.
H.M. V. Eugene Ashbaugh, 1376 27th St., Des Moines, Iowa

S.W. Donald A. Hughes, 1126 25th St., Des Moines, Iowa
Treas. Frank H. Anderson, Jr., 1318 McKinley, Des Moines, Iowa
Scribe Donald Goss, 1321 24th St., Des Moines

FLORIDA (Beta Eta, 1929), UNIVERSITY OF FLORIDA, COLLEGE OF BUSINESS ADMINISTRATION, GAINESVILLE, FLA. Province Officer: Sigismund de R. Dietrich, 303 Language Hall, University of Florida, Gainesville, Fla.
H.M. Abraham M. Shashy, Box 2233, Gainesville, Fla.
S.W. Charles E. Creal, 336 Roux St., Gainesville, Fla.
Treas. Martin D. Kjellstrom, Box 2307, Gainesville, Fla.
Scribe William W. Flanagan, 238 Ray St., Gainesville, Fla.

GEORGETOWN (Mu, 1921), GEORGETOWN UNIVERSITY, SCHOOL OF FOREIGN SERVICE, 37TH AND O STS., N.W., WASHINGTON, D.C. Province Officer: J. Elwood Armstrong, 2822 Bauernwood Ave., Baltimore, Md. Deputy: Adviser: Arthur A. Verner, Washington, D.C.
Chapter House: 2800 Wisconsin Ave. N.W., Washington, D.C. (Wo. 9887)
H.M. William P. Eckel, 2800 Wisconsin Ave. N.W., Washington, D.C.
S.W. John W. Von Herbulis, 1406 35th St. N.W., Washington, D.C.
Treas. W. Herman Godel, 4550 Connecticut Ave. N.W., Washington, D.C.
Scribe Will Hippen, 2800 Wisconsin Ave. N.W., Washington, D.C.

GEORGIA (Kappa, 1921), UNIVERSITY SYSTEM OF GEORGIA EVENING COLLEGE, 160-168 LUCKIE ST. N.W., ATLANTA, GA. Province Officer: Howard B. Johnson, Atlantic Steel Co., Atlanta, Ga. Adviser: John B. Clark, 1503 Westwood Ave. S.W.
Chapter Quarters: Deltasig Lodge
H.M. C. Ford Rives, 312 Alaska Ave. N.E., Atlanta, Ga.
S.W. J. Neil Hopkins, 127 Carter Ave. S.E., Atlanta, Ga.
Treas. Robert L. Hames, 971 Adair Ave. N.E., Atlanta, Ga.
Scribe James P. Welch, 37 13th St. N.E., Atlanta, Ga.

GEORGIA (Pi, 1922), UNIVERSITY OF GEORGIA, SCHOOL OF COMMERCE, ATHENS, GA. Province Officer: Howard B. Johnson, Atlantic Steel Co., Atlanta, Ga. Deputy: Harold M. Heckman, University of Georgia, Athens, Ga.
Chapter Quarters: School of Commerce Bldg., University of Georgia, Athens, Ga.
H.M. L. H. Darby, Box 128, University of Georgia Co-op., Athens, Ga.
S.W. Thomas E. Walden, 155 Woodlawn Way, Athens, Ga.
Treas. John G. Bradley, Joe Brown Dorm, Athens, Ga.
Scribe Ben O. Howell, Athens, Ga.

INDIANA (Alpha Pi, 1925), UNIVERSITY OF INDIANA, SCHOOL OF BUSINESS ADMINISTRATION, BLOOMINGTON, IND. Province Officer: Edward E. Edwards, School of Business Administration, Bloomington, Ind.
H.M. Donald A. Davis, 720 E. 3rd St., Bloomington, Ind.
S.W. Robert E. Walda, 415 E. 6th St., Bloomington, Ind.
Treas. John A. Mannan, Bloomington, Ind.
Scribe William H. Good, Bloomington, Ind.

JOHNS HOPKINS (Chi, 1922), JOHNS HOPKINS UNIVERSITY, SCHOOL OF BUSINESS ECONOMICS, BALTIMORE, MD. Province Officer: J. Elwood Armstrong, 2822 Bauernwood Ave., Baltimore, Md. Deputy: Walter M. Baggis, 2408 N. Longwood St., Baltimore, Md. Md. Adviser: Reynold Carlson, Cambridge Arms Apts., Baltimore Md.
H.M. Dulaney Foster, 5502 Groveland Ave., Baltimore, Md.
S.W. William B. Tulloss, 5203 Roland Ave., Baltimore, Md.
Treas. Edgar S. Jacob, Columbia Pike, Ellicott City, Md.
Scribe Milton A. Bowersox, 715 N. Augusta Ave., Baltimore, Md.

KANSAS (Iota, 1921), UNIVERSITY OF KANSAS, School of Business, Lawrence, Kan. Province Officer: Hazlett Steiger, 1343 Collins, Topeka, Kan. Adviser: Frank T. Stockton, Dean, School of Business, University of Kansas, Lawrence, Kan.
H.M. Chain V. Healy, 1540 Louisiana, Lawrence Kan.
S.W. Germain Morgan, 1045 West Hills, Lawrence, Kan.
Treas. William R. Murfin, 1045 West Hills, Lawrence, Kan.
Scribe Robert H. Kirk, 1540 Louisiana, Lawrence, Kan.

LOUISIANA STATE (Beta Zeta, 1929), LOUISIANA STATE UNIVERSITY, COLLEGE OF COMMERCE, BATON ROUGE, LA. Province Officer: George H. Zeiss, College of Commerce, Baton Rouge, La., Adviser: Stanley W. Preston, Box 8415, University, La.
H.M. Martin P. Broderick, Jr., 902 Camelia Ave., Baton Rouge, La.
S.W. Rudolph A. Peyregne, 1050 Chimes St., Baton Rouge, La.
Treas. William J. Scarparo, West Stadium, Baton Rouge, La.
Scribe Sidney A. Champagne, 2028 Oleander St., Baton Rouge, La.

MARQUETTE (Delta, 1920), MARQUETTE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, 1217 W. WISCONSIN AVE., MILWAUKEE, WIS. Province Officer: Deputy: Howard P. Ring, 604 N. 14th St., Milwaukee, Wis. Advisers: Robert J. Barr, 2845 N. Summit, Milwaukee, Wis., Charles T. Cobeen, 617 N. 13th St., Milwaukee, Wis. Chapter House: 604 N. 14th St., Milwaukee, Wis. (Broadway 0503)
H.M. William Rech, 2915 1st St., Milwaukee, Wis.
S.W. Howard Schneider, 2264 S. Layton, Milwaukee, Wis.
Treas. Stanley Pappas, 1834 S. 10th, Milwaukee, Wis.
Scribe Glen Ethier, 2613 N. Downer, Milwaukee, Wis.

MIAMI (Alpha Upsilon, 1927), MIAMI UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, OXFORD, OHIO. Province Officer: R. E. Glos, Dean, School of Business Administration, Oxford, Ohio. Adviser: Halsey E. Ramsen, School of Business Administration, Oxford, Ohio.
H.M. Clifford A. Erickson, 42 Swing Hall, Oxford, Ohio
S.W. Paul E. Bergman, Oxford, Ohio
Treas. Thomas C. Page, Elliot Hall, Oxford, Ohio
Scribe Raymond P. Snow, Jr., Oxford, Ohio

- MINNESOTA** (Alpha Epsilon, 1924), UNIVERSITY OF MINNESOTA, SCHOOL OF BUSINESS ADMINISTRATION, MINNEAPOLIS, MINN. Province Officer: Louis C. Dorweiler, Jr., 5632 Elliott Ave., Minneapolis, Minn. Adviser: Rudolph Janzen, 2412 University Ave. S.E., Minneapolis, Minn.
Chapter House: 1029 Fourth St., S.E., Minneapolis, Minn. (Bridgeport 3207)
H.M. Herbert Lerud, 1029 4th St. S.E., Minneapolis, Minn.
S.W. Paul H. Kepple, 1029 4th St. S.E., Minneapolis, Minn.
Treas. Thomas J. Hurley, 2235 Benjamin St. N.E., Minneapolis, Minn.
Scribe Arthur W. Gustafson, 1029 4th St. S.E., Minneapolis, Minn.
- MISSISSIPPI** (Alpha Phi, 1927), UNIVERSITY OF MISSISSIPPI, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, OXFORD, MISS. Province Officer: Horace B. Brown, Jr., School of Commerce and Business Administration, University, Miss. Adviser: Grady Guyton, School of Commerce & Business Administration, University, Miss.
H.M. Fred L. Beard, Box 892, University, Miss.
S.W. Raymond K. Conner, Box 381, University, Miss.
Treas. John A. Tucker, Box 609, University, Miss.
Scribe Allen L. Loombs, Box 955, University, Miss.
- MISSOURI** (Alpha Beta, 1923), UNIVERSITY OF MISSOURI, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, COLUMBIA, MO. Province Officer: Royal D. M. Bauer, 112 B. & P. A. Bldg., Columbia, Mo.
H.M. Edward W. Lupberger, 217 Waugh, Columbia, Mo.
S.W. Harry Freed, 217 Waugh, Columbia, Mo.
Treas. Harold E. Pinney, 210 Defoe Hall, Columbia, Mo.
Scribe Lynd E. Cobick, 217 Waugh, Columbia, Mo.
- NEBRASKA** (Alpha Delta, 1924), UNIVERSITY OF NEBRASKA, COLLEGE OF BUSINESS ADMINISTRATION, LINCOLN, NEB. Province Officer: Henry C. Lucas, 1823 Spencer St., Omaha, Neb. Deputy: Merle Loder, 754 Stuart Bldg., Lincoln, Neb.
Chapter House: 1528 Q St., Lincoln, Neb. (22067).
H.M. Floyd Hewett, 1528 Q St., Lincoln, Neb.
S.W. Joe B. Flammang, 1528 Q St., Lincoln, Neb.
Treas. Robert W. Harkins, 1528 Q St., Lincoln, Neb.
Scribe Robert M. Bjodstrup, 1528 Q St., Lincoln, Neb.
- NEWARK** (Beta Omicron, 1937), UNIVERSITY OF NEWARK, SCHOOL OF BUSINESS ADMINISTRATION, 40 RECTOR ST., NEWARK, N.J. Province Officer: Walton Juengst, 1 Bank St., New York, N.Y. Deputy: Robert G. Busse, 78 Cumberland Ave., Verona, N.J. Adviser: George R. Esterly, 1 Meadowbrook Rd., Short Hills, N.J.
H.M. Frank G. R. Wiener, 590 Hunterdon St., Newark, N.J.
S.W. John B. Cawley, 37 Woodbine Ave., Plainfield, N.J.
Treas. Benjamin M. Tomasulo, 567 N. 7th St., Newark, N.J.
Scribe Theodore J. Wagner, Jr., 46 Myrtle Ave., Newark, N.J.
- NEW YORK** (Alpha, 1907), NEW YORK UNIVERSITY, SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, WASHINGTON SQ., NEW YORK, N.Y. Province Officer: Walton Juengst, 1 Bank St., New York, N.Y. Deputy: Nicholas Ther, 1721 DeKalb Ave., Brooklyn, N.Y. Advisers: Harold J. Kneuker, 143 Tenafly Rd., Englewood, N.J., Charles V. La Forge, Jr., 40 Rector St., New York, N.Y.
Chapter House: 152 W. 11th Street, New York, N.Y.
H.M. William J. Durgin, 44 Seventh St., Westwood, N.J.
S.W. Arthur N. Hutchinson, Jr., 152 W. 11th St., New York, N.Y.
Treas. Thomas A. Banigan, 152 W. 11th St., New York, N.Y.
Scribe Allen J. Ogden, 117 Bank St., New York, N.Y.
- NORTH CAROLINA** (Alpha Lambda, 1925), UNIVERSITY OF NORTH CAROLINA, SCHOOL OF COMMERCE, CHAPEL HILL, N.C. Province Officer: Boyd W. Harris, Jr., P. O. Box 410, Durham, N.C. Adviser: Malcolm D. Taylor, 305 Bingham, Chapel Hill, N.C.
H.M. William L. McKinnon, 110 Stacy Dorm, Chapel Hill, N.C.
S.W. Robert L. Bursley, 109 Aycock Dorm, Chapel Hill, N.C.
Treas. James Roger, 413 W. Cameron, Chapel Hill, N.C.
Scribe Etheldred H. Holt, 116 Stacy Dorm, Chapel Hill, N.C.
- NORTH DAKOTA** (Alpha Mu, 1925), UNIVERSITY OF NORTH DAKOTA, SCHOOL OF COMMERCE, GRAND FORKS, N.D. Province Officer: E. T. Towne, 504 S. Sixth St., Grand Forks, N.D.
H.M. Clifford D. Olesen, Budge Hall, Grand Forks, N.D.
S.W. Joseph Clifford, 2510 University Ave., Grand Forks, N.D.
Treas. Einar K. Olafson, Maecnie Hall, Grand Forks, N.D.
Scribe William M. Beede, 306 Hamline, Grand Forks, N.D.
- NORTHWESTERN** (Chicago Division—Beta, 1914), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, 339 S. CHICAGO AVE., CHICAGO, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave., Chicago, Ill. Adviser: Myron H. Umbreit, School of Commerce, Chicago, Ill.
Chapter House: 42 Cedar St., Chicago, Ill. (Delaware 0957)
H.M. Rudolph H. Weber, 5240 Berenice Ave., Chicago, Ill.
S.W. James D. Thomson, 2116 Berteau Ave., Chicago, Ill.
Treas. Robert A. Mocella, 729 N. Central Park Ave., Chicago, Ill.
Scribe Frank D. Stein, 5042 Oakdale Ave., Chicago, Ill.
- NORTHWESTERN** (Evanston Division—Zeta, 1920), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, EVANSTON, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave., Chicago, Ill. Adviser: Howard Berolzheimer, 2729 Garrison Ave., Evanston, Ill.
Chapter House: 2043 Sherman Ave., Evanston, Ill.
H.M. Arnold E. Isaacson, 2043 Sherman Ave., Evanston, Ill.
S.W. Thomas E. Sellinger, 1336 Lunt Ave., Chicago, Ill.
Treas. Nelson C. Block, 2043 Sherman Ave., Evanston, Ill.
Scribe Alfred V. Grove, Jr., 2043 Sherman Ave., Evanston, Ill.
- OHIO STATE** (Nu, 1921), OHIO STATE UNIVERSITY, COLLEGE OF COMMERCE AND ADMINISTRATION, COLUMBUS, OHIO. Province Officer: Allen L. Meyer, College of Commerce and Administration, Columbus, Ohio.
Chapter House: 118 14th Ave., Columbus, Ohio (University 1576)
H.M. David Walbolt, 118 14th Ave., Columbus, Ohio
S.W. William R. Hahn, 118 14th Ave., Columbus, Ohio
Treas. Robert H. Compton, 118 14th Ave., Columbus, Ohio
Scribe Lowell K. Solt, 118 14th Ave., Columbus, Ohio
- OKLAHOMA** (Beta Epsilon, 1929), UNIVERSITY OF OKLAHOMA, COLLEGE OF BUSINESS ADMINISTRATION, NORMAN, OKLA. Province Officer: Augustin L. Cosgrove, 540 S. Lahoma, Norman, Okla. Adviser: William K. Newton, 901 S. Ponca Ave., Norman, Okla.
H.M. Ray T. Lehman, 545 Lahoma, Norman, Okla.
S.W. Donald K. Groom, 732 Asp Ave., Norman, Okla.
Treas. Charles E. Covington, 720 Elm, Norman, Okla.
Scribe Delbert J. Ward, 739 Chautauqua, Norman, Okla.
- PENNSYLVANIA** (Beta Nu, 1932), UNIVERSITY OF PENNSYLVANIA, THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, LOGAN HALL, PHILADELPHIA, PA. Province Officer: Allen L. Fowler, 1714 Rittenhouse St., Philadelphia, Pa. Adviser: H. Palmer Lippincott, 4729 Ludlow St., Philadelphia, Pa.
Chapter House: 3902 Spruce St., Philadelphia, Pa.
H.M. Eugene J. Minahan, 89 S. Wycombe Ave., Lansdowne, Pa.
S.W. Ralph L. Jones, 5240 Addison St., Philadelphia, Pa.
Treas. William J. Evans, 4515 Springfield Ave., Philadelphia, Pa.
Scribe William Sarka, 3902 Spruce St., Philadelphia, Pa.
- PENN STATE** (Alpha Gamma, 1923), PENNSYLVANIA STATE COLLEGE, DEPARTMENT OF COMMERCE AND FINANCE, STATE COLLEGE, PA. Province Officer: Carl W. Hasek, 24 Liberal Arts. Bldg. State College, Pa.
H.M. James E. Hartman, State College, Pa.
S.W. William E. Murphy, Jr., State College, Pa.
Treas. Richard Graham, State College, Pa.
Scribe Norman L. Calhoun, State College, Pa.
- RIDER** (Beta Xi 1934), RIDER COLLEGE, COLLEGE OF BUSINESS ADMINISTRATION, TRENTON, N.J. Province Officer: Allen L. Fowler, 1714 Rittenhouse St., Philadelphia, Pa. Deputy: Lester E. Langan, Broad St., Station Bldg., Room 1154, Philadelphia, Pa. Adviser: Edward M. Durkin, Rider College, Trenton, N.J.
Chapter House: 849 W. State St., Trenton, N.J. (2-4215)
H.M. Arnold H. Watrous, 849 W. State St., Trenton, N.J.
S.W. Robert B. Stubbs, 849 W. State St., Trenton, N.J.
Treas. Paul F. Shafer, 849 W. State St., Trenton, N.J.
Scribe Frank E. Watts, Jr., 279 Tyler St., Trenton, N.J.
- SOUTH CAROLINA** (Beta Gamma, 1929), UNIVERSITY OF SOUTH CAROLINA, SCHOOL OF COMMERCE, COLUMBIA, S.C. Province Officer: Frank Taylor, Jr., Treasurer's Office, University of South Carolina. Adviser: Frank T. Meeks, 3215 Kline St., Columbia, S.C. Chapter House: Tenement 23, University of South Carolina, Columbia, S.C. (26281)
H.M. Hubert H. Thomason, Box 1253, Columbia, S.C.
S.W. William E. Whitney, Box 1232, Columbia, S.C.
Treas. Wilbur B. McCurry, Box 812, Columbia, S.C.
Scribe Henry J. Lindsey, Jr., Box 783, Columbia, S.C.
- SOUTH DAKOTA** (Alpha Eta, 1924), UNIVERSITY OF SOUTH DAKOTA, SCHOOL OF BUSINESS ADMINISTRATION, VERMILLION, S.D. Province Officer: Harry E. Olson, 440 N. Plum St., Vermillion, S.D.
Chapter Quarters: Student Union Bldg., Vermillion, S.D.
H.M. James B. Harmon, 314 N. Dakota, Vermillion, S.D.
S.W. Charles S. Wendt, 18 Forest Ave., Vermillion, S.D.
Treas. Marwin O. Person, 305 Elm, Vermillion, S.D.
Scribe Fred W. Huntley, 505 E. Main St., Vermillion, S.D.
- SOUTHERN CALIFORNIA** (Phi, 1922), UNIVERSITY OF SOUTHERN CALIFORNIA, COLLEGE OF COMMERCE AND BUSINESS ADMINISTRATION, LOS ANGELES, CALIF. Adviser: John J. Tuttle, 6245 Gentry Ave., N. Hollywood, Calif.
H.M. F. Charles Lusk, 3504 W. 78th St., Inglewood, Calif.
S.W. John Van Deusen, Jr., 811 W. 28th St., Los Angeles, Calif.
Treas. Thomas C. Wylie, 811 W. 28th St., Los Angeles, Calif.
Scribe Charles F. Stortz, 811 W. 28th St., Los Angeles, Calif.
- TEMPLE** (Omega, 1923), TEMPLE UNIVERSITY, SCHOOL OF COMMERCE, PHILADELPHIA, PA. Province Officer: Allen L. Fowler, 1714 Rittenhouse St., Philadelphia, Pa. Deputy: Arthur A. Audet, 1535 E. Barringer St., Philadelphia, Pa. Adviser: Stanley F. Chamberlin, 3800 Chestnut St., Philadelphia, Pa.
Chapter House: 2108 N. Broad St., Philadelphia, Pa.
H.M. George D. Roberts, Jr., 2108 N. Broad St., Philadelphia, Pa.
S.W. James J. Morris, 7048 Woodland Ave., Philadelphia, Pa.
Treas. Herbert D. Risley, 312 W. 10th Ave., Conshohocken, Pa.
Scribe George A. Willie, III, 3020 Horner Ave., Merchantville, N.J.
- TENNESSEE** (Alpha Zeta, 1924), UNIVERSITY OF TENNESSEE, SCHOOL OF BUSINESS ADMINISTRATION, KNOXVILLE, TENN. Adviser: Harvey G. Meyer, 325 Garden Ave., Knoxville, Tenn.
H.M. Edwin T. Robbins, 1403 Highland Ave., Knoxville, Tenn.
S.W. Jim H. Alexander, 1423 Kennesaw, Knoxville, Tenn.
Treas. James R. Jakes, 2538 E. 5th Ave., Knoxville, Tenn.
Scribe James A. Norton, 939 17th St., Knoxville, Tenn.
- TEXAS** (Beta Kappa, 1930), UNIVERSITY OF TEXAS, SCHOOL OF BUSINESS ADMINISTRATION, AUSTIN, TEX. Province Officer: William D. Craig, 1906 Robbins Pl., Austin, Tex. Adviser: Franklin L. Cox, 403 Waggener Hall, Austin, Tex.
Chapter Quarters: Student Union Bldg., Austin, Tex.
H.M. Frederick W. Knight, 2058 Sabine, Austin, Tex.
S.W. Sidney Jines, 600 E. Bellvue, Austin, Tex.
Treas. R. Donald Cowan, Brackenridge Hall, Austin, Tex.
Scribe William Hoting, Jr., 2315 Nueces St., Austin, Tex.
- UTAH** (Sigma, 1922), UNIVERSITY OF UTAH, SCHOOL OF BUSINESS, SALT LAKE CITY, UTAH. Adviser: E. C. Lorentzen, 1015 S. 14th East, Salt Lake City, Utah.
H.M. Irving Giles, 1256 E. South Temple St., Salt Lake City, Utah
S.W. H. Richard Blackhurst, 1942 S. Fifth East, Salt Lake City, Utah
Treas. Frank C. Archer, 518 Eighth Ave., Salt Lake City, Utah
Scribe Raymond C. Ahlander, 1246 Browning Ave., Salt Lake City, Utah
- WISCONSIN** (Psi, 1923), UNIVERSITY OF WISCONSIN, SCHOOL OF COMMERCE, MADISON, WIS. Province Officer: Gordon W. Chapman, 448 W. Washington Ave., Madison, Wis. Adviser: Norman J. Nachreiner, 132 Breese Terr., Madison, Wis.
Chapter House: 132 Breese Terr., Madison, Wis. (F-1725)
H.M. Herbert E. Boedecker, 132 Breese Terr., Madison, Wis.
S.W. Ralph F. Zann, 132 Breese Terr., Madison, Wis.
Treas. J. Robert Ecker, 132 Breese Terr., Madison, Wis.
Scribe Earl W. Nelson, 132 Breese Terr., Madison, Wis.

ALUMNI CLUBS

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

- ATLANTA, GA.**—LUNCHEONS, every Friday, 12 noon, Hunter's Restaurant, 98 Luckie St. N.W. Dinners, third Thursday, every month, 6 P.M., Atlantan Hotel, 111 Luckie St.
Pres. Lowell M. White, 2295 E. Lake Rd., Decatur, Ga. (DE 4664)
Sec. Lee Richardson, W. Paces Ferry Rd. N.W., Atlanta, Ga. (CH 1400)
- BALTIMORE, MD.**—LUNCHEONS, every Thursday, 12 noon, Lord Baltimore Hotel, Baltimore and Hanover Sts.
Pres. Joseph F. Oberle, Jr., 213 Midhurst Rd., Baltimore, Md. (Tuxedo 4855)
Sec. Dallas A. Hardesty, Wentworth Arms Apt., Baltimore, Md. (Vernon 8360)
- BIRMINGHAM, ALA.**—LUNCHEONS, every Friday, 12:30 P.M., Britling Cafeteria No. 1. DINNERS, third Thursday every month, 6:30 P.M., Molton Hotel.
Pres. Lawrence B. Davis, 400 Cotton Ave., Birmingham, Ala.
Sec. J. F. Laseter, Jr., 1561 Graymont Ave., Birmingham, Ala.
- BOSTON**—LUNCHEONS, every Thursday, 1 P.M., Wilbur's Colonial Restaurant, Federal and High Sts. MEETINGS, second Tuesday every month, 8 P.M., Fox and Hounds Club, 448 Beacon St.
Pres. Francis X. O'Leary, 107 Winsor Ave., Watertown, Mass. (Middlesex 5006M)
Sec. Leonard C. De Wolfe, Universal Carloading & Distributing Co., Boston, Mass.
- BUFFALO, N.Y.**—
Pres. Lawrence I. Manzel, 414 Girard Ave., East Aurora, N.Y. (East Aurora 1064)
Sec. C. Edward Wesley, 340 Voorhees Ave., Buffalo, N.Y. (Amherst 1133)
- CHICAGO**—LUNCHEONS, every Wednesday, 12 noon, The Fair, State and Adams Sts. DINNERS, third Tuesday every month, 6 P.M., Morrison Hotel, Chicago, Ill.
Pres. Robert S. Study, 2163 N. Clark St., Chicago, Ill. (Diversey 5786)
Sec. Donald H. Graham, 2746 Hampton Ct., Chicago, Ill. (Div. 4811)
- COLUMBIA, S.C.**—DINNERS, third Wednesday every month, 7:30 P.M., Friendly Cafeteria.
Pres. C. L. Suber, 2315 Gadsden St., Columbia, S.C. (4713)
Sec. William C. Wolfe, 1710 Two Notch Road, Columbia, S.C. (22579)
- DALLAS, TEX.**—DINNERS, third Tuesday every month, 6:30 P.M., Melrose Hotel.
Pres. Floyd R. Garrett, 4546 Lorraine, Dallas, Texas (J8-6760)
Sec. Everett L. Bauer, Y.M.C.A., Dallas, Texas (R-9491)
- DENVER, COLO.**—DINNERS, second Thursday every month, 6:30 P.M., The Lancaster Hotel, 1765 Sherman St.
Pres. Glenn R. Davis, 740 Sherman St., Denver, Colo. (Tabor 3914)
Sec. Thomas A. Mason, 1332 Grant St., Denver, Colo. (Tabor 9107)
- DETROIT, MICH.**—
Pres. Harry H. Beyma, 2008 Fisher Bldg., Detroit, Mich.
Sec. Thomas M. Ryan, 72 Calvert, Detroit, Mich.
- HOUSTON, TEX.**—DINNERS, first Wednesday each month, 7 P.M., Lamar Hotel Cafeteria, Main at Lamar.
Pres. Curtis Hankamer, 4140 Ruskin St., Houston, Texas (Madison 21581)
Sec. Thomas P. Robertson, 408 W. 31st, Houston, Texas
- JACKSONVILLE, FLA.**—LUNCHEONS, every Wednesday, 12 noon, Biser's Restaurant, 414 Julia St. MEETINGS, second Friday every month
Pres. Henry C. Love, 1006 South Shore Road, South Jacksonville, Fla. (5-7360)
Sec. William H. Petty, Jr., 4552 Perry St., Jacksonville, Fla. (3-0778-W)
- KANSAS CITY, MO.**—DINNERS, third Friday every month, 6:30 P.M., Hyde Park Hotel.
Pres. William A. Dinklage, 4224 Terrace, Kansas City, Mo. (VA-5178)
Sec. Sidney Griffith, 1712 W. 40th, Kansas City, Mo.
- LOS ANGELES, CALIF.**—
Pres. Sylvester Hoffmann, 215 W. Fifth St., Los Angeles, Calif. (MI 2823)
Sec. Arthur E. L. Neelley, 1401 S. Hope St., Los Angeles, Calif. (RI 0268)
- MADISON, WIS.**—LUNCHEONS, second Wednesday every month, 12:15 Capital Hotel. DINNERS, fourth Wednesday every month, 6:15 P.M., 132 Breese Ter.
Pres. John W. Schoonenberg, 132 Breese Ter., Madison, Wis. (Fa 1725)
Sec. Howard E. Gearhart, 544 W. Mifflin, Madison, Wis. (Fa 4443)
- MILWAUKEE, WIS.**—DINNERS, second Monday every month, 6:30 P.M., Hotel Medford.
Pres. Robert E. Schoenecker, 3402 N. 16th St., Milwaukee, Wis. (CO 2876)
Sec. Richard J. Gardner, 931 N. 10th St., Milwaukee, Wis.
- NEWARK, N.J.**—DINNERS, second Tuesday every month, 6:30 P.M., Newark Athletic Club, 16 Park Pl.
Pres. Arthur K. Walters, 31 N. Maple Ave., East Orange, N.J. (OR-3-4519)
Sec. Leroy H. Snyder, 170 Union Ave., Irvington, N.J. (ES-3-7291)
- NEW YORK, N.Y.**—LUNCHEONS, every Thursday, 12 noon, Maiden Lane Bar & Grill, 45 Maiden Lane. DINNERS, second Tuesday every month, Downtown Athletic Club, 19 West St.
Pres. Anthony G. Meyer, 80 Winthrop St., Brooklyn, N.Y. (Defender 3-0080)
Sec. Walton Juengst, 1 Bank St., New York, N.Y. (WA 9-0463)
- OMAHA, NEB.**—
Pres. Philip J. McCarthy, 2540 California St., Omaha, Neb.
Sec. Walter Rotter, 3017 Meredith St., Omaha, Neb. (AT 5000)
- PHILADELPHIA, PA.**—LUNCHEONS, every Thursday, 12 noon, Leeds Restaurant, Broad and Sansom Sts. MEETINGS, second Thursday every month, 8:30 P.M., 3902 Spruce St.
Pres. Addis L. Bowles, 527 Harrison Ave., W. Collingswood, N.J. (Collingswood 390)
Sec. Kenneth E. Voorhies, 5259 Delancey St., Philadelphia, Pa. (ALL. 3822)
- ST. LOUIS, MO.**—LUNCHEONS, every Wednesday, 12:15 P.M., Men's Grill, Scruggs-Vandevort-Barney.
Pres. Roy H. Pender, 5210 Sutherland Ave., St. Louis, Mo. (FL 1323)
Sec. Bruce W. Gordon, 5660 Kingsbury, St. Louis, Mo. (FO 9700)
- TWIN CITIES** (Minneapolis and St. Paul, Minn.)—LUNCHEONS, every Thursday, 12 noon, The Covered Wagon, 114 S. 4th St. DINNERS, second Tuesday every month, 6:30 P.M., The Covered Wagon.
Pres. Kenneth K. McMillan, 5214 Hampshire Drive, Minneapolis, Minn. (L.O. 1630)
Sec. William C. Gimmedstad, 4539 France Ave., Minneapolis, Minn. (WH. 2193)
- WASHINGTON, D.C.**—
Pres. George R. Kieferle, 220 Peabody St. N.W., Washington, D.C.
Sec.

Fraternity Jewelry

The following price list of Delta Sigma Pi Jewelry is published for the convenience of our members and is subject to change without notice. Remittance payable to Delta Sigma Pi should accompany all orders, which should be mailed to the Central Office of the fraternity. Prompt shipment can be made of all items. The prices are all net prices. *Please add 10% to all jewelry prices for U. S. Defense Tax.*

OFFICIAL PLAIN BADGE (10K GOLD)	ALUMNI CHARMS (10K GOLD)	RECOGNITION BUTTONS
Δ Σ Π Official Badge\$ 5.50	Single sided\$ 5.50	Δ Σ Π Greek letters, gold\$ 1.00
	Double sided 10.00	Δ Σ Π Coat-of-arms, gold 1.00
OFFICIAL JEWELLED BADGE (14K GOLD)	CHAPTER GUARDS	silver75
Δ Σ Π Pearl Badge, 19 pearls, full crown set 15.00	Miniature size guards go best with our badges, and prices listed are for miniature size.	bronze50
Δ Σ Π Opal Badge, 19 opals, full crown set 15.00	One letter, yellow gold, plain\$ 2.25	OFFICIAL FRATERNITY RINGS
Δ Σ Π Sister Badge, 19 pearls, full crown set 15.00	Two letter, yellow gold, plain 3.50	Δ Σ Π Official Ring, silver\$13.00
Δ Σ Π Alternate Pearl and Ruby Badge 16.75	One letter, yellow gold, pearls or opals, full crown set 6.00	gold 25.00
Δ Σ Π Ruby Badge 18.75	Two letter, yellow gold, pearls or opals, full crown set 10.00	CHAPTER LEADERSHIP AWARD
Δ Σ Π Sapphire Badge 18.75	White gold guards, plain, \$1 additional; jeweled, \$2.50 additional.	Specially designed silver ring, to be worn by recipients of the Award only\$ 6.00
Δ Σ Π White Gold Badge, either pearls or opals, full crown set 18.75		DELTA SIGMA PI DECALS
		For your automobile, 10 cents each, 20 for \$1.00

You are fraternally invited to become a

LIFE MEMBER OF DELTA SIGMA PI

■ DO YOU pride yourself on your membership in Delta Sigma Pi? If so, why not inscribe your name where it will stand forever, a memorial to you, and a testimonial to your enduring loyalty? The advantages are many; the cost is nominal. Your national alumni dues are then paid for life. You will receive regularly The DELTASIG of Delta Sigma Pi published four times annually, a modern fraternity magazine of interest to every member.

■ You will receive without additional charge all National Membership Directories published by the fraternity. You will receive a handsome Life Membership Certificate, and you will be mailed annually an engraved membership card of good standing. You will receive a deduction of \$5 annually from the yearly dues of any alumni club in which you hold membership. All of the receipts from Life Memberships are placed in the National Endowment Fund of Delta Sigma Pi adopted by the 1930 Grand Chapter Congress, and only the income therefrom can be used for fraternity operating expenses.

■ In taking out a Life Membership you will materially assist in the development and expansion of our all-important Alumni Placing Service which is helping hundreds of our members secure business connections. You will make possible the rendering of financial assistance to many worthy undergraduates in order that they may complete their college education through the help of our loan fund. You will make possible a more comprehensive supervision of the operation of the fraternity. You will have the satisfaction of knowing that you are contributing toward the maintenance and progress of Delta Sigma Pi, YOUR fraternity.

■ There are 3 plans of Life Membership purchase available. Plan A, \$35 cash, or \$5 per month for 7 months. Plan B, \$37.50, payable \$12.50 cash, and 2 additional installments of \$12.50 each, one year apart. Plan C, \$40, payable \$5 cash, and \$1 per month for 35 months. Provide for your continuous share in alumni activities and your lasting contact with Delta Sigma Pi by taking out a Life Membership today.

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The Central Office of Delta Sigma Pi
222 West Adams Street
Chicago