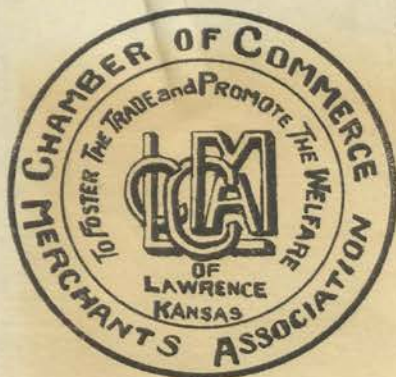


Petition from University of Kansas



H. B. OBER, PRESIDENT

C. H. TUCKER, TREASURER

HARRY B. SPARKS, SECRETARY

# Chamber of Commerce

A Community Center for

Civic, Industrial, and Commercial Information

Rooms and Secretary's Office in Peoples Bank Building

Lawrence, Kansas

January 10, 1921.



Telephone 485

Mr. H. G. Wright,  
National President, Delta Sigma Pi,  
Chicago, Ill.

Dear Sir:

Mr. L. G. Ringle, President of the Pi Sigma Delta Professional Commercial Fraternity of the University of Kansas, has asked me to make a statement to you regarding the relations between the Lawrence Chamber of Commerce and this Fraternity.

This organization, as I understand it is an organization of the active and good students in the Economics Department of the University. This group of students is doing a work which I have felt for a long time needed to be done in the large business department at K. U. They are endeavoring to get in touch with men who are leaders in businesses of all kinds, both in this city and from over the country in general. They bring these men to Lawrence at their own expense, and I wish to credit them with being desirous to expend their time and money to benefit the whole community as well as they themselves.

Last Thursday the Pi Sigma Delta brought to Lawrence a leading banker who gave two addresses. The one in the afternoon was of particular benefit to students while the evening address was of great interest and I believe benefit to every man who heard it.

They have an excellent program arranged for the rest of the school year of which the Chamber of Commerce expects to take advantage.

This organization is a fine progressive bunch of young men, and in view of all that they are doing for the community and the University, I, as President of the Lawrence Chamber of Commerce, desire to express its full approval of their activities and aims.

Sincerely,

*Henry B. Ober*

President Lawrence Chamber of Commerce .

# THE UNIVERSITY OF KANSAS

ARTHUR J. BOYNTON  
JOHN ISE  
JENS P. JENSEN  
ANDREW J. NEWMAN  
HUGH M. FLETCHER  
MILTON S. HEATH  
ALGO D. HENDERSON

DEPARTMENT OF ECONOMICS

LAWRENCE, KANSAS

January 10, 1921.

Mr. H.G. Wright,

Chicago, Ill.

Dear Sir:

I am informed by some young men, students in this University, who collectively call themselves Pi Sigma Delta, that they are seeking recognition by your national commercial fraternity and desire to become a regular and active chapter in Delta Sigma Pi. They have asked me, as chairman of the Department of Economics, and also, perhaps, because, as major students in this department, they are all known to me personally, to write you a letter in their behalf. This I am glad to do.

As a group and as individuals these young men rank among our most serious students. A majority of them are classed as our best and strongest students, both in scholarship and in university leadership. Their aims and interests are distinctly along lines leading to commercial training and to business careers. These young men would, I believe, represent with credit any organization of this particular character which saw fit to grant them a charter.

Very truly yours,



January 7, 1921

Mr. L. C. Ringle,  
1407 Kentucky Street,  
Lawrence, Kansas.

Dear Mr. Ringle:

Your letters of December 17th and 26th addressed to our Fraternity at New York City have been forwarded to me to handle.

I am pretty well acquainted with the situation at the University of Kansas in regard to the Psi Chapter of Alpha Kappa Psi as I have been following up the activities of this group as well as several other groups at various universities for various reasons and I read with interest your statements of the activity of Pi Sigma Delta and I am indeed gratified to know that there is another commerce fraternity at the University of Kansas.

Delta Sigma Pi was founded at the New York University School of Commerce November 30, 1907 and our purpose in life may be best explained to you by quoting the preamble to our constitution:

"A fraternity 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 higher standard of commercial ethics and culture and the civic and commercial welfare of the community".

At the present time we have seven chapters at various schools of commerce, as follows:

Alpha -- New York University  
Beta -- Northwestern University, (Chicago Division)  
Gamma -- Boston University  
Delta -- Marquette University  
Epsilon-- University of Iowa  
Zeta -- Northwestern University, (Evanston Division)  
Eta -- University of Kentucky

and we expect to install a chapter at the University of Detroit sometime this month.

January 7, 1921

The main requirement for a chapter of our Fraternity is a strong local and furthermore that this local chapter shall have the same ideals and ambitions in life that we have at present. And from your correspondence, it seems to me that your group are admirably qualified for a chapter of our Fraternity.

The formal requirements for securing a chapter are that a petition should be sent to us signed by no less than ten undergraduates in your school, petitioning us for the granting of a chapter at the University of Kansas. This petition need not be lengthy, merely a formal request for a chapter. Accompanying this petition should be the sanction of your group by the administrative officers of the school, also the sanctioning of your petitioning our organization for a chapter. Preferably this letter should be over the signature of the dean of your department. Should you desire to accompany this by a letter of the Chamber of Commerce or something of that character, very well and good.

Then you should write a letter setting forth the individuals, qualifications of the men signing the petition giving the following information: their age, nationality, education, year at the University of Kansas, and a record of their participation in student activity. If you will send this information to me, dating your petition December 17th, the date of your first letter, I will see that the proper procedure results immediately and will undoubtedly make a trip out to Lawrence on a mutually satisfactory date, to confer with your group and investigate local conditions first hand.

According to our constitution, nothing can be done until sixty days after your informing us of your intention to file a petition and as this was under date of December 17th, we could have our investigation completed, and our chapters vote on your petition, and could let you know before the middle of February the outcome, and the installation, if a chapter were granted, would take place around the middle of February.

The financial requirements are an initiation fee to our National Organization of \$10.00 per man, plus \$4.50 per man for a pin. In addition to this, you would pay 50% of the expense of the installation team and we would pay the other 50%, together with all the expense of furnishing you with a charter, certificates of membership and such other things.

I am sending you under separate cover, copy of our recent issue of the Deltasig, our official publication, together with one of our annual Rocket Directories, and shall be pleased to hear from you and trust that you will not hesitate to ask me any questions

January 7, 1921

that you may have in mind. You can address me either at the chapter house, 72 Cedar Street, or at my office, 421 First National Bank Building, Chicago.

Sincerely yours,

HGW:L

National President.

# The Ronald Press Company

ESTABLISHED 1900

PUBLISHERS OF THE JOURNAL  
OF ACCOUNTANCY, OFFICIAL  
MAGAZINE OF THE AMERICAN  
INSTITUTE OF ACCOUNTANTS

THOMAS CONYNGTON  
PRESIDENT

HUGH R. CONYNGTON  
MANAGING DIRECTOR

PUBLISHERS OF BOOKS ON  
ACCOUNTING, ADVERTISING,  
SELLING, CREDITS, FINANCE  
AND BUSINESS ADMINISTRATION

20 Vesey Street  
New York City

January 4, 1921.

Mr. H. G. Wright,  
First National Bank Bldg.,  
Chicago, Illinois.

Dear Gig:

Enclosed is letter from Mr. L. C. Ringle  
and Mr. Frank B. Stacey relative to the  
University of Kansas.

I have written them advising that I had  
turned the matter over to you. The letter  
was sent to Frank Miller and has been  
more or less delayed so that it might be  
a good idea for you to communicate with  
them as quickly as possible.

With best regards to all the boys.

Yours truly,

PJW:GMW



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SELLING, CREDITS, FINANCE  
AND BUSINESS ADMINISTRATION

20 Vesey Street  
New York City

January 4, 1921.

Mr. L. C. Ringle,  
1407 Kentucky Street,  
Lawrence, Kansas.

Dear Mr. Ringle:

As a member of the Extension Committee of the International Fraternity of Delta Sigma Pi, I am in receipt of your letter, dated December 17, 1920.

The President of our fraternity is located in Chicago, (Mr. H. G. Wright, First National Bank Building, Chicago, Illinois) and I am forwarding your letter to him with a request that he communicate with you, advising the requirements and procedure for the establishing of chapters in Delta Sigma Pi.

Thanking you for your courtesy and interest in our organization, I am

Yours truly,

PJW:GMW



# Pi Sigma Delta

[Commerce Fraternity]

University of Kansas

1215 Gread Ave.

Lawrence, Kansas  
December 26, 1920.

Pres. N.Y. University Chapter,  
Delta Sigma Pi,  
Professional Commercial Fraternity.  
N.Y., N.Y.

Dear Sir:

The Department of Economics and Commerce of the University of Kansas is composed of some 300 students, 100 of whom are Major students.

There are two organizations among these major students, one the Psi Chapter of the Alpha Kappa Psi, and the other a local, the Pi Sigma Delta.

The Kan. University Chapter of the Alpha Kappa Psi is not in good standing in the Department, because it has become "cornered" by three of the social fraternities. They have done nothing since organization except to merely exist as a Chapter of Alpha Kappa Psi.

Pi Sigma Delta has a membership of 24, three pledges to be brought in after the holiday season, and several others who have been voted invitations.

We only have three qualifications to be met: the person must be a major student in the Department, he must be a progressive and an active student, and have a good scholastic standing.

Our purpose in organization is to bring before the Department, ourselves, and the Lawrence business men, successful men in the various businesses for addresses. We have such men scheduled for the next semester as the Pres. of the Nat. Bank of Commerce, K.C., Mo. the traffic manager of the A.T. & S.F., the Gov. of the K.C. Federal Reserve Bank, and thirteen other men in the representative businesses.

We are enthusiastically endorsed by the Faculty of this Department and the Lawrence Chamber of Commerce. We feel that we have become permanently established and desire to become Nationalized into a National Professional Commercial Fraternity, and have decided to approach the Delta Sigma Pi. We understand that Delta Sigma Pi was established in 1907 at N.Y. University.

Upon request we will present our Constitution or any other data you desire. We endeavor to get every active good student in this Department into our organization.

We will appreciate a reply, addressed to our Secretary, Frank B. Stacey, at the above address, at your earliest ~~convenience~~ convenience. Also, if you will talk the proposition over with the National President, Mr. C.J. Ege, 160 Waverly Place, N.Y. City, it will be greatly appreciated.

Sincerely,

  
President.

Recd 1-4-21  
P J W

1407 Kentucky St.,  
Lawrence, Kansas.  
Dec. 17, 1920.

Mr. F.H. Miller.  
Secretary, Delta Sigma Pi Commercial Fraternity.  
Woodcliff, N.J.

Dear Mr. Miller:

A few days before the Thanksgiving holidays I wrote you a general letter of inquiry concerning the requirements that Delta Sigma Pi makes for membership. I have not heard in reply to date and so I am writing a more specific letter at this time.

The situation at Kansas is rather peculiar. In May of 1920, some of the major students in the Department of Economics and Commerce at this University organized a local Commerce Club and soon were able to become nationalized as the Psi chapter of the Alpha Kappa Psi national commercial fraternity. Their qualifications for membership were supposed to consist of good scholarship and personal activeness and progressiveness and the purposes for their organization were stated to be for the bringing before the Economics Department prominent and successful men engaged in the various businesses and economic activities.

Upon graduation of the leaders of that organization last spring the control passed into the hands of three social fraternities which thereby nullifies the initial qualifications for membership. To date they have not gotten a single speaker before the Department. It is evident that there can be no purpose in a professional organization unless something is done in the way of meeting and hearing big men or having the members take their place in the discussion of some subject. The fact exists that that organization is dormant and inactive.

A feeling has been prevalent among the more active of the major students for over a year that there was need for an organization of major students in this Department who should be chosen upon only two considerations, both of which they must possess, namely, good scholarship and activeness and progressiveness. They held five purposes in view as follows:

1. By hearing successful men in the representative businesses to form and acquire a knowledge of the various businesses.
2. To personally meet and become acquainted with these men.
3. To become thoroly acquainted with the Lawrence business men who, as members of the Chamber of Commerce, would hear these addresses.
4. To bring thses men be~~fore~~<sup>fore</sup> the Department as a whole.  
benefit possible
5. To derive the most of an association of active and good students

Accordingly, twenty six of these men met and organized the local Pi Sigma Delta Fraternity of the University of Kansas. All organization was completed. The approval of the Chair and Faculty of this Department were secured. The plans were next taken up with the Lawrence Chamber of Commerce. They were enthusiastic over the idea that an organization of commercial students had been organized which was to bring be~~fore~~<sup>fore</sup> both ~~both~~ the organization, the Chamber of Commerce and the Department such men as I have mentioned above.

A Treasury of \$390 has been collected. The following program has been arranged: (The exact date has been left for the convience of the speaker)

1st week	of	Jan.	1921--	Mr. J.Z. Miller, Jr., Gov. Fed. Reserve Bank, K.C., Mo. on the present Credit situation.
2nd	"	"	"	J.M. Connell of the A.T.&S.F. at Topeka on the R.R. situation.
3rd	"	"	Feb.	C.C. Peters. Manager of Emery, Bird, Thayer store of K.C., Mo.
3rd	"	"	Mar.	J.C. Nichols of K.C., Mo. on Real Estate.
1st	"	"	April	Ira Clemens, Pittsburg, Kan. on the Coal business.
1st	"	"	May	Lyle Stevenson, K.C., Mo. on Insurance.

The above men have been arranged for and the following are being negotiated with:

1st week	of	Feb.	A leading man in the Marketing of Live Stock and Grain at K.C., Mo.
1st	"	"	Mar. Director of the Mint at Denver.

3.

- 3rd week of April Some Labor representative, preferably Frank P. Walsh of  
K.C., Mo.
- 3rd week of May The Pres. of the K.C. Terminal Railway Co at K.C. on  
Handling traffic in a big terminal city.

You see that we are endeavoring to get definitely ten men of various lines for the remainder of the school year. Some of them as named are assured. We are corresponding with the other four.

I took the space to so go into the details of our activities that you would be better enabled to form a correct opinion of the activeness and merit of this organization. In addition to the definite program, the Kansas City Chamber of Commerce has consented to keep us informed when prominent men of more distant parts are in this section of the country, and of course then we will try to arrange for them to be in Lawrence.

There are 300 students in this Department, 100 of whom are Junior and Senior major students. Alpha Kappa Psi has 15 members and 12 pledges who were pledged last week. Pi Sigma Delta has 26 members and two pledges. We feel that we are doing far more for the University and the community than the other organization and naturally are desirous of becoming affiliated or nationalized into the Delta Sigma Pi, of which we understand you are Secretary, as soon possible.

It will be greatly appreciated by this organization if you will inform us of your requirements and methods of procedure at an early date.

Sincerely,

L. Ringle,  
President.

Frank B. Stacey,  
Secretary.

# ALBERT NEWMAN TO VISIT LAWRENCE

Vice President of National Bank of  
Commerce Speaks Here  
Tomorrow

Albert Newman, vice president of the National Bank of Commerce of Kansas City, Mo., will speak tomorrow afternoon at the Administration building at the University of Kansas. The address will be given at 3:30 o'clock. Mr. Newman is coming to Lawrence under the auspices of the Pi Sigma Delta, commercial fraternity.

Mr. Newman will speak tomorrow night to members of the fraternity, members of the Chamber of Commerce and guests. His subject tomorrow night will be "Federal Reserve System and Present Business Situation." This address will be at the rooms of the Chamber of Commerce.

The object of the Pi Sigma Delta fraternity is the bringing of representative business men here as speakers and the cultivation of acquaintance with them and the business men of Lawrence.

Mr. Newman's address tomorrow night will be of especial interest to all business men in Lawrence, according to Secretary Sparks of the Chamber of Commerce.

farmers among whom the N. P. L. organizers are working that Townleyism is a bad thing in its essence and that the money they are asked to put into it in membership fees will be thrown away.

The best argument against the Non-Partisan League is the answer to the question, "How has it worked?" That answer is to be found in the recent history of North Dakota. The League has started many ambitious projects, but has not carried them to the point where the promised benefits have been realized by the farmers. And it is the history of the organization in North Dakota that the Salina American Legion is giving to the people of the county.

If Townley is defeated in Saline county, as now seems likely, he probably will try for better luck in some other county of the state. The chances are that the same tactics that are beating him in Saline county will work elsewhere. For that reason the Salina Legion members have been wise and fortunate in the choice of a plan of campaign. They are not making any martyrs or using any means which can be criticized in any way. When Townleyism can not get a

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# KANSAS CITY BANKER GIVES VALUABLE TALK

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## Prospective Bankers Should Choose Country Fields Says Newman

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Albert Newman, vice-president of the National Bank of Commerce of Kansas City, spoke yesterday afternoon to students of economics under the auspices of Pi Sigma Delta, honorary economics fraternity. The subject of Mr. Newman's talk was "Credits." Formerly Mr. Newman was one of the national bank examiners for Kansas and has been active in the mercantile business in Kansas many years before his entry into the banking work twelve years ago.

In the evening Mr. Newman spoke to economics students and guests from the banking profession in Lawrence upon the subject of the federal reserve banks and the working of the federal reserve system. The speaker said the Kansas City bank was managed as well as possible under the law. He favors several changes, the most important of which is to limit the excessive rate of profits of the federal reserve banks as now organized.

In describing his work in the credit department Mr. Newman emphasized the importance he placed on judgment as to management and character as well as financial statements in the loan department of his bank. College students entering credit or banking work should seek the country field the bank head said.

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waning semester, most of that time will be spent by the average student doing those things now, yes, but doing those things now that should have been done in November and December. And, don't try to blame the poor downtrodden professor when he says that you are fast slipping down that road that leads to "F" Avenue and Twenty-third Street. It's not his fault. He assigned that term report at least six weeks ago.

## THE NAVAL QUESTION

Of high importance among the many vital issues Congress must decide upon in its present session, are the bills which will determine our naval program for the next five years. Action one way or the other on these bills will be of more than national consequence: Are the American people awake to their importance?

To date the United States, Great Britain, and Japan have the largest navies in the world. If Congress passes some of the naval bills now before it, this country will have a navy unsurpassed by any other power. But it is a significant fact that as fast as we add more ships to our navy, Japan adds more to hers. Japan's policy of expansion calls for a bigger navy, and larger standing army every year.

An extraordinary article on this subject, written by F. A. MacKenzie, noted British writer and authority



# SPORTS

## OPEN THE VALLEY SEASON TONIGHT

**DRAKE VETERANS MEET K. U.  
IN FIRST GAME AT ROBIN-  
SON GYM.**

### EDGE ON EXPERIENCE

**Kansas Team Has Only One Veter-  
an, Captain Ernst Uhrlaub,  
in the Lineup.**

The basket ball season for the University will be opened tonight in Robinson Gymnasium, when the Drake Bulldogs appear here for the annual games between the two schools. The Bulldogs, under the leadership of Coach M. B. Banks will come to Lawrence with an experienced team, most of whom have played Valley basket ball for two years. Payseur, Niggemeyer and Shawver are clever hoopsters and the games here tonight and tomorrow night can be expected to be real trials for the Jayhawkers.

To meet the Drake invasion, Dr. F. C. Allen, Kansas coach, will send in a team composed of only one veteran, Captain Ernst Uhrlaub. Around the Kansas captain Dr. Allen has built a team which, although inexperienced, can be depended upon to turn in a good game for the Kansas fans.

The probable starters for tonight's contest will include: Woestemeyer and Rody, forwards, Wulf, center, and Captain Uhrlaub and Bennett or Endacott, guards. Others who will probably get into the game are: Houk, forward, Olsen, center, Pendergast, guard, McDonald, forward, Hale, guard, Staplin, forward, and Bowman, forward.

A light signal practice with five minutes scrimmage was the preparation given the Kansas squad last night at Robinson Gymnasium. The game tonight is the first of a series of two games to be played with the Bulldogs.

The Kansas squad has been working hard, not even letting up during the Christmas vacation. The team that goes up against the Drake team tonight will contain at least two former Lawrence high school players, with a possibility of three more getting into the game.

### Basketball League Opens

The Sunday School and Scout basketball league opens Saturday afternoon at 2 o'clock at the Y. M. C. A. Gymnasium. In the 90 pound class the Lutherans will meet the Christians, the Presbyterians the Methodists. In the group under 90 pounds the Presbyterians will meet the Episcopal.

### Checker Tournament

A checker tournament between the experts of Vinland and Baldwin, Tuesday night, resulted in a victory for the Baldwin experts by a score of 105 to 95. It is expected that the hard-fought battle will result in another engagement in the near future.

### Won Games By Default

The Unitarians, Catholics and Congregationals won their games of volley ball at the Y. M. C. A. by forfeit last night as the Presbyterians, Baptists and Episcopalian teams failed to appear.

### To Play at Topeka

The Colored Lawrence Hi-Y basket ball team will play the Topeka Institute team at Topeka tonight. The game will start at 7:30 o'clock.

### Pleaded Not Guilty

Gus Baos pleaded not guilty to a charge of speeding in police court this morning. His trial was set for tomorrow morning. Baos gave bond for his appearance tomorrow.

### To Cure a Cold in One Day.

Take Grove's LAXATIVE BROMO QUININE tablets. The genuine bears the signature of E. W. Grove. 30c.

## LET NATURE PAINT THE FACE

Stuart's Calcium Wafers Clear the Skin of Pimples and Such Blemishes, and Your Beauty is Natural

Nature's rouge is the clear, red blood which forms that wonderfu

# BANKER CRITICISES RESERVE BANK LAW

ALBERT NEWMAN DECLARES  
FEDERAL SYSTEM HAS  
MANY FAULTS

## THE U. S. A PROFITEER

Kansas City Financier Says Worst  
of Liquidation Has Been  
Accomplished

Made Interesting Address at Joint  
Meeting of C. of C. and Pi  
Sigma Delta

Vigorous criticism of the Federal Reserve bank methods, and a declaration that the worst of the liquidation in industries and mercantile lines had been accomplished, were outstanding features of the address of Albert Newman, vice president of the National Bank of Commerce of Kansas City, at the meeting held in the Chamber of Commerce rooms last night.

Mr. Newman came to Lawrence under the auspices of the Pi Sigma Delta commercial fraternity at the University of Kansas and spoke to that organization in the afternoon. In the evening a joint meeting with the Chamber of Commerce and the society was arranged, and a most interesting discussion of financial matters resulted. Only a few business men were present, but those who attended were greatly interested in the speaker's development of his subject.

### Says It Profiteers

His strongest criticism of the Federal Reserve bank was its ability to make a profit of \$2,000,000 at the Kansas City branch, for the government, without a cent invested by the government. He declared the bank inelastic, unable to respond to community needs; without set rules governing the "paper" it would accept as security, changing its rulings from day to day so that member banks did not know on what they could depend. He declared the bank was a profiteer. He thinks the central idea of the bank a good one, but that it should be run as a private institution; and that any bank should be permitted to become a member, instead of barring small banks, as is now done. He declared in favor of a more settled policy for the institution, greater flexibility to meet changing conditions, and asserted the present policy of the removal of directors whose ideas did not conform to those of the federal reserve board in Washington, was wrong. He thought the Kansas City bank was as well conducted as is possible under the present law.

### Normalcy by Summer

Speaking of present and future conditions, Mr. Newman said that a banker knew no more than any other business man but he prophesied no marked change in present conditions until perhaps the middle of the summer, when he thought liquidation would probably be about completed, and a start made toward normal conditions. He declared that liquidation had not even started in many lines and in many places, and that there still prevailed an unwillingness to take the loss that must be ultimately taken, and get down to a sound basis. He said the public had made up its mind to buy cheaper, and would not change until deflation was completed. He said that merchants were no exception to this condition, that the farmer and laboring man must join in the general movement.

### Inning for Salesmanship

Mr. Newman declared that the banks had done remarkably well, and that he considered the worst was over for them. But he declared that merchandise in all lines would have to stand the test of salesmanship in the future, and the "take it or leave it" policy of the past few years could not stand longer. He said the nation was near a panic sixty days ago, but that the crisis had been met, and he declared that it will not be a matter of surprise to hear of business failures, on the part of those who fail to liquidate; this he said might run along for several months, but the business that did not take its losses would finally have to come up with a short turn.