

The
DELTA SIG

VOL. XXI

FEBRUARY, 1929

ISSUE 2



**Does Business Want
Scholars?**

By **Walter S. Gifford**

**Melvin A. Traylor Initiated
by Beta**

**North Dakota Wins
Scholarship Trophy**

**Views of the Leading School
of Commerce Buildings
throughout Country**



The DELTASIG

Published by the International Fraternity of Delta Sigma Pi
Professional Fraternity in Commerce and Business Administration
H. G. WRIGHT, Editor

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Neither the Editor nor the Board of Directors is necessarily in sympathy with any of the opinions expressed in THE DELTASIG. We feel that one of the most important missions of a fraternity magazine is to cause the members to think about themselves; thought being the chief desideration, authors are sometimes solicited for expressions of opinions in the feeling that their opinions are wrong, but likely to stimulate argument.

Members of the fraternity are invited to contribute special articles on business subjects and news items concerning alumni.

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The DELTASIG

VOLUME XXI

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Does Business Want Scholars?*

The Head of the Bell System Shatters a Stubborn Myth

By WALTER S. GIFFORD

President of the American Telephone and Telegraph Company

THE other day a gentleman said to a New York friend of his who is a lawyer, "My son is going to graduate from the law school this year and is looking around for a place. Could I send him to see you?"

The lawyer replied, "Certainly, I'd be glad to see him," but there was no great enthusiasm in his tone.

The father continued, "He is on the *Law Review*, and several offices have spoken to him; but if you will tell me who in your office sees" He got no farther. "You send him right in to see me," answered the lawyer. "I'd like to talk to him."

The change had come over the lawyer when the father said, "He is on the *Law Review*." That means he is a high-mark man.

The big law firms seek the high-mark men from the law schools. The profession believes that the man who stands well in his law studies will make a better lawyer than one who does not.

The hospitals take the same attitude toward medical students. A man with low marks in the medical school is not likely to get an appointment in the best hospitals, for it is the experience of the medical profession that

those who stand well in the professional school are more likely to stand well in their profession later on.

But business, on the other hand, does not as a rule select men on the basis of their marks in college. Perhaps for this reason the undergraduate who intends to go into business does not always consider his scholastic standing in relation to his business career. He is somewhat apt to think of his college course as an era in itself, without influence on his life after graduation. If he does connect his college course with a business future at all, he is likely to think that his athletic or social activities, his work on college papers or in dramatic clubs, or similar extracurricular efforts, are better training for the future than his academic work. Some do the academic work merely in order that they may stay in college to do the other things. And in taking this attitude the boys reflect fairly accurately the opinion of many of their elders, under whom they are going to begin their working career.

I believe that this attitude of business toward the scholarship of college graduates differs from the attitude of the legal and medical professions to-

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ward scholarship in the graduate schools for one main reason: Business believes that a law school teaches a boy law but that a college does not teach a boy business. Consequently, a boy who stands high in the law school will possess knowledge more immediately useful than one who doesn't, while no matter how high a boy stands in college he will not have much, if any, knowledge immediately useful in business.

This, of course, flies counter to the theory of the educators. They maintain that the courses in college are so conducted that a boy who gets high marks will have had to use his brains, and that the habit of ability to use his brains will make him valuable and successful in whatever he tries to do. The legal

and medical professions rather sustain this contention, for they say that it is not so much what the men of high standing know that makes them valuable when they leave the professional schools, but the fact that they have the habit of successful mental accomplishment. The academic folk believe that, while a knowledge of history or philosophy may not be immediately applicable to the shoe business, a boy who did good work in history and philosophy is more likely to do well in the shoe business than one who did poorly in those subjects.

The educators believe that the process of education is a continuous

interrelated process beginning early in school and ending late in life. They have figures to prove that the boys who do well in school generally do well in college, and that those who do well in college generally rank high in the professional schools, and that those who rank high in the professional schools generally succeed in the professions—law, medicine, and teaching. In fact, a high-grade man in school has much the best chance of being a high-grade man in college, in

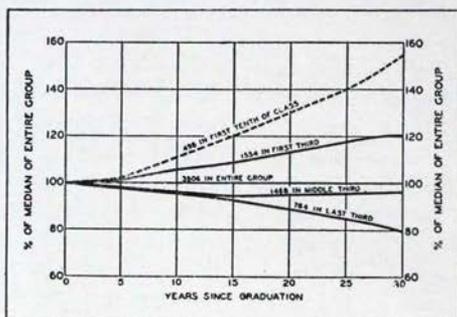
professional school, in practice, and all through life.

A very high percentage of the membership of the Phi Beta Kappa Society are mentioned in *Who's Who*. This does not necessarily bear directly upon the relationship between scholarship and business, because

Who's Who is not intended as a guide to business distinction, but it does indicate that the high-mark men who chose the activities favored by *Who's Who* gained more distinction in those activities than the low-mark man.

Phi Beta Kappa claims 40 per cent of the Justices of the Supreme Court between 1800 and 1922, and 40 per cent of the Secretaries of State. Considering the small numbers of the Society, that is an amazing showing.

In 1911, President A. Lawrence Lowell of Harvard published an article on "College Studies and Professional Training" which showed that men who ranked high in their college



I.—MEDIAN SALARIES BY COLLEGE SCHOLARSHIP RANK

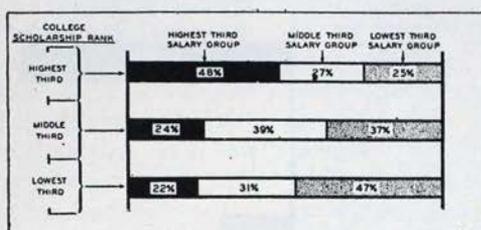
The median salary of the entire group studied is shown by the horizontal 100 per cent line. Thirty years after graduation, the median salary of the men in the first tenth of their college classes is 155 per cent, that of the men in the lowest third of their classes is 79 per cent of this median.

studies were apt to rank high in the law and medical schools and that, in spite of exceptions, those who ranked lower in college ranked on the average lower in the professional schools. This deduction might reasonably make business wonder whether in preparing for business it makes much difference what subjects are mainly pursued in college—if these subjects, whatever they are, are pursued with sufficient success. A study of the statistics he presented must make any business man at least wonder whether, if high-rank men are so certain to do better in the professional schools and in the professions, it might not be that they are more likely to do better than the average in business.

In 1917 Dr. William Tru-
fant Foster, then President of Reed College, published a book under the arresting title *Should Students Study?* In the chapter "Success in Studies and in Life" he presents material concerning graduates of West Point, of the Yale School of Forestry, of an engineering school, and of several colleges. In the case of each institution the high-scholarship men were mainly those who attained later eminence. Doctor Foster concludes, "Indeed it is likely that the first quarter in scholarship of any school or college class will give to the world as many distinguished men as the other three-quarters."

Last year Professor Hugh A. Smith

of the University of Wisconsin published the results of a test based on eighteen hundred alumni of a large university. These men had received their bachelors' degrees over a period of forty-five years, and all of them were at least fifteen years out of college when the study was made. As it progressed, the committee compiling the information became more and more convinced of an almost invariable consistency between scholarship and success in life. To quote Professor Smith:



II—DISTRIBUTION OF COLLEGE GRADUATES INTO SALARY GROUPS

In general, men in the first third of their college classes are most likely to be found in the highest third of their group in salary, those of the middle third in scholarship to be in the middle third in salary, and those in the lowest third in scholarship to be in the lowest third in salary. The above chart is based on the record of 2,144 Bell System employees over five years out of college.

A few representative figures will show the reason for these convictions. For the first two classes of fifty-four graduates, a number of persons were asked opinions concerning the career and success of the members, and eight of these alumni were quite generally agreed on, and one other was suggested by at least two correspondents, as the

most worthy. The college marks showed that the eight universally approved had the highest averages in the two classes, six being over 91 and two being 89. The other one, who won partial approval, had a mark of 85, which was no higher than that of four or five not suggested as eminent.

From a later class of seventy-five members, a final list was submitted to a number of people; eleven won general approval as to their eminence in life, and five others received two or more votes. Ten of the eleven were the first ten in the class in grades, all averaging above 90.

These data indicate that in many fields college scholarship is a significant index of later success. But even they include relatively few cases of men in business.

Clearly, to tell whether high schol-

arship has a direct relationship to success in business, more comprehensive and more rigorous evidence is needed. Business itself can most easily collect that evidence. Furthermore, it can hardly afford not to do so. Each year at least half of the 40,000 young men graduating from our colleges are entering its ranks. Their selection and training require an extremely large investment. One of the most readily available objective measures of their past achievement is their college scholastic record. It measures the results in what, after all, has been their major task for four years. Its value for indicating further achievement is surely worth determining.

With this point in view, the personnel department of the American Telephone and Telegraph Company, under the direction of Mr. E. K. Hall, for the past two years has been making such a study of the relation of college scholarship to success in the Bell System. A large part of the study, covering the record of 4,125 of the college graduates in the Bell System from 104 colleges is completed. Additional records from a number of other colleges are expected, but there is no reason to believe that these additional cases will alter materially the general results already obtained.

When this study of the relation of college scholarship to progress in the business has been completed it is pro-

posed, if the necessary data are obtainable, to make a somewhat similar study of the relation between school record and progress in the business. A great many of the higher positions in the System are held by men who did not go to college, and the real picture of the relationship between scholarship and subsequent progress cannot be completed without some data as to the scholarship records of the men who did not have a college education. The scholastic records of the

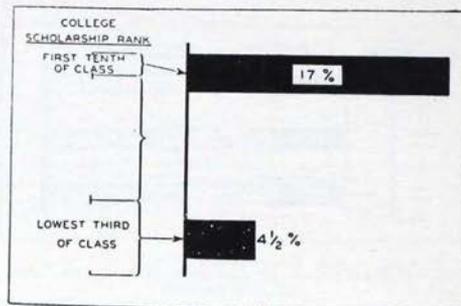
college men were studied first.

Of the 4,125 graduates, 319 were at once eliminated from the study because more than half of their business careers had been outside the Bell System. Of the 3,806 included, 1,662 were less

than five years out of college, 2,144 were from five to thirty years out. In obtaining these men's records we asked the colleges to classify them in four groups:

1. Those graduating in the first tenth of their class;
2. Those graduating in the first third but not the first tenth;
3. Those graduating in the middle third of their class;
4. Those graduating in the lower third of their class.

Chart I shows the median salaries of these men grouped in accordance with their scholarship rank at college. Each group's median is expressed as a percentage of the median of all the men included in the study. Median salaries, which show the salary of the



III—PERCENTAGE OF SCHOLARSHIP GROUPS NOW IN HIGHEST TENTH SALARY GROUP

Men from the first tenth of their college classes have four times the chance of those from the lowest third to stand in the highest tenth salary group.

man in the middle of his group, for example the fiftieth man in a group of ninety-nine, have been used instead of average salaries, which are sometimes greatly affected by one or two especially high salaries.

As indicated on Chart II, of the 3,806 men studied, 498 had graduated in the first tenth of their respective classes. By about the fifth year of their employment this group began to earn more than the other college men. They continued to increase their advantage little by little until they were twenty-five years out of college. Then they began to go ahead still more rapidly. The line in the chart represents, of course, the median man in the group. Many individuals did better and many poorer than this man, but the group as a whole averaged substantially higher earnings than the rest of the 3,800.

Next to the men who graduated in the first tenth of their classes come those who were in the first third of their classes, including the first tenth, 1,554 men. Their average earnings in the Bell System are also in relation to their scholarship in college. They are lower than the earnings of the men in the first tenth of their classes, but better than any other group.

Of the 3,806 men studied, 1,468 graduated in the middle third of their classes and the median man's earnings in this group by the time they are thirty years out of college is somewhat less than two-thirds that of the median man among those in the first tenth of their classes.

The 784 men who graduated in the lowest third of their classes have earned the least, and the curve of the earnings of the median man in this group has exactly the opposite trend to that of the median man in the upper tenth of their classes: the longer

the best students are in business, the more rapidly their earnings rise. The longer the poorer students are in business, the slower their earnings rise.

It cannot be stated too emphatically that these lines on the charts represent the averages of the performances of the men in the different groups and that the records of individuals in each group vary very widely from the averages. It is clear, however, that in the Bell System, on the average, men who were good students have done better than those who were not. There are, of course, exceptions—men who were poor students succeeding well and men who were good students succeeding less well—but on the whole the evidence is very striking that there is a direct relation between high marks in college and salaries afterward in the Bell System.

In general the normal expectation is that any college graduate entering business has one chance in three of standing in salary among the highest third of all the college graduates in his company. From this study, as illustrated by the chart, it appears that the man in the first third in scholarship at college, five years or more after graduation, has not merely one chance in three, but about one in two of standing in the first third in salary. On the other hand, the man in lowest third in scholarship has, instead of one chance in three, only about one in five of standing in the highest third in salary. There is also nearly one chance in two that he will stand in the lowest third in salary.

In the same way, as shown by Chart III, the man in the highest tenth in scholarship at college has not one chance in ten, but nearly two chances in ten of standing in the highest tenth in salary. The man in the

lowest third in salary, on the other hand, has instead of one chance in ten, only one in twenty-two of standing in the first tenth in salary.

Strikingly enough, almost exactly the same results as those just given were obtained separately for the engineering graduates and the graduates in arts and business who together make up the whole group united.

This analysis may not answer Doctor Foster's academic question, "Should Students Study?" but it has some bearing upon whether industry should seek students who had studied. I hope it has bearing enough on the subject to lead other companies, associations, trades, and industries to make studies along similar lines. It would undoubtedly be helpful if such studies could cover men who did not go to college as well as college graduates.

In this particular study made by the Bell System salary has been used as a measure of success. While I do not believe that success in life can be rated by income, I do believe that as between one man and another working in the same business organization, success and salary—while not the same thing—will, generally speaking, parallel each other.

In studying the relationship between success in scholarship and in business it is necessary, therefore, to study the results of good and poor scholars in the same line of work, or perhaps even within one company; for general comparisons of men under different conditions in different businesses will not produce very valuable results. For instance, if scholarship were an exact measure of busi-

ness ability, it would not mean that a fine scholar who had entered the cotton mill business recently would have made as much money as if he had been in the automobile business. He might have been as great a success, however. He might achieve what he set out to do equally well. At certain times some businesses make more money than others and, as Mr. Julius Rosenwald has said, luck has a great deal to do with the making of money.

By organization, by the power to use nature which science has provided, industry has shortened the hours and eased the burden of making a living. Men work eight hours where they used to work twelve and fourteen. Vacations are longer and more frequent. Success in life, both for the individual and for the nation, depends on the use of this leisure time just as it does on the use of the business time. Perhaps a mind trained to scholarship in youth may more easily find success and happiness in that leisure than one untrained.

If studies by others corroborate the results of this study in the Bell System and it becomes clear that the mind well trained in youth has the best chance to succeed in any business it may choose, then scholarship as a measure of mental equipment is of importance both to business and to business men. Business will have a surer guide to the selection of able young men than it has used in the past, and the young men who train the muscle of their brains can feel reasonably certain that such training will add to their success in business and, in all probability, to the fruitful and happy use of the leisure which success in business will give them.

Beta Chapter Initiates Melvin A. Traylor as its 300th Member

IT HAS long been the custom of Beta Chapter of Northwestern University School of Commerce, on the occasion of the initiation of each 100th member of their chapter to invite to honorary membership some leader of the business world in Chicago who typifies by his own record in the business world that degree of high business ethics which played such an important part in the founding of the fraternity, and which ideals and principles Delta Sigma Pi sponsors and which each and every chapter specifically encourages and practices, as required by our constitution and by-laws.

On the occasion of the initiation of the 300th member of Beta Chapter on January 19, 1929, Melvin A. Traylor, internationally known as the president of the First National Bank of Chicago, was initiated into membership in Delta Sigma Pi amid impressive ceremonies participated in by many undergraduates and alumni. The ceremonies were held at the Beta Chapter house in the presence of a large gathering of brothers, and all chapters and members of the fraternity join with Beta

in welcoming Brother Traylor as a member of Delta Sigma Pi.

Brother Traylor was born at Breeding, Ky., on October 21, 1878. He studied law and was admitted to the bar in Texas in 1901. He served as city clerk of Hillsboro, Texas, and as assistant county attorney of Hill County (Texas) in 1904 and 1905. He became cashier of the Bank of Malone (Texas) in 1905, and cashier of the Citizens National Bank of Ballinger, Texas, in 1907, later becoming vice-president, and when this bank and the First National Bank of the same city consolidated he was elected president of the new bank.



MELVIN A. TRAYLOR, *Beta*

He went to East St. Louis in 1911 as vice-president of the Stock Yards National Bank, and then to Chicago in 1914 as vice-president of the Live Stock Exchange National Bank, becoming president in 1916. He joined the First Trust & Savings Bank of Chicago as president on January 1, 1919, and was elected president of the First National Bank of Chicago on January 13, 1925. He is also a director of the Stock Yards National Bank, Fairbanks, Morse &

Continued to page 99



THE GRAND PRESIDENT'S CUP AND THE GRAND SECRETARY-TREASURER'S CUP

The Grand President's Cup is awarded to the chapter of Delta Sigma Pi having the highest scholastic record for its entire membership for the entire college year.

The Grand Secretary-Treasurer's Cup is awarded to the chapter of Delta Sigma Pi making the greatest improvement during the college year in scholarship, professional activity, campus activities, and general chapter administration.

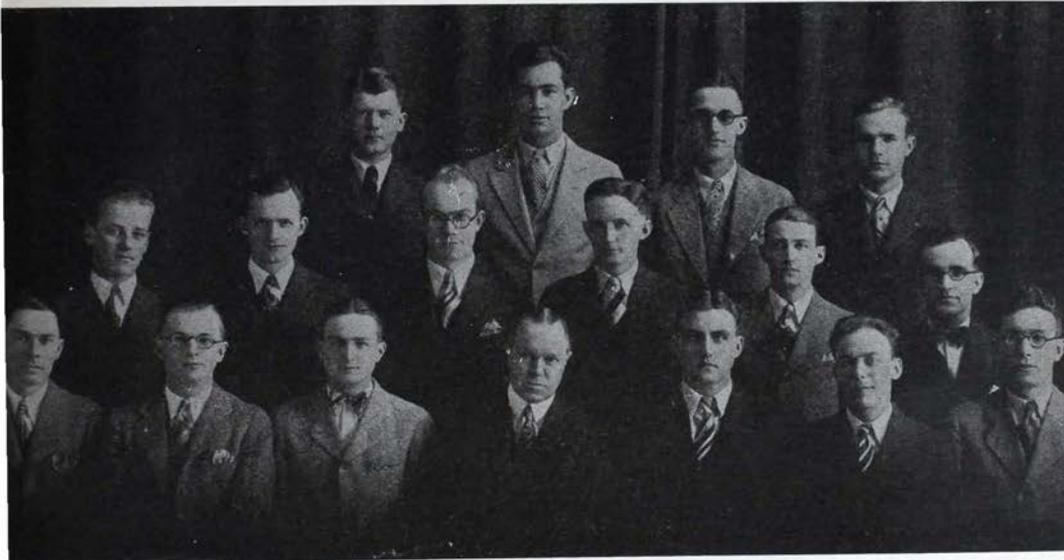
National Scholarship Trophy Awarded to North Dakota Chapter

OUR *Alpha-Mu* chapter at the University of North Dakota has the honor of being the first chapter to receive the Grand President's Cup which was established a year ago by the board of directors of the fraternity as an annual award to that chapter of Delta Sigma Pi having the highest scholastic record for its entire membership for the entire college year.

When this award was established the board of directors were fully aware that it might be difficult to prepare a yardstick of measurement that would be just to each and every chapter. Some campuses are noted for high grading; others for low grad-

ing. A grade of 87, for instance, may be an unusually high grade at one university and only a fair grade at another. Nevertheless, it was felt that a national scholarship trophy would do a lot to encourage high scholarship, and it was decided to award one annually regardless of the breaks any chapter might or might not receive.

It was possible to secure the complete scholastic record of every member of only thirty chapters. Some universities were not able to give us the information we wanted; others were late in forwarding it (although we allowed until November 15th to forward complete grades for the year ending the previous June). It is



ALPHA-MU CHAPTER—UNIVERSITY OF NORTH DAKOTA
Winners of the Grand President's Trophy in 1928 for having the
highest scholastic standing of all chapters.

hoped that next year, with the experience gained during the past, that we will have much nearer 100% representation, and we have prepared a report for each university to fill out that will assure the chapters of it being easier to justly compare grades on different campuses, than was possible this year.

The Central Office discovered in the

process of compiling the figures that on some campuses an "A" meant 96-100 while on others it might mean only 90-100 or 92-100. One place a "B" included all grades from 88-95 and another place it included only 80-89. So we had to arbitrarily divide all grades for each university into four groups, the highest quarter,

next highest quarter, third highest quarter and lowest quarter. Thus if 75 was passing at a particular university, this meant that 95-100 was the highest group, and we gave "A" for this group; 87-94 would be given "B"; 81-86 a "C" and 75-80 a "D." If 60 was the passing grade, 91-100 would be given "A"; 81-90 would be given "B"; 71-80 a "C" and 60-69 a "D" and so on. We awarded 3 honor points for each "A", 2 honor points for each "B", one honor point for each "C", no honor points for each "D" and minus 1 honor point for each grade of less

than "D". This is the method followed by many universities.

Using this basis of awarding honor points, the record listed on this page indicates the standing of the thirty chapters for which we were able to secure complete figures.

We wish to congratulate Head Master Myster and the members of *Alpha-Mu* chapter for their very fine scholastic record. We

wish to congratulate the School of Commerce of the University of North Dakota for the fine training they give their students. An analysis of the grades of the members of *Alpha-Mu* indicates that there were no three or four brilliant students that brought the average of the chapter up, but rather that all

of their members were good students, and that not a single member flunked any course, or had low grades.

On the other hand another chapter had seven students with brilliant records, each of them with many more "A" grades than all other grades combined, but the low record of some eight other members of their chapter brought their average down considerable. All of which is conclusive proof that each and every chapter should establish a minimum scholastic requirement for initiation, and initiate no one, regardless of his personal popularity, who fails to make that

Rank	Chapter	University	Rating in Honor Points
1.	Alpha-Mu.....	North Dakota....	2.11
2.	Alpha-Iota.....	Drake.....	2.00
3.	Alpha-Upsilon.....	Miami.....	1.94
4.	Alpha-Sigma.....	Alabama.....	1.82
5.	Alpha-Nu.....	Denver.....	1.81
6.	Alpha-Tau.....	Mercer.....	1.80
7.	Alpha-Delta.....	Nebraska.....	1.78
8.	Alpha-Pi.....	Indiana.....	1.63
9.	Alpha.....	New York.....	1.62
10.	Alpha-Gamma.....	Penn State.....	1.60
11.	Alpha-Chi.....	Washington.....	1.57
12.	Iota.....	Kansas.....	1.55
13.	Nu.....	Ohio State.....	1.54
14.	Psi.....	Wisconsin.....	1.52
15.	Eta.....	Kentucky.....	1.48
16.	Alpha-Omicron.....	Ohio U.....	1.45
17.	Lambda.....	Pittsburgh.....	1.43
18.	Sigma.....	Utah.....	1.42
19.	Alpha-Omega.....	DePauw.....	1.38
20.	Alpha-Psi.....	Chicago.....	1.36
21.	Xi.....	Michigan.....	1.35
22.	Epsilon.....	Iowa.....	1.34
23.	Phi.....	S. California.....	1.33
24.	Alpha-Zeta.....	Tennessee.....	1.31
25.	Alpha-Beta.....	Missouri.....	1.28
26.	Alpha-Eta.....	South Dakota.....	1.28
27.	Upsilon.....	Illinois.....	1.18
28.	Delta.....	Marquette.....	1.11
29.	Alpha-Epsilon.....	Minnesota.....	1.10
30.	Zeta.....	Northwestern.....	1.09

minimum. These figures do not mean that the chapters ranking toward the top are greatly superior to those near the bottom. For instance, *Alpha-Epsilon* ranks twenty-ninth in our schedule and *Alpha-Mu* has almost twice the weighted average of *Alpha-Epsilon*, yet *Alpha-Epsilon* ranks on the Minnesota campus well above the average of all fraternities. A rating of 1.35 on the Minnesota campus would just about win all honors on that campus. Which proves that grades are purely relative, and that there is a difference of grading on different campuses. *Nu*, for instance, ranked second among all professional fraternities at Ohio State last year, and eighth among all organizations

on that campus, but in the ranking we have prepared they appear thirteenth and *Alpha-Mu* is .57 ahead of them.

It is hoped that some one will be able to devise a basis of rating chapters on different campuses so that such differences in grading on different campus will not be reflected unjustly in figures such as we have prepared. It might be best to ascertain the all-student average on each campus, and rate our chapters according to what percentage they rank above or below the all-student average. In fact, we may try that system next year. The Central Office of the fraternity will gladly receive suggestions along these lines.

Melvin A. Traylor is Beta's 300th Member

Continued from page 95

Company and Austin-Nichols Company, in addition to being chairman of the advisory committee of the Central Mfg. District Bank, Chicago and chairman of the finance committee of the National Wool Warehouse & Storage Co., Chicago.

Brother Traylor is president of the Shedd Aquarium Society of Chicago, is trustee and vice-president of the board of trustees of Northwestern University, and a trustee of the Newberry Library. He is a member of the

American Economic Association, the American Bankers Association of which he was vice-president in 1924-26, the Illinois Bankers Association which he served as vice-president in 1923-24, the Southern Society of Chicago, and the Art Institute. He is a member of the following clubs: Chicago, Saddle & Cycle, University, Old Elm, Saddle and Sirloin, Glen View, Raquette, Industrial, Midlothian, South Shore, Mid-Day, Iroquois and Bond Men's, all of Chicago. He resides at 426 Barry Avenue, Chicago.

The Controller's Duties in Respect to Accounts and Audits

By HERBERT W. WEHE, *Lambda*

THE accounting and auditing activities are organized to fit the peculiar conditions existing in the company, regardless of the title of the officer in charge. In some cases the Treasurer of the company is the officer in charge of this function and the work may be carried on by a person known as Controller, Auditor, Chief Accountant, Chief Clerk, or someone having another title. In case the Controller is in charge he may be independent of the Treasurer and of equal rank, or he may be specifically appointed by the Board and subject to the powers set forth by the Board.

In general the duties of the Controller, as I am able to discern, may be many and varied.

It is the job of the Controller to coordinate the plans and activities of each department of the business, and then to make a report of the performance, from which measures of efficiency are determined and certain standards may be built up, the purpose of the whole procedure, of course, being to show accomplishment.

The Controller should direct the design, installation and maintenance of a system of accounts and records

to show a true picture of the operations of a company. He should have supervision and direction over all books and records of the company, as well as accounts which the company may have by stock ownership or otherwise. This means then that the following are under his supervision:

1. General Books of the Company
2. Cash
3. Accounts Receivable and Payable
4. Payroll Accounting
5. Cost Accounting
6. Inventories of Supplies, Raw Material, Semi-Finished and Finished Materials
7. Consigned Stock Accounts
8. Storeroom Records
9. Property Records
10. Sales Data



HERBERT W. WEHE, *Lambda*

Where the Treasurer's and Comptroller's offices are separate, the Controller should require reports from the Treasurer and from all other officers and agents who handle company funds. A careful check should be maintained over all cash receipts and disbursements, building up a suitable system of internal check to eliminate possible irregularities. All vouchers, payrolls, drafts and other accounts payable should be approved by him when authorized or approved by duly authorized persons. All checks should

also be countersigned by him or at his direction. He may endorse, on behalf of the company, checks, notes and collection items for deposit or transfer. He may also be co-custodian of all personal property placed for safe-keeping.

All records pertaining to accounts receivable and payable should be adequately audited before included in the accounts. Supervision over the order departments as a part of the audit of accounts receivable data may be included in the Controller's duties. An adequate scheme of internal check between shipping department records and accounts receivable charges should be designed to eliminate a large amount of checking each other's work which I find is consuming a large amount of time and causes duplication of expended effort, especially in my own company. The records of the Receiving Department can also be linked up with accounts payable for material and supply purchases.

The preparation of the payroll, together with responsibility for building up checks against loose methods and possibilities of irregularities should be under his supervision.

The department for cost finding should, of course, be under his direct supervision. All cost data should be compiled and interpreted by him for submission to management and others interested in this phase of the work.

He should also be responsible for properly directing the taking of inventories as well as the accounting for supplies, raw materials, semi-finished and finished products and consigned stocks, if any, with respect to method and procedure.

He should have custody of and be responsible for maintaining an adequate property record wherein are classified in suitable detail all of the

physical properties of the company, together with data relative to depreciation, etc. In this connection, he should be consulted by the Board of Directors in setting rates for purposes of depreciation and adjusting property values.

Frequently the Controller has supervision over the general office personnel and sets salary standards. The service department, such as stenographic, billing, mailing, filing and traffic are usually under the supervision of the Controller.

The Controller is also generally responsible for compiling statistics, preparation of tax reports and handling of insurance matters.

The Controller is usually one of the committee which establishes budgets for manufacturing and selling and forecasts the estimate of cash required to do business.

The Controller should be responsible for the auditing periodically of all accounts with respect to general records, branch and plant records. He should also periodically audit the accounts of the Treasurer, including funds and securities. He should also scrutinize the Secretary's books and records.

He should strive to reduce costs of records and office work without curtailing the value of accounts and reports.

Standardization of office procedure to eliminate duplication of work and to maintain a high degree of efficiency in all work should have his constant attention.

Before adoption, all forms for use in any departments should be approved by him to insure essential and complete records.

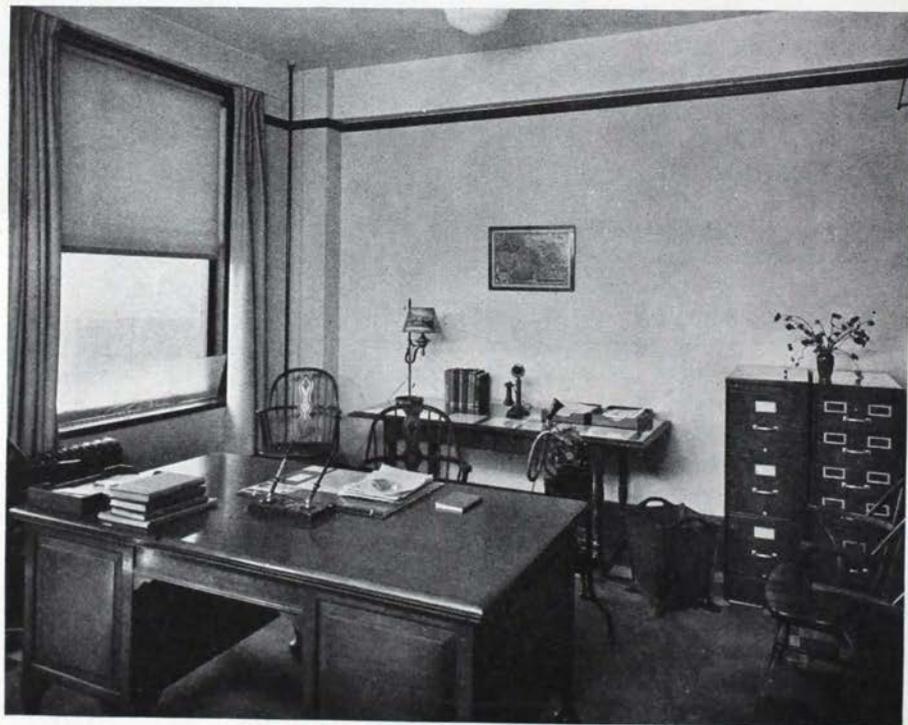
The Controller should cooperate with all department heads in the study and preparation of budgets,

performance schedules, costs, production standards, legal work, expansion programs, etc. For various reasons some firms employ outside talent for this work, but it is the duty of the Controller to supply all necessary figures. He should collaborate with all who may be in need of figures of any kind to aid in the efficient conduct of the business. He should be a close student of all local, state and national developments which may affect the accounts of the company and be in a position to forecast future possibilities.

He should interpret all statements and reports to eliminate study of many detailed figures, before they are

transmitted to department heads and executives. He should call attention to matters requiring their thought and consideration.

In summarizing the duties and functions of a Controller in respect to accounts and audits, I wish to point out specifically that his work should be primarily supervisory, interpretative and advisory, rather than having to do with the actual mechanical recording. Mr. Kester aptly defines a Controller when he says that "a Controller is one whose responsibility is to measure the efficiency of the operating executives, report findings, and suggest policies or remedies."



THE CENTRAL OFFICE OF DELTA SIGMA PI, CHICAGO
The Grand Secretary-Treasurer's Office

The Proposed New Buildings for Boston University

By PAUL J. FRANK, *Gamma*

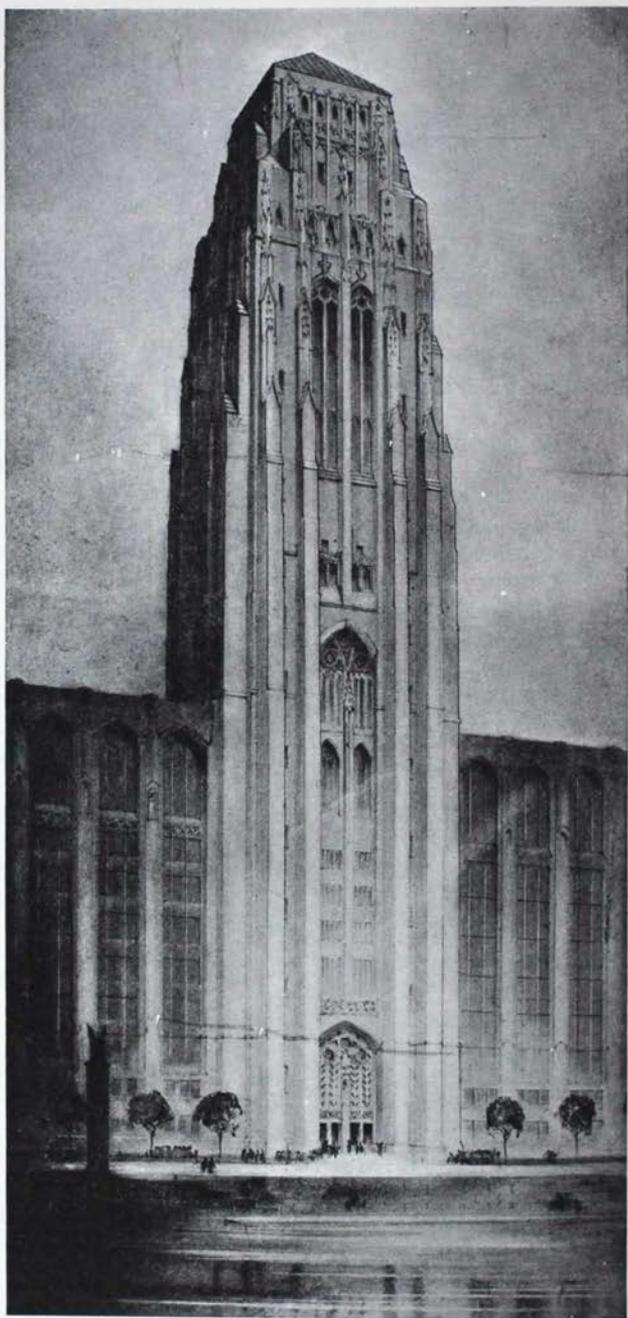
ONE of the best athletes that Boston University ever produced was speaking: "Boston University's football team lost another game last Saturday. The game was played only one hundred miles away from Boston, in Springfield, yet only fifteen loyal rooters attended the game. Of these fifteen, ten were alumni, and of these ten, six came at least fifty miles to see this game. Five men represented the total enrollment of approximately twelve thousand students. What is the answer? Just this—to my mind you are a bunch of the meanest quitters and poorest losers that ever existed, without a bit of real sporting blood in your veins."

This talk was delivered some three years ago, and was featured on the editorial page of the college paper at that time. It was just a year previous to this that the College of Business Administration held an assembly of the open forum type during which everyone from the athletic directors to the coach of the football team were criticised for the prevailing conditions in Boston University's athletic situation. In answer to the uprising that took place at this assembly, the director of athletics announced through the press that, in all probability, he would have to recommend to the University Trustees that football be abandoned at B. U. There were several reasons which he gave to prove that all had been done to better the situation but that there had been no response.

If any of the readers have ever experienced the bitter disappointment that comes to one who goes to football games Saturday after Saturday only to see his favorite team beaten continually and unmercifully, he can then only begin to appreciate how B. U.'s student body felt just three years ago.

But things could not continue in that fashion very long. Mr. William E. Nickerson, of the Gillette Safety Razor Company, became interested in the situation and donated the cost of a site and the erection of one of the most modern and complete athletic plants in the country. In one year, there sprung up the beautiful and modernly equipped Nickerson Recreation Field of Boston University which gave B. U. just exactly what it had needed so long before. But Mr. Nickerson did not stop at filling this great need. In response to an editorial in the *B. U. News*, he marked a new era in intercollegiate athletic competition by laying plans for the construction of a unique clubhouse on B. U.'s new field.

As Mr. Nickerson stated in his letter to President Daniel L. Marsh, the erection of a clubhouse of this particular type was inspired by an editorial appearing in the November 7 issue of the *B. U. News*. It read in part: "The *News* is dreaming of an innovation in college athletic club houses—a building of such size as to accommodate not only our own athletes, but our guests. In effect it would



THE PROPOSED CENTRAL TOWER OF BOSTON UNIVERSITY
This tower will be dedicated to Alexander Graham Bell

be a duplex club house, with sleeping quarters, locker rooms and showers in duplicate, but with a common lounging room and kitchen."

ATHLETIC AND SOCIAL CENTER

Mr. Nickerson is providing Boston University with just such a clubhouse which will also be suitable for social gatherings by students at such times as it is not occupied by athletic squads.

No other college or university has accommodations just quite like this. Dartmouth and Cornell, and possibly others, have field houses where the visiting teams and coaches are quartered, but the "Home" athletes live in separate buildings. At Columbia and Syracuse, the "Home" team lives in a single house but no special arrangements are made for visiting squads. Boston University will not only house its own athletes on Nickerson Field, but under the same roof will furnish food and sleeping accommodations for the visiting squads with separate rooms for both coaching staffs.

Little did the lowly freshmen who entered the portals of Boston University three years ago think that before they were graduated, their Alma Mater would have one of the best equipped athletic plants and recreation fields in America. And what is more, these freshmen of three years ago, who got a taste of what it means to support a losing team, have had the thrill of seeing B. U.'s new athletic stands filled to over capacity so that the rooters were forced to sit on the grass along the sidelines during games of the past season.

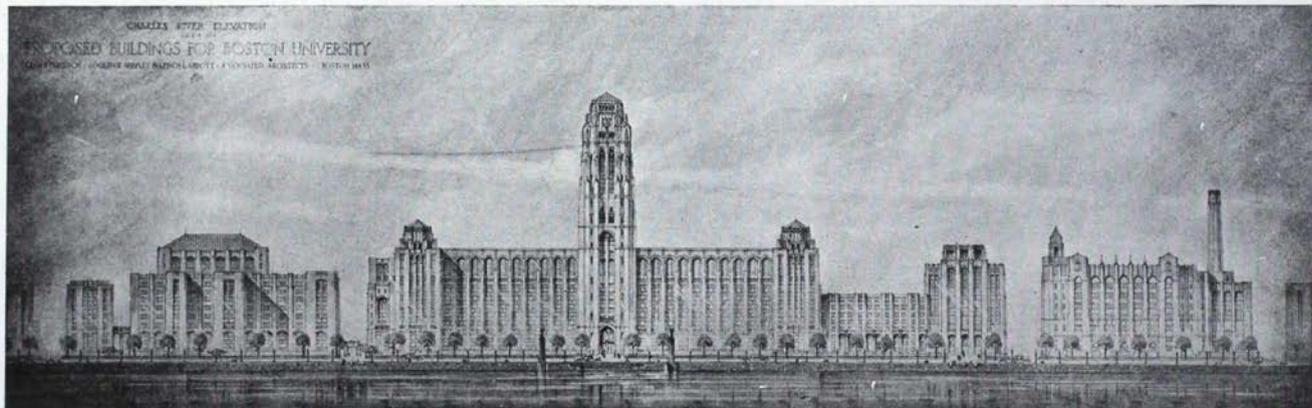
The great athlete who wrote the denunciation which starts this article

was one of those who had to sit on the grass but when approached by this writer who reminded him of the statements he had previously made, smiled and said: "Thank God one business man in Boston had enough love for B. U.'s athletes to make this wonderful recreation field possible."

Boston University had acquired fame along scholastic lines; it has already more than fifty college presidents among its alumni; it had many of the leading lawyers of the country among its graduates; it had far-famed doctors, distinguished clergy and educators; but it was Mr. Nickerson, a leading business man of the community who gave to the undergraduates of Boston University that which it most needed, a recreation and athletic field. With all its scholarly accomplishments, Boston University, in this writer's opinion, lacked that which is so essential to the life of an American university, a place where the undergraduates could preserve and build up their physical energy.

But while this great transformation has been taking place, there has been going on another movement which will make Boston University a united institution—and it is going to cost in the neighborhood of fifteen millions of dollars to do this.

At present, B. U. consists of twelve separate departments, and they certainly are separated all over the city of Boston. In one extreme end of the city proper is the School of Medicine, while at the other end is the School of Law. The other departments are sandwiched in between the tall and stately buildings of the Hub. Unless they make reference to their University handbook, I have good reason to



THE PROPOSED NEW BOSTON UNIVERSITY AS VIEWED FROM THE CHARLES RIVER

The Alexander Graham Bell Tower is in the center; the building on the left is the proposed College of Business Administration; the building on the right is the proposed College of Liberal Arts.

believe that ninety per cent of the students of B. U. cannot even name the different departments, and as for naming the different deans, that is out of the question altogether. With all the splendid work during the past three years that President Daniel L. Marsh and his immediate associates have done to make a more united Boston University, this institution is still made up of twelve "foreign" departments.

It won't be long now before this situation will be changed for President Marsh has already laid plans for erection of a "United Boston University" on one plot of land at the cost of more than fifteen million dollars.

As the tower of St. Botolph rises from the banks of the Witham River to dominate the skyline of Boston, England, the Alexander Graham Bell Memorial Tower will some day crown the assemblage of buildings of a united Boston University situated on the Charles within sight of two of New England's other great educational institutions, Harvard University and the Massachusetts Institute of Technology.

Such is the plan as shown to the Board of Trustees by President Daniel L. Marsh. A set of photographs of the block plans and perspective drawings prepared by the Associated Architects were exhibited at the last Trustee dinner and are now hanging in the president's office. These drawings of the new Boston University show that work has been done toward the erection of these buildings on the 15 acres of University property on Commonwealth Avenue.

President Marsh does not predict when work will commence on the new buildings, but feels sure that the time is not far distant when New England's largest educational institution

will have an adequate home for all of its departments.

The new buildings have been designed with facilities for almost double the present enrollment of the university. In the plans are quarters for dormitories for men and for women, as well as a teaching hospital and a huge auditorium. Within the 15 acres of buildings will be a complete city. When that university city will be complete is largely dependent on the degree of generosity of those friends of Boston University who see in this development an unparalleled opportunity to do something distinctly artistic for America's greatest cultural center.

HOSPITAL ON CAMPUS

A close survey of the plans reveal that on the extreme east end of the campus, the School of Medicine will be located. In this same section will be other units connected with this department such as a teaching hospital, a private hospital, and the Evans Memorial. Occupying a central location on this same part of the campus will be the administration building.

The Central group of buildings will have as its outstanding feature the Alexander Graham Bell Memorial tower, which will be dedicated to that noted scientist who invented the telephone while a member of the Boston University faculty. Flanking either side of this tower will be the College of Business Administration and the College of Liberal Arts. This unit will be erected on the Charles River edge of campus. In front of the Tower will be a large quadrangle surrounded by other buildings in the same unit. The Physics and Chemistry laboratories and the School of Education will be on the East end of the quadrangle. On the other side of this quadrangle

will be the Robinson Memorial Chapel, located between the two units housing the School of Theology and the School of Religious Education respectively. On either side of the entrance to this quadrangle will be men's dormitories.

Extended to this unit on the side with the Memorial tower by the river will be the women's dormitories. The School of Law will be on the Commonwealth Avenue side with more men's dormitories. These will form another quadrangle.

The third unit will be principally

the huge auditorium, but the front section of this building will be for the College of Practical Arts and Letters. The College of Music and the Art School will have quarters on floors above the auditorium. The upper section of this building toward the river will be for more women's dormitories. On the extreme West end of this part of the campus will be the power plant for the entire Boston University.

Incidentally, *Gamma* has laid plans to own its new chapter home close to this new campus. Its present chapter apartment is near the site upon which the new B. U. will be erected.



Twelve of Thirteen Charter Members of Beta Attend Fifteenth Anniversary

By F. H. BRADSHAW, *Beta*

ON FEBRUARY 7, 1914, thirteen students of the Northwestern University School of Commerce were initiated as the Beta Chapter of Delta Sigma Pi with appropriate ceremonies in Chicago. Since that memorable occasion, fifteen years have passed and Beta Chapter and Delta Sigma Pi have both made material progress.

During the intervening years several of the charter members have been together on one occasion or another, and those residing in Chicago have had opportunity to see each other frequently, yet some of the brothers had not seen each other for ten or twelve years. As we approached the celebration of the fifteenth anniversary of the founding of the chapter, it was decided to hold a reunion.

The Saturday nearest to February 7th the most convenient to all was se-

lected, and February 16, 1929, was the date chosen. Of the thirteen charter members, twelve were present at the meetings which were held in the Bankers Lounge Club, Chicago, beginning with a luncheon at noon and followed by a banquet in the evening. Harry Gullikson was the only charter member unable to attend.

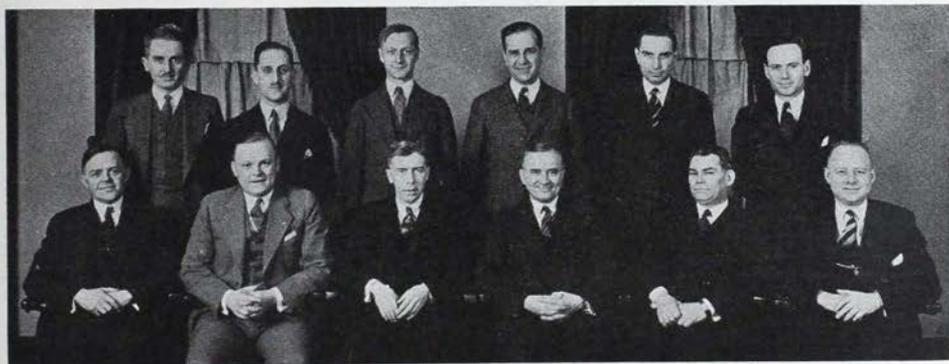
The meetings were so successful it was decided to attempt to hold them annually in the future, those members outside of Chicago promising to make the trip each year. Those present, and their business connections, were:

James A. Civis, Factory Manager of the Wire Plant, Kalman Steel Company, Chicago.

C. C. Kerr, Secretary-Treasurer, D. M. Kerr Mfg. Co., Chicago.

John W. Bready, Hawley & Bready, real estate, Chicago.

Earl J. Bush, Vice-President and Gen-



CHARTER MEMBERS OF BETA CHAPTER ATTENDING FIFTEENTH ANNIVERSARY OF INSTALLATION OF THE CHAPTER

TOP ROW (left to right): H. G. Wright, O. O. Baddeley, Wm. C. Marquardt, Earl J. Bush, C. C. Kerr, H. P. O'Connell.

BOTTOM ROW (left to right): F. H. Bradshaw, L. J. Holly, J. W. Bready, James A. Civis, George J. Skurrow, Russell H. Saunders.

eral Manager, Diamond T Motor Car Co., Chicago.

H. P. O'Connell, Credit Department, Continental Illinois National Bank and Trust Co., Chicago.

George J. Skurow, President, George J. Skurow & Co., Mortgage Bankers, Chicago.

Wm. C. Marquardt, Ass't. Treasurer, Western Gas Construction Co., Ft. Wayne, Ind.

H. G. Wright, Grand Secretary-Treasurer, Delta Sigma Pi, Chicago.

Oscar O. Baddeley, salesman, Van Schaack Bros. Chemical Works, Milwaukee, Wis.

Russell H. Saunders, Vice-President, P. W. Chapman & Co., Investment Securities, St. Louis, Mo.

Lawrence J. Holly, Auditor, Nash Motors Co., Kenosha, Wis.

F. H. Bradshaw, Investment Statistician, Thompson Ross & Co., Investment Securities, Chicago.



THE CENTRAL OFFICE OF DELTA SIGMA PI, CHICAGO
View of the outer office

"Ken" Strong, *Alpha*, Practically Unanimous Choice for All-America Football Team

COMPLETING his brilliant college career as one of the outstanding stars of the country, "Ken" Strong, *Alpha*, and ace of the New York University team, was practically unanimous choice of all the leading sports writers and coaches of the country in their selections of various mythical All-America teams for the 1928 season. Only two or three teams were published without Strong as a first choice in the backfield, and in these two or three instances he was on the second team.

A triple threat player of brilliance, "Ken" could run the ends, crash off tackle, plunge through any point on the line, pass, receive passes, kick and in addition was an excellent defensive player. According to newspaper dispatches he established the season's record with almost 2,000 yards gained, and he was the high point scorer with 160 points, no one being really a close second.

As an example of some of his remarkable performances, we can cite his gains totaling 178 yards in the Niagara game, 201 yards in the Fordham game, 228 yards against Rutgers, 195 yards against Colgate, 230 yards against Georgetown, which team, by

the way, defeated the N. Y. U. team 7-2, recovering a fumble and running it for a touchdown in a downpour of rain. Although "Ken" gained 230 yards against Georgetown and placed N. Y. U. in position to score time and time again, other players fumbled or were thrown for losses, and Georgetown pulled the upset of the week by beating N. Y. U. 7-2. Against Alfred he gained 223 yards, against Mis-

souri 218 yards, and so on. Several other Deltasigs starred on the N. Y. U. team, including Leonard Grant, captain-elect for 1929, who played left-tackle, and was all-eastern choice, Jerry Nemecek, who played left end, "Jinx" O'Herin at quarter and Ed Buckley, substitute half-back.



"KEN" STRONG, *Alpha*,
All-American Back

Voting Machines

By ROY L. GUSTAVSON, *Omega*

With the Automatic Registering Machine Company, Jamestown, N. Y.

IT IS a fact that in the last decade many noteworthy inventions, changes and improvements have been inaugurated, which invariably stimulate a higher plane of living and provide a more pronounced, efficient and economical management in our business establishments.

We have graduated from the days of the horse drawn street cars, tallow candles and high stooled bookkeepers to the "Machine Age," which is significant of the innovation of various labor saving devices.

We all appreciate that our business organizations and other commercial enterprises have installed the modern adding machines, and other contrivances as a means of realizing the different important factors essential to the progression and continuity of good management. If these "Twentieth Century inventions" have effected better methods and policies in our educational and industrial centers, certainly there is every good reason why a mechanical device for voting should be employed in our elections to secure similar results. Then too, if you desire that our elections should protect the will of the people, and insure the perpetuation of the ideals of our forefathers, you will be interested in the *voting machine*.

The *voting machine* may be defined as a multitude of adding machines so co-ordinated as to effect a correct tabulation of votes for candidates, amendments and various public questions. It is beyond the experimental stage in that it has been satisfactorily employed for general and primary

elections during the past thirty years in upwards of two thousand communities throughout the United States. The first *voting machine* was invented in 1869 by Thomas A. Edison, but as with other initial inventions, it was crude and impractical for use at elections. Many minds have contributed towards its perfection as a machine to curtail election irregularities. The City of Lockport, New York, was the first community to have a practical demonstration of the machine in 1897, since which it has become popularized until eighty percent of the cities, towns and villages of New York State use the machines.

Despite the reluctant and adverse attitude of certain political factions of New York City toward the introduction and use of *voting machines*, that municipality in 1925 employed on trial seventy-five machines in the 15th assembly district. The results attained in the experimental use of machines were indeed gratifying as evidenced by the number of favorable comments expressed by newspapers, the voters, public and election officials regarding the merits of the machines over the obsolete paper ballot system. In 1926 and 1927, the machines were again used with general satisfaction. In the 1928 Presidential election, the boroughs of Manhattan and Brooklyn were entirely equipped with *voting machines* and it is expected that at the election in 1929 the entire city will utilize them. As a matter of fact, public officials contemplated the use of machines throughout the metropolis in the recent election, but

because of the abnormal registration there was an inadequate supply of machines, and the Board of Elections deemed it advisable to only equip the boroughs that have been mentioned. As a result of the successful use there, the opposition has become reconciled to this system of voting and now only words of commendation are spoken for the mechanical ballot.

Last year an intensive educational campaign was launched in the commonwealth of Pennsylvania purporting to afford the electorate of the State the benefits of the machine so that it could vote intelligently on the *voting machine* amendment providing for permissive adoption of machines. During the campaign a multitude of demonstrations were staged before various service, political and other kindred organizations. Too, a number of machines were stationed on public exhibition throughout the State so that the voters could actually operate the machine and become acquainted with its operation and many benefits. Many organizations, including the Kiwanis Club, the Pennsylvania State Chamber of Commerce and the Allegheny County Republican Committee went on record endorsing the *voting machine* constitutional amendment.

At the 1928 Presidential election, the voters of the State of Pennsylvania passed the constitutional amendment permitting the optional use of machines by an overwhelming majority, thus manifesting their wish to maintain the sanctity of the ballot.

Other states using *voting machines* are: Michigan, Wisconsin, Iowa, Indiana, Maryland, Washington, Oregon, Arizona, California and Connecticut. Preliminary steps have been taken in other states including Rhode Island, New Jersey, Missouri, Florida, Virginia, Texas, Kansas and Massa-

chusetts, to introduce the necessary laws that will legalize the use of the mechanical ballot.

Aside from New York City the following large communities use machines: San Francisco, Seattle, Portland, Ore., Rochester, Syracuse, Hartford, Conn., Indianapolis, Des Moines, and Albany, together with upwards of 2,000 smaller cities, towns and villages. Over 15,000 machines are in use at every election, and it is estimated that over 5,000,000 voters use them annually and that about 50,000,000 ballots have been cast during the past thirty years.

In the use of *voting machines* there are seven distinct advantages that accrue, namely:

1. Easy and speedy voting.
2. Preservation of the secret ballot.
3. Elimination of spoiled and defective ballots.
4. An accurate count.
5. Immediate election returns.
6. A permanent record.
7. A substantial curtailment of election expenses.

OPERATION OF MACHINE

In voting on the machine there are three steps to remember. First, move the red handle (curtain lever) at top of the machine to the extreme right side and leave it there. This operation unlocks the machine for voting and closes the curtain about the voter, thus insuring absolute secrecy. The voter may turn *down* the pointers or levers over the candidates for whom he wishes to vote and in like manner on the questions, either turning a pointer *down* over the word "Yes" or "No," depending upon his opinion of the question. Having arranged the ticket to his complete satisfaction, the voter leaves the pointers *down*, after which he returns the red handle to the left side of the machine,

which movement will first register the vote on the back of the machine, restore and lock the voting pointers and open the curtain permitting his egress.

It is imperative for voters using machines to remember that as long as they remain in the curtain booth, they may change their vote as many times as they wish, as no votes are recorded until the red lever is returned to the left side of the machine. If the voter does not have the pointers *down* over his choices but leaves them in an unvoted position, he will have a blank vote, as only votes are registered where the pointers are left *down* over the names.

Voting machines are equipped with straight party levers and primary attachments so that they may be used for both general and primary elections.

Aside from easy and speedy voting, the machines assure an absolute secret ballot as it remains locked until the curtains are closed about the voter. An examination of the registering devices even after the close of the polls will not disclose how the voter has voted.

All votes on the machine are recorded in the rear compartment on counter dials and all the election officials have to do at the close of the polls is to unlock and open the rear compartment and transcribe to the return sheets the totals as they appear for each candidate and amendment. This feature of the mechanical ballot dispenses with the human element in the counting of votes, thus diminishing the number of inaccuracies which invariably result in the final returns under the old system of voting. It is recognized that annually at all elections under the paper ballot system, literally thousands of ballots are mis-marked and otherwise invalidated so that they are discarded.

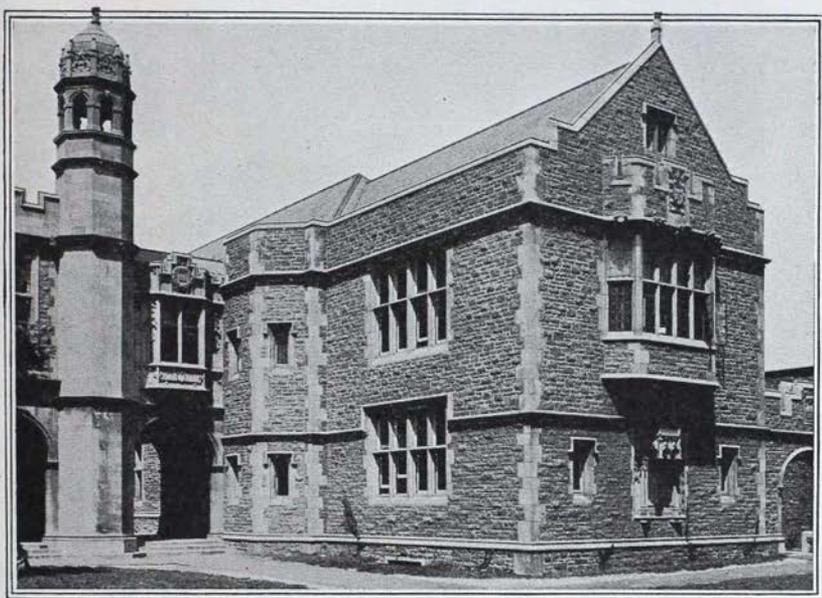
Voting by machine eliminates all spoiled and defective ballots, as on the machine only as many pointers may be operated as there are candidates to be elected to an office.

Another outstanding advantage of the machine is that it is so designed that it affords a permanent record of the votes cast because of the various safeguards and locks embodied in the machine. After it has been locked and sealed following an election it cannot be tampered with and in the event of an election contest, it is only necessary to open up the counter compartment and recheck the totals as they appear.

Insofar as an accurate count is concerned, it is conceded by public officials that the voting machine is likened to the modern adding machine or to the calculating devices in assuring an accurate record of the votes cast. Mistakes and inaccuracies inevitably occur under the paper ballot method of voting and may be charged to the system rather than to the individuals who are in charge of the election. It is obvious that when election officials have worked diligently during the election day, they are somewhat fatigued when the time comes to count and recount ballots, which is a tedious task and discrepancies are bound to result.

Paramount among the advantages of the voting machine is the financial economy that is brought about by its use. Based upon the experiences of hundreds of communities, voting machines can be installed and paid for out of the savings that accrue through their use, first, by the reductions of the personnel of election boards, second, by the consolidation of election precincts, third, the reduction of printing expenses and fourth, the elimination of expensive recounts.

Some of the Leading
School of Commerce
Buildings Throughout the Country

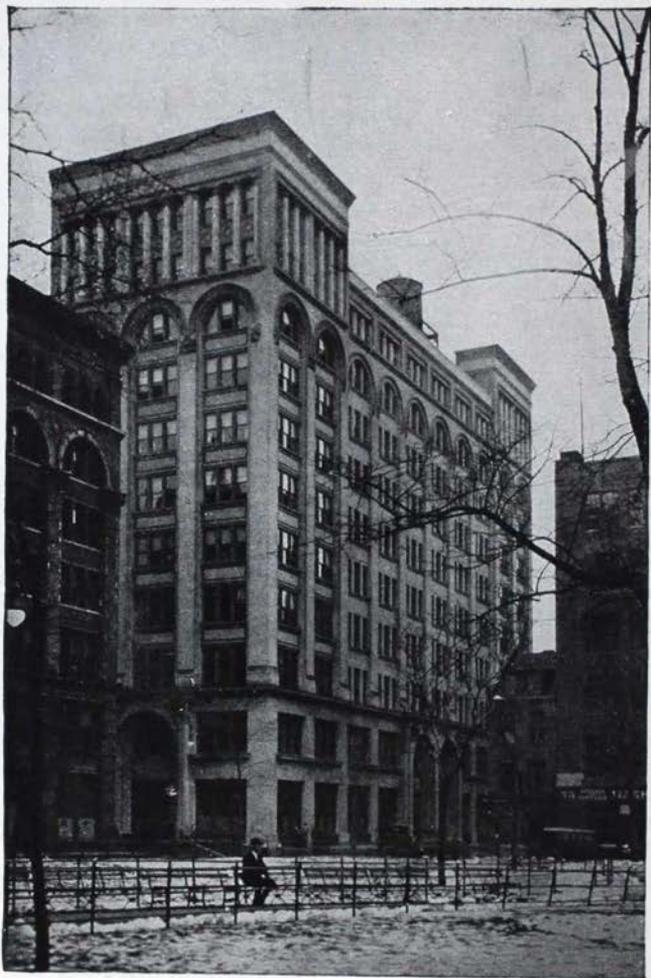


WASHINGTON UNIVERSITY, ST. LOUIS, MO.
Charles H. Duncker, Jr., Hall—Occupied by the School of Business
and Public Administration



The various Schools of Commerce and Business Administration throughout the country have not fared exceedingly well during the past few years when it came to convincing the university trustees that a separate building, designed, constructed and equipped to take care of their particular requirements, was vitally needed. Most of these departments have had to be satisfied with what space the university had left over in various other buildings, sometimes scattered all over the campus. However, some twelve universities have "seen the light" and erected buildings for their School of Commerce and Business Administration, which have indeed been a credit to this rapidly growing professional school. Several other universities have assigned a separate building to the exclusive use of this department.

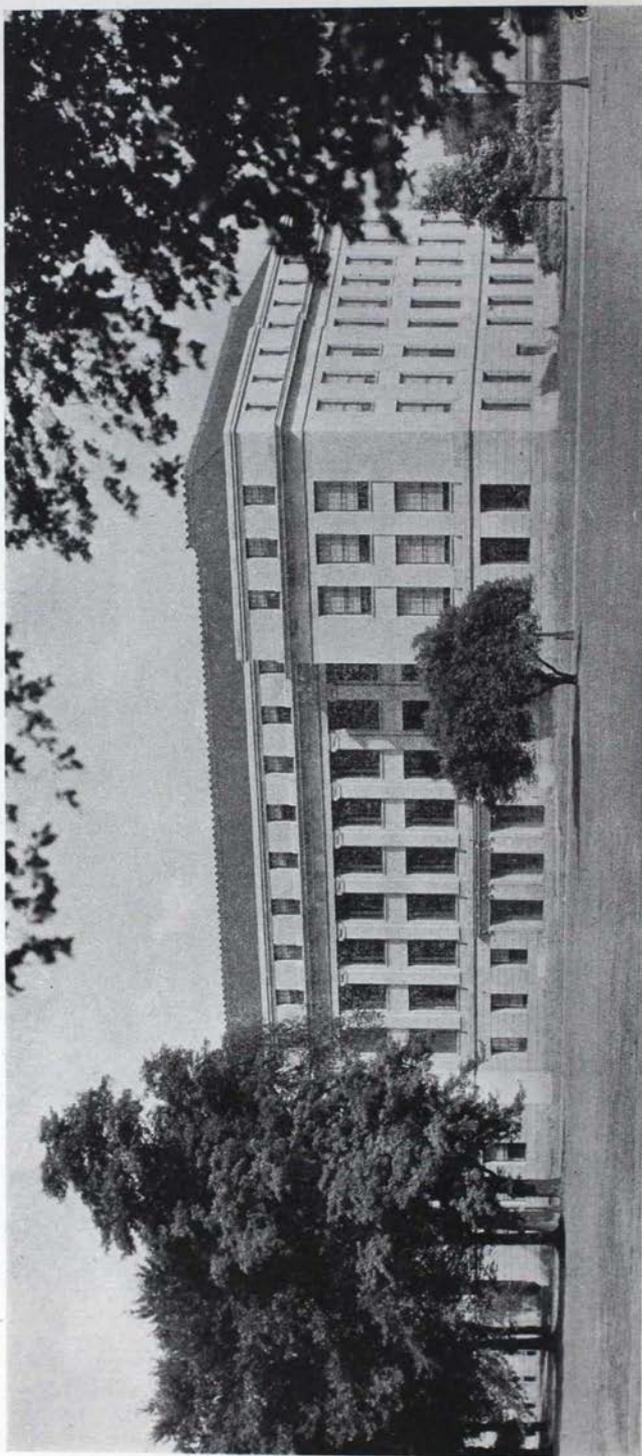
Information we have been able to gather indicates that there are sixteen universities having separate buildings occupied by their Schools of Commerce and Business Administration. Thirteen of them are pictured here, and we hope to be able to present the others to you in a future issue.—THE EDITOR.



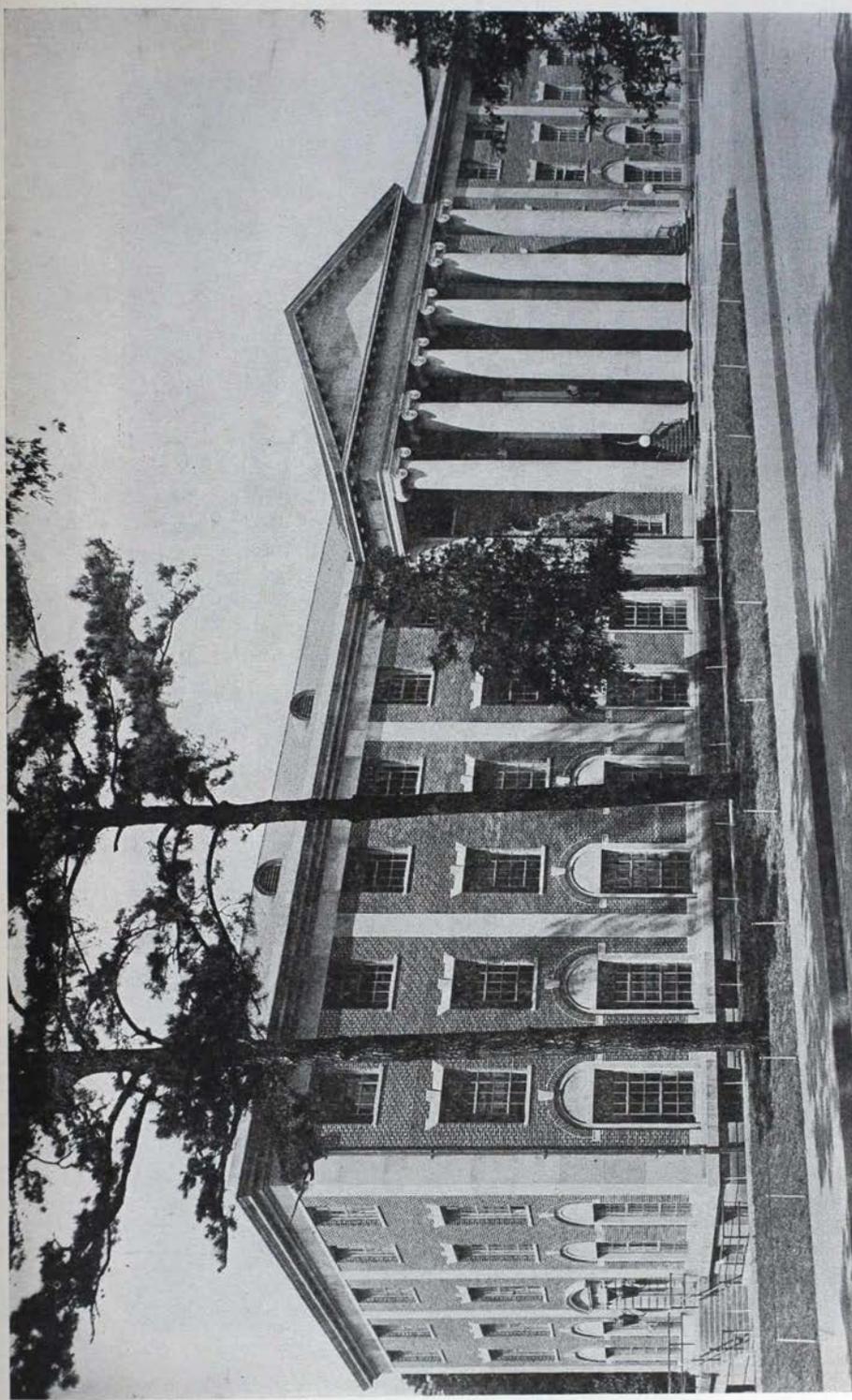
NEW YORK UNIVERSITY, NEW YORK, N. Y.
School of Commerce, Accounts and Finance Building



NORTHWESTERN UNIVERSITY, CHICAGO, ILL.
School of Commerce Building, Wieboldt Hall



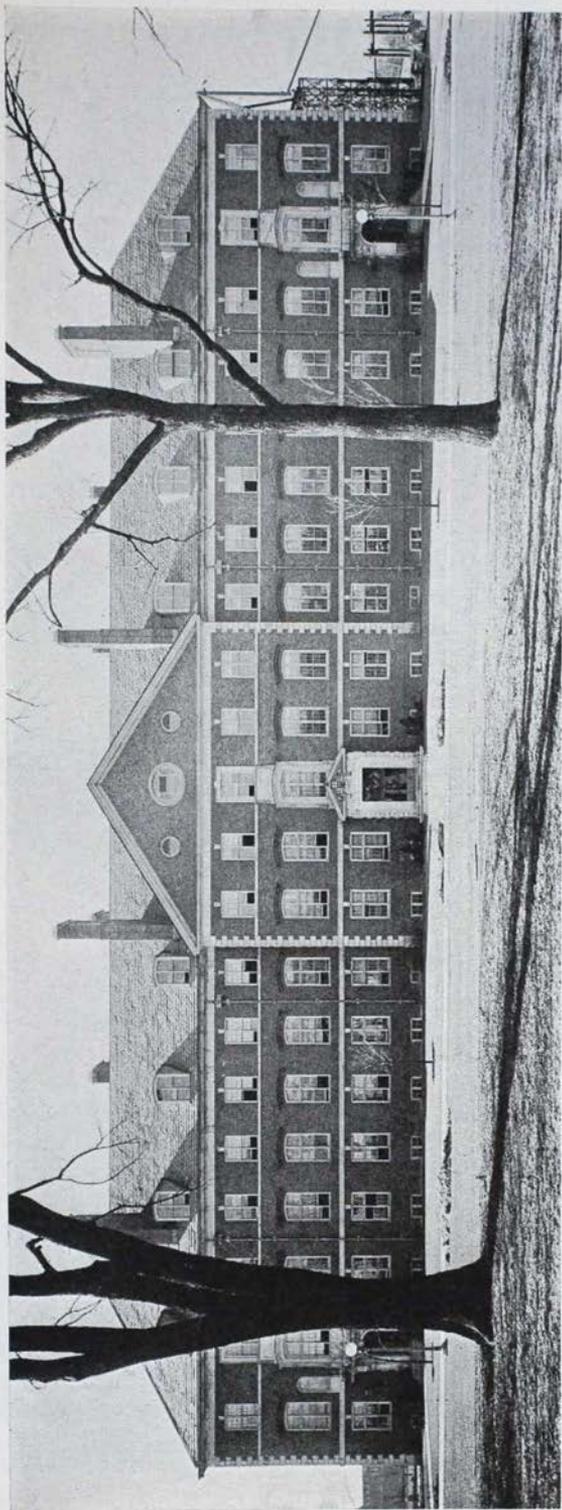
OHIO STATE UNIVERSITY, COLUMBUS, OHIO
College of Commerce and Administration Building



UNIVERSITY OF ALABAMA, TUSCALOOSA, ALA.
School of Commerce and Business Administration Building



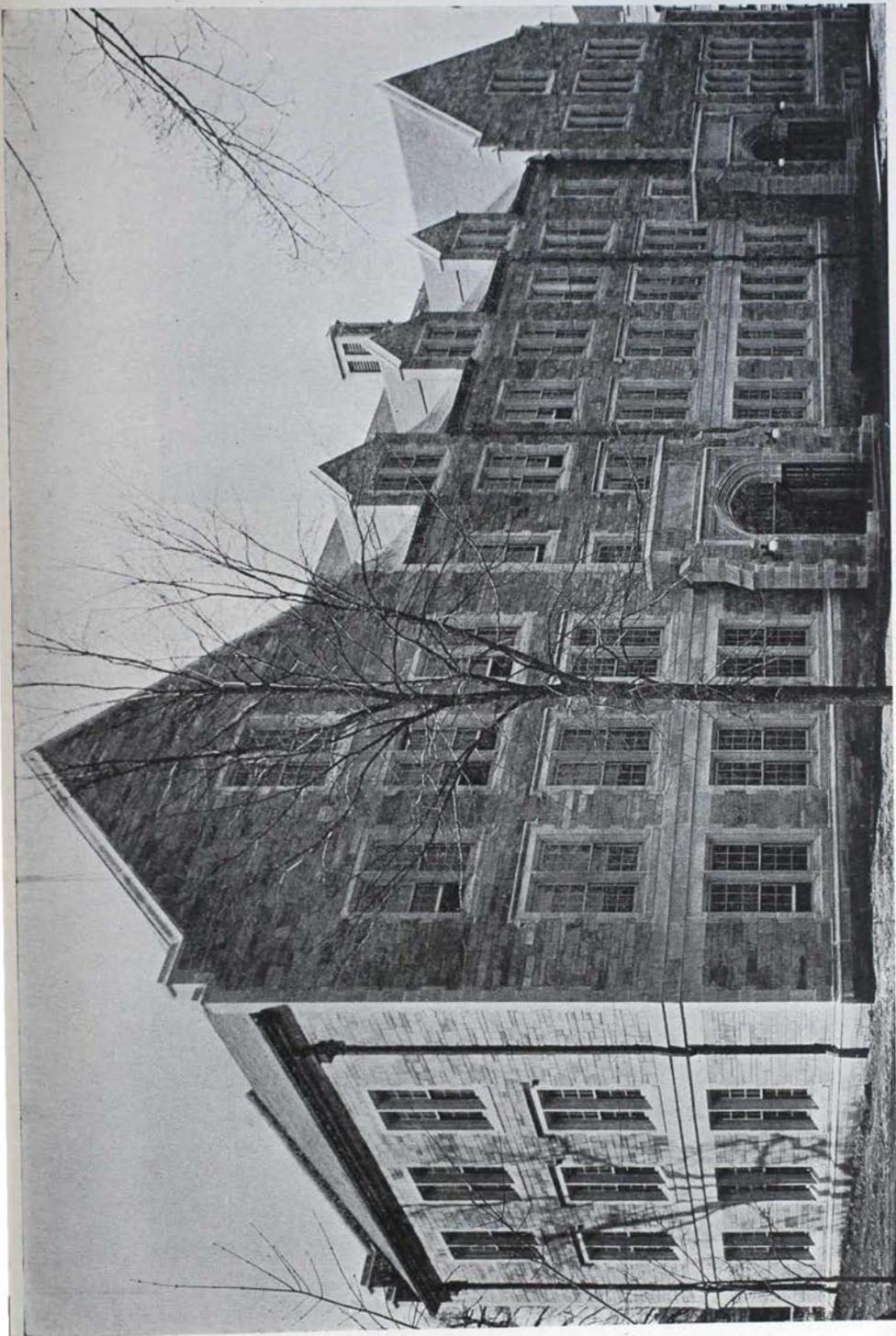
UNIVERSITY OF IOWA, IOWA CITY, IOWA
University Hall, Home of the College of Commerce



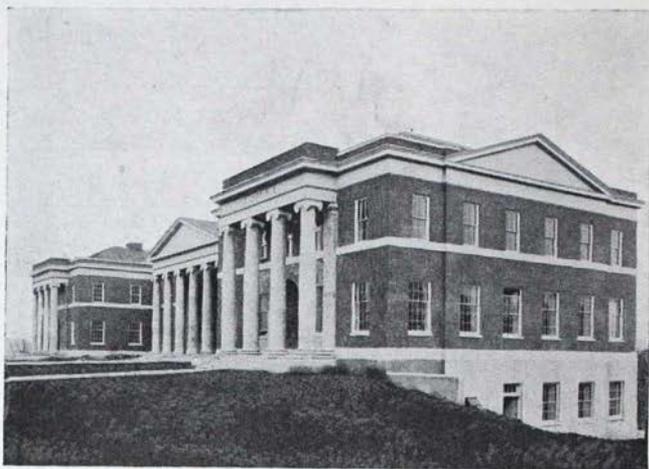
UNIVERSITY OF ILLINOIS, URBANA, ILLINOIS
College of Commerce Building



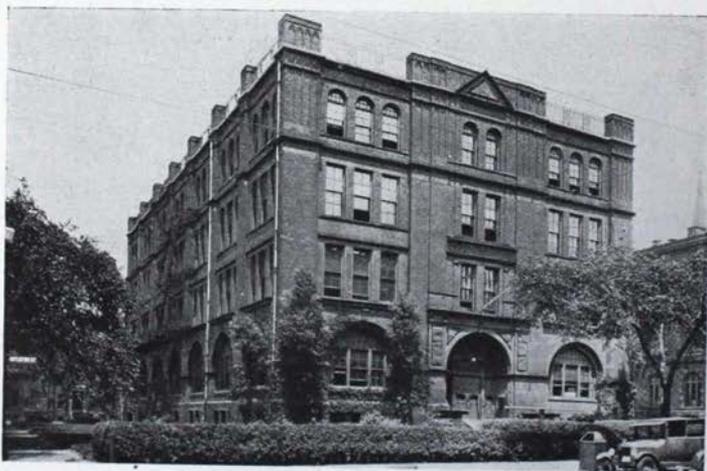
OREGON STATE AGRICULTURAL COLLEGE, CORVALLIS, OREGON
School of Commerce Building



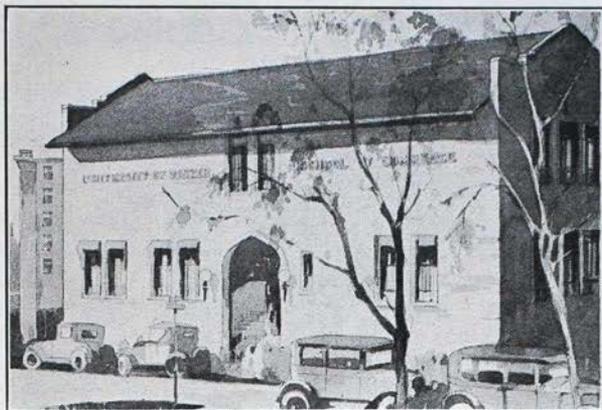
UNIVERSITY OF INDIANA, BLOOMINGTON, INDIANA
School of Commerce and Finance Building



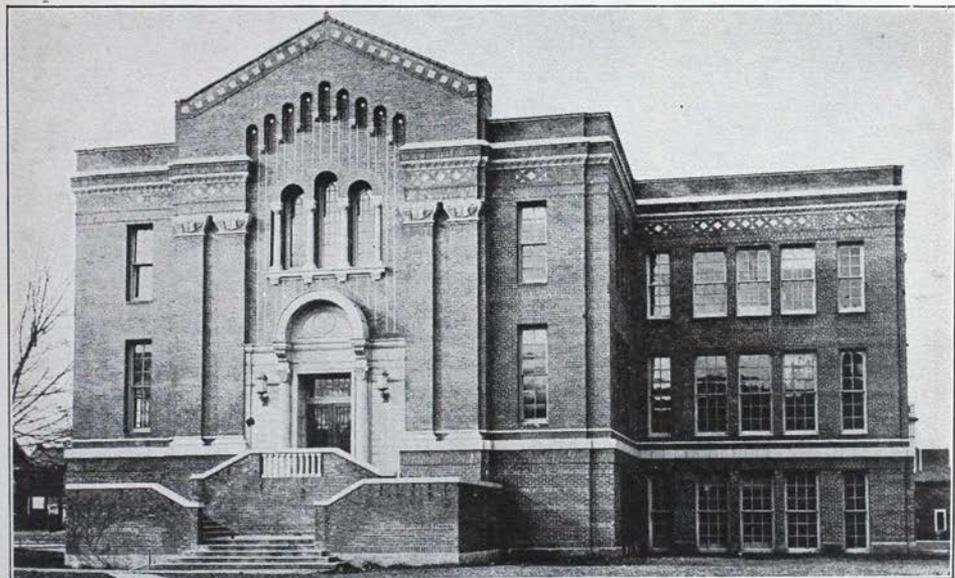
UNIVERSITY OF GEORGIA, ATHENS, GA.
School of Commerce Building



BOSTON UNIVERSITY, BOSTON, MASS.
College of Business Administration Building



UNIVERSITY OF DENVER, DENVER, COLORADO
School of Commerce, Accounts and Finance Building



UNIVERSITY OF OREGON, EUGENE, OREGON
School of Commerce Building

PROMINENT DELTASIGS

LEO S. ROWE, *Mu*

DURING recent months there has been much emphasis placed on the relations of United States and the Central and South American countries, and as a result, the activity of the Pan-American Union at Washington is continually in the limelight. The members of Delta Sigma Pi will be interested to know that one of our members is Director-General of the Pan-American Union, and has been since September, 1920.

Dr. Leo S. Rowe, *Mu*, was very much interested in the activities of the group of students at the School of Foreign Service of Georgetown University, Washington, D. C., who successfully petitioned Delta Sigma Pi in 1921, and being an honorary member of their local he was initiated as *Mu-1* into Delta Sigma Pi on June 8, 1921.

Brother Rowe was born at McGregor, Iowa, September 17, 1871. He attended the University of Pennsylvania, receiving his Ph.B. degree there, and his Ph.D. degree at the University of Halle in 1892. He was admitted to the bar, and was instructor in municipal government, 1895-96, assistant professor of political science 1896-1904, and head professor of political science, since 1904, at the University of Pennsylvania, until 1917. He was assistant secretary of the Treasury, 1917-1919; Chief of the Latin American Division, Department of State, 1919-1920, and in 1920 was made Director-General of the Pan-American Union. In 1921-1926 he was in charge of the Latin-American Round Table, Institute of Politics, Williamstown, Mass.; he was the United States delegate to the 5th International Conference of American States, Santiago, Chile, 1923; chairman of the United States delegation to the 3rd Pan-American Scientific Congress, Lima, Peru,

December, 1924, and was a member of the United States delegation to the 6th International Conference of American States, in 1928.

He has been president of the American Academy of Political and Social Science since 1902. He is a member of the National Historian Society of Argentina; the Mexican Geographic Society, the American Philos. Society, the American Political Science Association and the American International Law Association. He has written the following publications:

"Report of the United States Commission to Revise the Laws of Porto Rico," 1901, 2 vols.

"The United States and Porto Rico with special reference to the Problems Arising out of our contact with the Spanish-American Civilization," 1904, 1 vol.

"Problems of City Government," 1908.

"Problems Americanos, Conferencias," 1915.

"The Early Effects of the War upon the Finance, Commerce and Industry of Chile," 1918.

"The Early Effects of the War upon the Finance, Commerce and Industry of Peru," 1920.

"The Federal System of the Argentine Republic," 1921, Carnegie Institution of Washington.

He is a member of the following clubs: Chevy Chase, Metropolitan, and Cosmos, all of Washington; the Century (New York) and Racquet (Philadelphia).

WILLIAM A. RAWLES, *Alpha-Pi*

BROTHER RAWLES has been dean of the School of Commerce and Finance, Indiana University since 1920, and is one of the best known Deans throughout the field of commerce and business administration.



LEO S. ROWE, *Mu*

He received his A.B. degree at Indiana in 1884, his A.M. in 1895, and his Ph.D. at Columbia in 1903. He was a Fellow in Economics at Cornell, 1895-96. He served as principal of various high schools from 1884 to 1894; instructor in history and economics, Indiana University, 1894-98; assistant professor 1899-1902; assistant professor, political economy, 1902-1904; junior professor, 1904-1908, and was made professor of political economy and assistant dean of the College of Liberal Arts in 1908, which position he held until 1920, when he was elevated to dean of the College of Commerce and Finance.

Brother Rawles has been Secretary-Treasurer of the American Association of Collegiate Schools of Business since 1924. He is author of "The Government of the People of the State of Indiana," "Centralizing Tendencies in the Administration of Indiana" and various articles on taxation.

He is a member of the American Economic Association, American Political Science Association, American Association for Labor Legislation, National Municipal League, National Tax Association and the New York Academy of Political Science.

He is married, has four children, and resides at Bloomington, Indiana.

EZRA T. TOWNE, *Alpha-Mu*

ONE of the most active members of Delta Sigma Pi is Dr. Ezra T. Towne, *Alpha-Mu*, dean of the School of Commerce of the University of North Dakota since 1924, and a charter member of our *Alpha-Mu* chapter there.

Dean Towne was born at Waupun, Wis., in 1873, attended the University of Wisconsin, where he also did his graduate work, and received his Ph.D. degree at the University of Halle in 1903. He was professor of economics and political science at Carleton College, Northfield, Minn., from 1903-

1917, and he went to North Dakota as head of the department of economics and political science, and was made dean of their School of Commerce, when it was organized in 1924, which position he still holds.

He is a member of the American Economic Association, American Sociological Association, American Association for Labor Legislation, American Association for Agricultural Legislation, and others. He is a member of Phi Beta Kappa and Beta Gamma Sigma. He is the author of *The Organic Theory of Society*, 1903; *Social Problems*, 1916, and is editor of the quarterly journal of the University of North Dakota.

He is married, has three children, and resides at Grand Forks, N. D.



WILLIAM A. RAWLES, *Alpha-Pi*



EZRA T. TOWNE, *Alpha-Mu*

EMMETT E. SIMPSON, *Kappa*

A GAIN a member of Delta Sigma Pi has won the annual \$100 scholarship given to that senior who has the highest scholastic average for the preceding three years, and who has also participated actively in department activities of the School of Commerce of Georgia School of Technology at Atlanta, Georgia. Emmett E. Simpson, *Kappa*, present Scribe of Kappa Chapter, received the award at the School of Commerce banquet held in November, 1928, with an average of 85.26.

Brother Simpson was initiated into *Kappa* Chapter in 1927, and in addition to his activity in fraternity affairs is one of the most popular students in the School of Commerce, was secretary of the Venetian Club, and has been active in other departmental organizations. He graduates in June, 1929.

This award is made annually by one of the leading industrial corporations in Atlanta, and was won by another member of *Kappa* Chapter a year ago.

KARL D. REYER, *Nu*

THE unique distinction of having been instrumental in the organization of two local groups to petition Delta Sigma Pi and actively supporting the work and activities of several others, is the record of Karl D. Reyer, *Nu*.

Brother Reyer was initiated as an undergraduate into *Nu* chapter in 1922; received his B.S. in business administration from Ohio State in 1923, his M.A. in 1925. He is now working for his Ph.D., and his thesis "Collective Buying" will be published by the Bureau of Business Research of Ohio State University. He was an instructor at Ohio University, 1924-25, assistant professor, 1925-27, and acted as a special investigator for the Ohio State University Bureau of Business Research in the summer of 1927. He substituted for Professor N. W. Barnes at Chicago, Northwestern and DePaul during Professor Barnes' leave of absence in 1927-1928, and is now assistant professor of business correspondence, marketing and ad-

vertising at Wittenberg College, Springfield, Ohio.

While at Ohio University and the University of Chicago he was instrumental in assisting in the completion of the local organizations that successfully petitioned Delta Sigma Pi, and which are now *Alpha-Omicron* and *Alpha-Psi* chapters. He is chairman of our national committee on Ritual, Regalia and Insignia; also district deputy of District IV of the Central Province of the fraternity. He has been one of our most active, loyal and interested national workers and now has charge of our four chapters in the state of Ohio.

Brother Reyer won his major "O" at Ohio State, and was also elected to Beta Gamma Sigma. He is a member of the National Association of Teachers of Marketing and Advertising, and the American Management Association. He was a member of the educational committee of the Direct Mail Advertising Association, 1927-1928. He is married, has two children, and resides in Springfield, Ohio.

KARL D. REYER, *Nu*EMMETT E. SIMPSON, *Kappa*

HISTORIES NEVER TOLD

Written by HAROLD J. POTTER, Ξ
with the best of intentions

NOTE: From time to time this alleged department has been disclosing the absolutely untrue histories of some of the men who are making Delta Sigma Pi more than just a Greek symbol.

HERBERT W. WEHE, *Lambda*
Member, Board of Directors

"Who's Who" records but little of Brother Wehe's early life, except a human incident that occurred when Herbie was about twelve years young. The Wehe family, a peaceful group, decided to take a trip to Paris. Hurried arrangements quickly brought the sailing day. Shortly after leaving the Port of Prohibition the works of King Neptune were inwardly noticeable, for the shining sea was decidedly turbulent and the family found eating very difficult, . . . all except little Herbie, who delighted in tormenting his seasick sister. Finally his sister Sue spoke up, "Father, I wi-wi-wish you'd speak to Herbie."

Father stirred feebly, gulped a couple of times, hung his head and whispered, "Howdy, Herbie."

The ship's physician ordered the family to a diet of sea food and Herbie suggested sponge cake.

Finally, after the trip by rail, they landed. A pre-arranged airplane trip soon brought them to Paris, the city with a green complex. After settling in one of the residential districts the family's love for Paris caused them to decide to permanently locate there, at least until Herbie could be graduated on the drinking glass in some noted foreign college. Foreign universities have many advantages, for example, at Harvard every year it has as an annual event a bottle day when empty gin and beer containers are hurled from the dorm windows. At Paris, however, no particular day is set aside for this transparent sport.

Several years passed, as the movie titles would record, and a French flapper entered Herbie's life. A flapper in Paris is known

by the milkmen she meets. This girl had the most delightful musical gurgle, but it took a lot more than 4.4 to make it work. She was, however, decidedly dumb, as was indicated when she expressed herself as thinking that a track meet was a railroad crossing.

Herbie took this popular Parisian to one of those fashionable teas where every one tried to outdo everyone else. She had never been outside of Paris and neither had Herbie. So both were recounting their world-wide experiences. "And, India, Ah! intriguing India! Never shall forget Turkey, Japan, Australia, . . . all of them. And most of all, China, the celestial Kingdom!" Herbie's chest measurement increased by inches at his own eloquence. "China! How I do adore it!" She held her ground. "And the pagodas, did you see them?" asked Herbie. "Did I see them!" she waxed her lovely lips, "My, dear, I had dinner with them!"

A few days after this dinner dilemma, the couple agreed to part their companionship. It seemed that Herbie had invited her to the stadium to see the cross-country team and when she asked why the angry farmers were organized, he decided that he'd return to America, to the West, where the women are tried and found willing. The deciding factor in his case was the inspiring statement of the molecule when it said "Up and atom!"

On the return trip he was introduced to Dr. I. M. Anexplorer, who had just returned from a three-year existence on an African desert. During the conversation Herbie asked, "How did you keep from starving to

death?" "Oh," replied the Dr., "there were enough provisions in my life insurance policy to keep me alive." (Did you ever read yours?) On his arrival he found the United States had gone arid, at least on the books, and fashions for headgears to derbies. After seeing these hats on every type of masculine pate he decided that the derby looks best on the slide trombone.

Thinking of headgear caused Herbie to decide to attend Notre Dame because he liked football and wanted to study geography on the schedule. To get sufficient funds for this project Herbie worked in a newspaper office as solicitor. The only amusing incident in this experience happened during his first week when he approached an advertiser. "You advertised yesterday for a night watchman," said Herbie, "did you get any results?" "Well," said the advertiser, "my place was robbed last night."

Two years later Herbie went to Chicago, the city with a slogan, "Here today and gun tomorrow."

With the influence of The Central Office Herbie entered the University of Chicago and to celebrate his luck he arranged a dance date.

(Shift scenes to dance.)

Soft lights gave a fairy-like touch to the occasion, . . . swaying couples drifted, . . . mystic music rose and fell in a plaintive entreaty, . . . the goil looked up into his face expectantly.

Have you heard about the Scotchman who was building a house and telephoned the Masonic Temple for a couple of Free Masons?

"Well, I think I'll put the motion before the house," said the chorus girl as she danced out on the stage.

"My husband certainly is fond of children."

"Why do you say that?"

"Last night he was talking in his sleep and he said, 'Come on, baby, and kiss your sweet papa!'"

A British bishop is reputed to have been considerably upset when he received the following note from the vicar of a village in his diocese.

"Did I understand you to say that you are taking wood-carving of Professor Head?" "You certainly did," replied Herbie, "and of all the dumb knobs that fellow Head certainly takes the derby." "Sir, do you realize who I am?" she tersely retorted. "Why, no, can't say that I do." "Well, I want you to understand that I am Emma Bone Head, Professor Head's daughter." "Well," followed Herbie, "all I can say is that life played you a dirty trick. Do you know who I am?" "No," said Emma. "Thank goodness" sighed Herbie who needed all the counts he could get.

But this incident only evolved a romance and soon Herbie approached the Professor Head for his daughter's hand. "The man who gets my daughter," said the Professor, "will get a prize." "May I see it, please?" hooted Herbie.

And in due time they were married and like a big collar man Herbie took his bride to Great Neck. Marriage finishes any man and should rightly mark the finale of this rabid raving, with a plea for tolerance.

MORAL: The Department of Agriculture is responsible for our wayward youths. Once a man sowed his wild oats and reaped a grain of wisdom. Now he rotates his crops and gets rice every other year.

(Personal to Herbie: Forgive me, old top, and recall the pleasant memories of installation of Alpha Kappa Chapter at the University of Buffalo.—H. J. P.)

"My Lord—I regret to inform you of the death of my wife. Can you possibly send me a substitute for the week-end?"

Counter Salesman—Yes, sir, and what is your pleasure?

Mr. Bean—Drinking and necking, sir, but just now I'd like to buy a shirt.

He—Do you care for dancing?

She—No.

He—Why not?

She—It's merely hugging set to music.

He—Well, what is there about that you don't like?

She—The music.

He—I think contrasting colors are very effective. For instance, that combination you are wearing—

She—Sir!

He—Pardon me, is that a slip?

NEW BUSINESS BOOKS

ANALYSIS OF RAILROAD SECURITIES

BY JULES I. BOGEN

Financial Editor, *New York Journal of Commerce*

Even though you are not specifically engaged in transportation this text will be of much interest to anyone interested in widening his knowledge of the affairs of modern business, of which our railroads are an important factor. This book deals with modern conditions. While it is primarily written for those interested in analyzing railroad securities, it is interesting and instructive reading.

Historically, the industrial revolution is unthinkable without the railway, and the strategic importance of the railway in our economic life has not declined with the years. Rather it has grown to a point where the stoppage of railway service for even a short period of time results in widespread disintegration and an all but complete inability of the industrial plant to function. The new order in the railroad industry, introduced in 1920, has wrought numerous revolutionary changes. Three stand out as of importance to the student of security values: (1) the fair return provision of the law and all that it implies in fixing the earning power of the railroads; (2) the control over railroad finance by the Interstate Commerce Commission; and (3) the changed economic position of the carriers brought about by motor vehicle competition. Part I of this book is devoted to an extended treatment of these new factors.

Part II is an analysis of the basic features of the railroad enterprise, and Part III covers the financial side of railroad security analysis.

Published by *The Ronald Press Company*
449 pp. Price \$6.00

MARKETING AND ADVERTISING

BY FLOYD L. VAUGHAN

Professor of Economics, University of Oklahoma

The typical treatise on marketing and advertising takes the individualistic point of view. It presents the methods and policies and the practices and schemes by which

goods pass from the producer to the consumer. Its purpose is pecuniary—to show the advantages and disadvantages of this and that part of the system of marketing and thus to indicate the means of making more money in business. In some instances, notably when advertising is under consideration, an acquisitive spirit of the crudest sort manifests itself, as shown particularly in the explanation of the psychological appeals and related technique by which the prospective purchaser may become the victim of the seller. Very rarely do the writers make any distinction between the production and the distribution of wealth as those terms are used in economics, and they give little or no attention to the increasing proportion of the consumer's dollar which goes to marketing expense.

The author of this book endeavors to rectify these shortcomings. Marketing and advertising is appraised from the social or public standpoint; the individualistic or pecuniary point of view does not suffice because it often conflicts with public welfare.

A valuable book and one that any business man can read with profit.

Published by *the Princeton University Press*
255 pp. Price \$2.50

MY LIFE IN ADVERTISING

BY CLAUDE C. HOPKINS

One of the most interesting business stories ever published. Mr. Hopkins is one of the authorities in the field of advertising, and while this book deals primarily with his experiences in that field, it is a remarkable story of American business success. By all means read this book!

Published by *Harper & Brothers.* 206 pp.
Price \$3.00

INFLUENCING MEN IN BUSINESS

BY BROTHER WALTER DILL SCOTT, *Beta*
AND DELTON T. HOWARD

Everyone in business or professional life has to deal with other people, to win them, to persuade them. Those who have been

most successful have understood the principles of psychology, though they may never have formulated them definitely. Success in business is largely dependent upon ability to influence men.

This is a book that everyone should have in his library, and a book that can be read frequently with continued interest and profit. It will be of material help to you in making that success in business you are striving for.

Published by The Ronald Press Company
167 pp. *Price \$2.50*

ACCOUNTING REPORTS IN BUSINESS
MANAGEMENT

By HOMER E. GREGORY
Head of the Accounting Department,
University of Washington

This volume deals with analyzing the balance sheet, the profit and loss and other operating statements of a business from the internal or managerial point of view, and in general with the control of its finances and operations by means of various standards, measurements and records, including not only statement analysis, but such devices as standard costs and budgets.

It contains many valuable form and report specimens, and is a book that every one

interested in managerial or accounting matters should read.

Published by The Ronald Press Company
445 pp. *Price \$5.00*

PURCHASING

By W. N. MITCHELL
Instructor in Production Control, University
of Chicago

An excellent treatise on all phases of purchasing and its control. Many valuable illustrations, forms and procedures are included. A book that all interested in purchasing or managerial problems can read with profit.

Published by The Ronald Press Company
385 pp. *Price \$4.50*

ESSENTIALS OF COST ACCOUNTING

By BROTHER L. CLEVELAND AMIDON, Alpha
AND THEODORE LANG

An excellent text on the essentials of cost accounting, addressed to the average student beginning the subject, who must be introduced to the subject matter gradually. In general, the aim has been to inculcate in the student the fundamentals of the subject, and to create the necessary background he will later need when he becomes engaged in practice in the cost accounting field.

Published by The Ronald Press Company
383 pp. *Price \$5.00*

AMONG THE GREEKS

GROWTH OF THE GREEKS

New chapters recently announced are:

Professional

Alpha Zeta (agricultural) at Louisville and Pennsylvania

Alpha Chi Sigma (chemical) at Arkansas, Maryland, Michigan State and Tulane

Alpha Kappa Psi (commerce) at Chicago and Arkansas

Alpha Omega (dental) at Illinois and Western Reserve

Chi Epsilon (civil engineering) at Penn State

Delta Theta Phi (legal) at Detroit, Mercer, St. John's and Southern Methodist

Eta Kappa Nu (engineering) at Texas

Phi Alpha Delta (legal) at Mercer

Phi Beta Pi (medical) at Tennessee

Phi Delta Phi (legal) at Louisiana State, Mississippi and South Carolina

Pi Delta Epsilon (journalistic) at Denison

Sigma Delta Kappa (legal) at Louisville, Tennessee and St. John's

Social

Alpha Delta Alpha at Hanover and Simpson

Alpha Epsilon Pi at Ohio State and R. I. State

Alpha Kappa Pi at Columbia, Coe and South Carolina Presbyterian

Beta Kappa at Wabash

Beta Psi at Middlebury

Delta Chi at DePaul

Delta Sigma Phi at Oregon State

Delta Tau Delta at Duke

Delta Upsilon at Johns Hopkins

Kappa Delta Rho at LaFayette and Butler

Kappa Sigma at Franklin and Marshall, Utah, South Carolina (revived) and Case (revived)

Lambda Chi Alpha at Nevada

Phi Alpha at West Virginia, North Carolina and Tennessee

Phi Beta Delta at Alabama and South Carolina

Phi Epsilon Pi at South Carolina

Phi Delta Theta at Davidson

Phi Kappa at Ohio Wesleyan and Bucknell

Phi Kappa Tau at Iowa and Ohio Wesleyan

Phi Pi Phi at South Carolina

Phi Sigma Delta at Vermont

Phi Sigma Sigma at Long Island

Pi Kappa Alpha at South Carolina (revived) and Montana State

Pi Kappa Phi at Polytechnic Institute of Brooklyn

Sigma Alpha Epsilon at Drake, Vermont, R. I. State, and California and Los Angeles

Sigma Delta Rho at Ohio

Sigma Chi at Connecticut Wesleyan

Sigma Nu at South Carolina (revived)

Sigma Phi Epsilon at Southern California and Mississippi

Sigma Phi Sigma at Brown and Washington

Theta Chi at Syracuse

Theta Kappa Nu at Georgetown, California and Colby

Theta Nu Epsilon at Ohio State, DePaul, Illinois, Coe and Louisville

Theta Xi at California at Los Angeles

Triangle at Missouri Mines

Professional (Women's)

Delta Omicron (music) at Ohio State and Nebraska

Mu Phi Epsilon (music) at Missouri

Phi Delta Delta (legal) at Loyola, St. Vincents and South Dakota

Phi Delta Pi (physical education) at Ohio

Pi Lambda Theta (educational) at Arizona

Sororities

Alpha Delta Pi at South Carolina

Alpha Delta Theta at Brenau

Alpha Omicron Pi at Florida State College for Women

Alpha Phi at Idaho and Manitoba

Chi Omega at Charleston, Queens, and South Carolina

Delta Gamma at British Columbia

Delta Zeta at Pennsylvania, Louisville, R. I. State and Utah
 Gamma Phi Beta at British Columbia and Rollins
 Kappa Delta at Louisville
 Kappa Kappa Gamma at Montana
 Lambda Omega at California at Los Angeles and Northwestern
 Phi Omega Pi at Oklahoma A. & M.
 Pi Beta Phi at Monmouth
 Sigma Kappa at Oregon and North Dakota

A SERIOUS MISSION

The professional fraternity has always had a more serious mission than to merely offer social activities to the undergraduate. We believe it involves the entire life of our members from the development of a professional spirit among undergraduates, through the stages wherein we supplement our schools by the encouragement of high scholarship, into the field of active practice where our standards may be carried to aid in raising those of the profession as a whole.

To such extent as possible, the mere knowledge that the practitioner is a fraternity trained man should be at once a guarantee of his steadfastness and worth, integrity, and character. It should make him eligible to fill any position within his profession and create a demand for his services because of his efficiency, thoroughness and superiority—services always rendered with credit to his fraternity, to his client and to himself.

—*The Archi* of Alpha Rho Chi.

The proposed merger of Tau Beta Pi and Sigma Tau, professional engineering fraternities, was abandoned when, at the recent convention of Tau Beta Pi, delegates voted against it. At the same convention Tau Beta Pi adopted a fellowship plan and will be able, with the funds available, to provide at least three fellowships the first year. The object of the plan is to lend tangible encouragement to the furtherance of graduate study so as to provide better trained men in engineering, practice, teaching and research.

The nine oldest local fraternities in this country are Alpha Sigma Phi, 1857, Norwich University; Berzelius, 1848, Yale; Delta Psi, 1850, University of Vermont; Kappa Gamma Chi, 1868, St. Stephens Col-

lege; Kappa Kappa Kappa, 1842, Dartmouth; Lambda Iota, 1836, University of Vermont; Phi Nu Theta, 1837, Wesleyan; Pi Eta, 1866, Harvard; and Phi Delta, 1873, Michigan Agricultural College.

The Magazine of Sigma Chi reports that nine brothers from the Leavell family are members of the chapter at the University of Mississippi. This is hailed as a record.

When a member of Phi Kappa Psi is elected to membership in Phi Beta Kappa, Tau Beta Pi, Sigma Xi, or The Order of the Coif, the executive council of Phi Kappa Psi presents him with the emblem of the group to which he has been elected.

When a chapter correspondent of Alpha Chi Rho fails to submit a letter for the fraternity's national magazine his office is automatically declared vacant by the national council.

WHERE YOUR VOTES COUNT THE MOST

Who is to lead your chapter next year? That is a question that must be decided soon. In some ways it is the most important decision that will be made by your chapter, important not only in relation to next year, but to the entire future of your chapter, and, to a more limited extent, to your Fraternity.

What will be the basis that you as an individual member of your chapter will use in making your selections? Will it be friendship for the individual? personal prejudice? consideration of past service to the chapter? prominence on the campus? or genuine ability? Consider the problem as if you were voting for a director of a company in which you had invested practically all of your financial resources. Add to that consideration the feeling that you are placing your personal reputation—as you are to a certain degree—in the hands of the officers. Remember always that the best interests of your chapter are at stake every time an election is held. Vote for the member you like the least if you feel that his service will be the most valuable for the chapter.

For the president of your chapter you need your best executive. And what is a

good executive? First, he must have a thoroughgoing sense of responsibility; he should be even-tempered, but forceful; business-like, but courteous; firm, but fair; courageous, but considerate. He should delegate duties to the various members of the chapter, but constantly check up on those members to see that the duties are performed.

The secretary of a chapter should have promptness as an outstanding characteristic. Above all things else, he must be courteous and dignified. The letters he writes in carrying on the activities of his office do more than any one thing to give the chapter a desirable reputation. A single flippant or discourteous letter will often do immeasurable harm. If it is not too much to expect, he should also write with reasonable accuracy as far as spelling, sentence structure, and punctuation are concerned.

As the selection of the treasurer is left to the alumni trustees under the Theta Chi Finance Plan, the chapter is relieved of a great responsibility, because the wrong kind of a treasurer can do more than any one other officer to wreck a chapter in a single year.

Of equal importance to the secretary is the historian, and he should be selected with special reference to his interest in fraternity affairs and the preservation of a complete record of the chapter's activities. If, in addition, he is to be the correspondent for *The Rattle*, he needs to write well and to have a good sense for news. Also he must be reliable if the chapter is to be properly represented.

Other offices should be filled with the men who will perform the various duties in a way that will add the efficiency and well being of the chapter. Careful thought and impartial choice will give to your chapter a corps of officers that will strengthen your organization.

—*The Rattle* of Theta Chi.

GOOD ADVICE

Our fraternity expects every man to measure up to the highest standards of the community in which he lives. While in college we expect you to be the best example of the college man; when in business we expect you to become the best example of the modern business man. There are certain guides for your development.

1. You must first develop the powers of thinking, reasoning, and understanding. Al-

ways bear in mind the prime purpose of your attendance at college, not so much to store up knowledge in your brain cells, but rather to develop the thought process, and understanding appreciation of life, and such reasoning ability that will make you a fit member of society.

2. You must be a man of character; possessing high standards of morals, and living up to these standards. Character is its own vindication; on every hand executives seek men of character. It is one thing to possess a high moral code, it is another thing to live up to this code; your development will come through living.

3. You must be democratic, broadminded, clean and Christian; a good judge of human nature, a good mixer, one who shows tact and diplomacy in dealing with fellow men. These things are clearly understood by the youngest of us; no one likes a snob, and he cannot be satisfied with himself for long. The development of these qualities now will go a long way toward success later on; men higher up will always keep an eye on the men redolent with these qualities.

4. You must be ready to meet your obligations. Financial ability is not so much the amount of money one has or doesn't have, but rather, his willingness to meet his obligations promptly. I know people with very little of this world's goods with a higher credit rating than some so called wealthy people. This matter goes further than mere financial obligations, it includes social obligations; you should never accept hospitality that you would not gladly repay.

5. You must play fair at all times and do to others as you would like to have them do to you. This is merely another statement of the Golden Rule; civic organizations everywhere recognize the value of the practice of the golden rule in the daily grind of business.

6. You must have faith and confidence in yourself and those around you. Confidence begets confidence, and no one will think more highly of you than you, without egotism, think of yourself. Believe in yourself and in your fellowmen and much will be accomplished.

7. You must take particular notice to the little things in life and in this way develop yourself so that you will be able to handle larger problems that will appear before you in later life. In other words, "He that is master over a few shall be made ruler over many." Do your task well, however small or

insignificant it may seem, for tomorrow will be another story if you have done well the things of today.

—*The Carnation* of Delta Sigma Phi.

WE ALL HAVE THEM

Page upon page in the magazines of the fraternities has been devoted to the eminent members whose service to the respective brotherhoods has been a bright page in the chronicles of the Greek-letter societies. Yet there is a certain class of members that has been sadly neglected. It is purposed here and now to give these neglected ones the mention they so richly merit, not, however, because their lights have been hidden under bushels!

Let it be borne strictly in mind that those who are about to have the limelight cast upon them are not wholly indigenous to Phi Gamma Delta; we must be unselfish enough to share them with our esteemed friends and allies of other signs and symbols. The line forms on the right, men: step up and meet these famous fraters:

The individual who really does not want an answer when he asks, "What can I do for the fraternity?"

The bird who will not pay his graduate chapter dues, but who wins the chapter's golf tournament prize and accepts it.

The belly member who eats pig at the annual dinner and believes that that discharges his fraternal obligations for the year.

The oracle who does not subscribe to his fraternity magazine, yet loves to spread misinformation about the brotherhood to any undergraduate audience he can obtain.

The fireside flea who is president of the college in everything but title.

The politician who is a red-hot fraternity man until after election day.

The graduate chapter secretary who collects annual dues from every member except himself.

The dead-beat alumnus who makes a noise on every fraternity subject save the payment of his bill for room and board.

The subscriber in arrears who uses the self-addressed renewal envelope to send in a personal item about himself and fails to inclose the renewal check.

The psychological moment contributor who pledges the same \$100 perennially but

who never reaches the psychological moment of payment.

The swain who mates over the chapter house telephone.

And there are others.

—*The Phi Gamma Delta*.

According to figures published in *The Record* of Sigma Alpha Epsilon thirty-two new chapters were chartered by the twenty largest social fraternities during the past year. Kappa Sigma heads the list with 105 active chapters. Delta Sigma Phi chartered eight groups during the year, Kappa Alpha (South) five, Alpha Tau Omega and Kappa Sigma three each, while Delta Upsilon, Pi Kappa Alpha and Phi Kappa Sigma chartered two locals each. The total number of active chapters of the many social fraternities is as follows:

Kappa Sigma	105
Sigma Alpha Epsilon	100
Phi Delta Theta	96
Sigma Nu	93
Alpha Tau Omega	90
Sigma Chi	87
Beta Theta Pi	85
Lambda Chi Alpha	76
Delta Tau Delta	75
Pi Kappa Alpha	72
Phi Gamma Delta	69
Kappa Alpha (S)	65
Sigma Phi Epsilon	55
Delta Upsilon	52
Phi Kappa Psi	50
Delta Sigma Phi	50
Phi Sigma Kappa	47
Delta Kappa Epsilon	46
Theta Chi	44
Theta Kappa Nu	42
Phi Kappa Sigma	35
Pi Kappa Phi.....	34
Delta Chi	34
Acacia	33
Phi Kappa Tau	33
Zeta Beta Tau	33
Sigma Alpha Mu	33
Alpha Gamma Rho	31
Alpha Sigma Phi	30
Chi Phi	29
Zeta Psi	29
Tau Kappa Epsilon	28
Alpha Delta Phi	27
Tau Epsilon Phi	27
Theta Xi	27
Psi Upsilon	26
Sigma Pi	25
Chi Psi	24

Phi Epsilon Pi	24
Beta Kappa	23
Alpha Chi Rho	22
Phi Alpha	21
Phi Kappa	21
Phi Sigma Delta	18
Pi Lambda Phi	16
Kappa Nu	16
Delta Phi	15
Phi Pi Phi	15
Sigma Phi Sigma	15
Alpha Epsilon Pi	13
Theta Upsilon Omega	12
Sigma Phi	10
Delta Psi	8
Kappa Alpha Society	8
Alpha Kappa Lambda	6

And here is the number of active chapters of the sororities:

Chi Omega	78
Pi Beta Phi	74
Delta Delta Delta	71
Kappa Delta	62
Kappa Kappa Gamma	56
Kappa Alpha Theta	56
Zeta Tau Alpha	54
Phi Mu	52
Alpha Chi Omega	50
Delta Zeta	49
Alpha Delta Pi	48
Alpha Xi Delta	45
Delta Gamma	42
Sigma Kappa	41
Alpha Gamma Delta	38
Alpha Omicron Pi	34
Gamma Phi Beta	34
Alpha Phi	28
Beta Phi Alpha	17
Alpha Delta Theta	14

SCHOLARSHIP POLICY IN ACTIVE CHAPTERS

There are some chapters in all fraternities which have thrown obstacles in the path of good scholarship of their members. Not consciously, as a rule, just unthinkingly. Under the new scholarship policy these chapters are caused to feel the penalty of the misadventures of their individuals. If they fail to do creditable work, notwithstanding only a portion of the membership be responsible, that failure is charged to the chapter as a whole and its social privileges denied until it has brought its average up to the average of all men in the institution. A hardship on the chapter, yes, but

the responsibilities of the member and his chapter are mutual and reciprocal. It is the only means of enlisting the effective aid of the chapter in dealing with indifferent individuals.

—*Sigma Phi Epsilon Journal.*

Phi Gamma Delta has purchased a triangular lot at the junction of Sixteenth Street, U Street, and New Hampshire Avenue, Washington, D. C., known as the Avenue of The Presidents, where they will erect headquarters. The building is to be known as the Phi Gamma Delta Temple.

Kappa Delta dedicated a bench and sundial on the campus of the State Teachers College, Farmville, Va., June 4 as a memorial to its founders.

Alpha Sigma Phi claims the oldest living fraternity man, George Sumner Grosvenor, Amherst '55, and initiated into Alpha Sigma Phi that year. He is 97 years of age, and now resides in Geneva, Switzerland.

Fifteen hundred members of Sigma Nu have paid \$50 in full for a Life Membership in the fraternity. This money is placed in an endowment fund.

THE OBLIGATION OF COLLEGE MEN

By HERBERT HOOVER
President of the United States

All the things we hope for in the future must take their root in our educational institutions. . . . We must depend largely upon the endowed colleges and universities for the standards of education in America. Our state institutions are over-burdened with numbers; their support from taxation is unable to keep pace with educational demand; they cannot initiate the new, fundamental things that are necessary for the maintenance and advancement of standards. The inspiration and lifting up of public opinion which in turn will support the state universities on all these questions must receive contributions from the independent colleges.

We have an obligation to our individual Alma Mater of at least a minimum equal to the amount that the institution has expended upon us. That obligation is even

greater because we each incurred it at a time when we could not then individually afford to repay. It was an advance to each of us on honor that we should support the institution that has enabled us to take greater and more important positions in the world, to do more effective work than we could have otherwise accomplished. This expenditure of money should be returned for the education of those who follow us. Unless we do so we have prejudiced the opportunities of some one in our country to attain the opportunities that have been given us. If we could inculcate this spirit of obligation amongst the men who have left our universities the financial problems of our colleges and universities would be solved.

S M I L E S

"You had no business kissing her."
"I know it. It's a pleasure."

—Annapolis Log.

Prima: "Don't you hate crowds?"

Donna: "Do I? At the last football game I fainted and had to walk three miles before I could fall down."

—Ohio State Sun Dial.

Oscar: "Have you another one of those cigars you gave me yesterday?"

Henry: "Yes. Do you want one?"

Oscar: "Thanks. I'm trying to break my little brother of smoking."

"How about giving Jennie a bar pin for her birthday?"

"My goodness, no! She just joined the Anti-saloon League last week."

—Ohio State Sun Dial.

First Freshman: "He's got a good line of wisecracks, hasn't he?"

Second Freshman: "Yes, he's read every Ford in town."

—Life.

Gwen: "May I ask you how you got such a well developed pair of arms?"

Clark: "Playing basketball. And may I ask you if you ever went out for track?"

—Nebraska Augwan.

"Could you tell me the way to Recitation Hall?"

"Sorry, but I'm just a student here too."

—Columbia Jester.

He: "I passed your house last night."

She: "Thanks."

—Black and Blue Jay.

"Why on earth did Dave go Alpha Chi Rho?"

"His girl wanted their pin for a radiator ornament for her car."

—Illinois Siren.

"What's your real name?"

"Georgiana."

"What's your pet name?"

"Mother says I'm too young for that."

—Ghost.

"Do you say your hens 'sit' or 'set'?" asked the precise pedagogue of the busy housewife.

"It never matters to me what I say," was the quick reply. "What concerns me is to learn, when I hear the hen cackling, whether she is laying or lying."

—Trident of Delta Delta Delta.

A Scotchman, learning that a certain doctor charged \$10 for the first visit and \$5.00 for each succeeding visit, remembered a story he had read some time back and decided to try it out.

He breezed into the doctor's office and smiled happily.

"Hello, doctor," he cried. "Here I am again."

The doctor looked at him. Maybe he had heard the story, too.

"Here again?" he repeated. "I don't think I remember you."

The Scot nodded vigorously.

"You must," he cried, "I was in just two weeks ago and paid you \$10 for my first visit."

The doctor looked long and hard. Then he suddenly smiled.

"O, yes," he chirped cheerfully, "now I recall. You're looking better, too. Just continue with the same prescription I gave you then."

WITH THE ALUMNI

ATLANTA

The campaign for more members of our alumni club in Atlanta is still raging. Any brother who is in hearing distance of this letter and who is not a member of our alumni club is urged to join immediately.

Regular weekly luncheons are held at the Davison-Paxon-Stokes Tea Room at 12:00 each Wednesday. Visiting brothers are urged to spend an hour with us.

We are glad to welcome Lyle E. Campbell, *Iota*, in our midst. He is head of the accounting department of Emory University.

Plans are being formulated for an interesting program of events for the balance of winter and the spring months, and we aim to have one of the most active, although not the biggest, alumni club in the fraternity.

GEORGE H. MEW, *Correspondent*.

BALTIMORE

The Baltimore Alumni Club is proud to announce that one-fifth of the total successful candidates of the recent Maryland C. P. A. examination were brothers of *Chi* Chapter. There were approximately eighty candidates, out of which twenty were successful and four of these were Deltasigs. This makes a total of eight members who possess the coveted degree of C.P.A. in *Chi* Chapter.

During the past school year the alumni have been actively engaged in working with the active chapter, assisting them when necessary and suggesting solutions to their problems. We have made arrangements to have one or more alumni members attend the active chapter meetings. We find that this contact has been mutually beneficial. We are constantly in contact with the progress of the active chapter and they enjoy the association of the actives of former days.

The Thursday noon day luncheons are an important part of our activities. We get together with the undergraduates once a week and discuss fraternity affairs. We are so

accustomed to our Thursday luncheons that they have really become indispensable. We all know where to meet loyal Deltasigs at noon time on Thursday. All visiting brothers are cordially invited to attend and meet the brothers of *Chi*. The location is Rectors, Fayette Street near Park avenue.

We are looking forward to a most successful season and trust that our brother alumni clubs will enjoy unprecedented success.

J. E. ARMSTRONG, JR.,

J. L. MCKEWEN, *Correspondents*.

CHICAGO

Since the last issue of *THE DELTASIG* the Chicago Alumni Club held a big stag party in December at which over fifty members, representing ten chapters, were in attendance. New officers for the coming year were elected, as follows:

President, Verdon Vroman, *Beta*.

Vice-President, James R. Bansley, *Alpha-Omega*.

Secretary, James F. Leahy, *Zeta*.

Treasurer, Harry M. Couch, *Beta*.

Entertainment Chairman, Thomas Zander Hayward, *Beta*.

Membership Chairman, Eugene Moll, *Upsilon*.

Several alumni attended the New Year's Eve celebration held at the Beta chapter house, and we have held our regular Thursday noonday luncheons, which seem to be as popular as ever, although the attendance may run as low as twelve some weeks, and as high as forty the next Thursday.

Owing to the fact that the local chapters had several initiations scheduled during January, no regular events were held, but another stag is planned for February, followed by regular events during the following months.

All alumni moving to Chicago are urged to affiliate with our club. We have now passed 150 paid-up members for the current year, an all-time record, and are going strong.

T. Z. HAYWARD.

D E T R O I T K A N S A S C I T Y

The Alumni Club assisted materially in making the Varsity Football Dinner of the University of Detroit a grand success. The speaker of the evening was Coach Bob Zuppke, of Illinois.

Our next event on the program is a mixed bridge party for the early part of March and this will be held at Webster Hall. We are also planning on organizing an up-town luncheon club to take care of the members located in the up-town district of Detroit, and who find it impossible to make the trip downtown to attend the luncheons there.

Several of our members have been doing more or less travelling of late. President Francois is spending three months in New York, Bob Finley is basking in the sunshine of Southern California and Chet Hill is over in Europe, for General Motors.

The alumni club has challenged the activities of Theta chapter to a basketball game on March 8th, the refreshments to be paid for by the losers. All members who may be in Detroit at that time are urged to attend this memorable battle, which is an annual event.

F. E. DACEY, *Correspondent*.

F A R G O

The latest addition to the list of Deltasig alumni clubs is here in good old Fargo, N. D. While we have but a small number of members at present, we do say that there is no other place in the country where there is more interest and greater loyalty displayed in the affairs of Delta Sigma Pi than here.

Being located in one of the "far-off provinces" we miss the many travelers but we assure all who do come out this way, of a real welcome. We have had the pleasure of entertaining Brothers Traff, Hardell and Johnson, all of *Alpha-Epsilon*. If these boys ever thaw out they can tell you something about our organization.

We are great believers in the future of the state of North Dakota, and look for big things for the city of Fargo, "the biggest little city in the world," and our daily contacts will be such that we will add our might towards accomplishing that end. We know of no more fitting way to exemplify the true ideals of Commerce and the spirit of Delta Sigma Pi.

A. J. CLEARY, *Correspondent*.

The Kansas City Alumni Club holds a luncheon each week at the City Club Building, 1023 Grand Avenue, and has been expecting some out-of-town visitors for a long time. Surely some of the brothers who travel are in Kansas City on Friday noon once in a while. If so, come over to the City Club Building and enjoy the fellowship of a loyal bunch of alumni.

On January 22 a small group of Kansas City Alumni met and went to the boxing matches at the International Arena, 15th and Troost Avenue. This event was in lieu of a dinner or business meeting in January. For February, some of the boys are talking of a dance. Later, it may be decided to have a regular dinner and business meeting with some sort of special program. Motion pictures have been suggested.

We are still expecting those letters from the chapters at Missouri and Kansas giving us the names of their alumni living in Kansas City. Don't the scribes at these chapters read the Alumni news letters? We'll see.

D. R. BOUCHER, *Correspondent*.

L O S A N G E L E S

Since the last issue of THE DELTASIG our club has had a busy time. We have discontinued holding our weekly luncheons at the Broadway Department Store, and are now holding them at what we feel is a much better and more convenient location, Petifils, 615 South Broadway, and we invite all travelling brothers to dine with us on Thursdays at noon, whenever they are in Los Angeles.

We were very much delighted to see Les Gooder, *Beta*, in our midst a short time ago. Brother Gooder is president of the general alumni association of Northwestern, and was in California for his annual visit. His family are spending the winter at Ojai, nearby, and the Northwestern Alumni Club entertained Brother Gooder while he was in our city.

Another big event was the visit of *Grand Secretary-Treasurer* Wright the latter part of January. Brother Wright was with us only three days but we made them all count. On Sunday during his visit, Brother Crozier, *Beta*, entertained him at a dinner at the Chevy Chase Golf and Country Club at Glendale, with seven couples present. The alumni club held a banquet on Monday at the Mary

Louise Tea Room at which we enjoyed a large turnout of brothers, and in addition to Brother Wright's talk we heard from Brothers Duggan, Hoffman, Campbell and Rudolph.

We have already put in our bid for the Delta Sigma Pi Grand Chapter Congress in 1932. The Olympic games will be held in Los Angeles that year, so why not hold the fraternity convention there too? What do YOU say to this.

ELMER T. CROZIER, *Correspondent.*

PHILADELPHIA

Thirty members of the Philadelphia Alumni Club were present at a most enjoyable dinner held at the Little Heidelberg on February 14. A complete financial report on the *Omega* Chapter house was given. Clarence Wingert, Harry Pitts and Fred Kissinger are to be congratulated on their very successful management of the administrative and financial problems of the chapter house. An additional thousand dollars was raised during the dinner. Marked progress is very much in evidence and we are all delighted with the bright prospects that the future holds for *Omega* in Philadelphia.

Alumni dinners are held the fourth Thursday of each month at 6:30 at Little Heidelberg, Sansom and 16th. Drop in and see the old crowd and meet the new brothers.

RAY B. DILLMAN, *Correspondent.*

SALT LAKE CITY

The "Center of Scenic America" boasts a group of enthusiastic and progressive young men who are striving to live up to the high standards Delta Sigma Pi teaches and we are succeeding remarkably well. We miss the contact with our brother clubs in the eastern province but a distinguished visitor in the person of H. G. Wright paid the club a nice visit and his presence added vim to our efforts to rejuvenate membership.

"Gig" acted like the proverbial "groundhog" and all the boys failed to see a shadow, which is a good omen for the future success of Salt Lake City Alumni Club. We just needed a little more power to encourage lagging members and "Gig" created the interest we needed.

We are planning a big blowout at the clubrooms on the night of February 20th and every active member is delegated to

bring in an inactive brother, dead or alive. Everything points to a lively time for all present.

Last Sunday the club challenged the Active Chapter to a rabbit drive on the shores of Utah Lake and although the weather was quite cold, the rabbits had a hot time dodging the bullets of the Deltasig gunners.

FRANK H. ENSIGN.

TWIN CITIES

The Twin Cities Alumni Club received a jolt with the coming of January 1, 1929. It all came about because Brother A. J. Cleary, our worthy President, made a forward step which took him out of the Twin Cities. It appears that the Universal Carloading and Distributing Co. found him to be the logical man to manage their Fargo, N. D., branch. As a result of this move, Brother Burton E. Wald has been elected President of the Alumni Club and Brother Walter C. Sehm steps in as Chancellor. Although sorry to have Al Cleary taken out of our organization here in the Twin Cities we know that his new position is one which entitles him to our heartiest congratulations and best wishes for continued success. President Wald and Chancellor Sehm are assured of whole-hearted support in their respective offices.

On Friday, February 22, Brother Carl Meldahl will entertain the Alumni Club here at a little party to be given at his home. At the time this is being written, all Twin City Deltasig alums are in receipt of an invitation which indicates that something "new and different" is in store for those in attendance. The feature of the evening is as yet a dark secret but, judging from current reports, very few of the "gang" are going to miss the fun.

Our weekly luncheons at the New England Tea Rooms continue to attract those alumni who can break away for an hour on Thursday. A lot more can be accommodated and out-of-town brothers are particularly urged to attend these noon gatherings.

ALVIN M. JOHNSON, *Correspondent.*

PERSONALS

L. Cleveland Amidon, Alpha, is an associate member of the firm of Chambellow, Berger and Welti, Certified Public Accountants at 70 Fifth Ave., N. Y. Brother Amidon is co-author of the accounting texts "Survey Course in Accounting" and "Essentials

of Cost Accounting" and is also associate professor of accounting at New York University.

J. Elwood Armstrong, *Chi*, is now a member of the Baltimore Staff of Haskins & Sells. Brother Armstrong successfully passed the recent Maryland C.P.A. examination.

Arthur A. Audet, *Omega*, recently became the head of the order department of the Philadelphia Coke Company.

Fred P. Barthel, *Alpha*, is in the insurance and real estate business in New York.

C. E. Berry, *Phi*, is with the personnel department of the Bank of America of California.

Cleon Book, *Omega*, recently left the Long Branch, N. J., High School to assume duties at the West Philadelphia High School.

Phil Brennan, *Alpha-Omega*, is receiving congratulations from his host of friends upon his recent admittance to the Illinois bar.

H. E. Burkhart, *Alpha*, is traveling auditor for the Public Service Electric Co. of Newark, N. J.

George S. Butler, *Alpha*, has been made Vice-President of the Bank of New York and Trust Company.

John Canedy, *Omega*, is the new business manager of the Broad Street National Bank, Philadelphia.

A. J. Cleary, *Beta*, has been appointed manager of the Fargo, North Dakota branch of the Universal Carloading and Distributing Co.

Walter R. Compber, *Chi*, is District Representative of the Washington Building Lime Co., covering the states of Virginia and North Carolina with headquarters at Richmond.

F. Warren Cooper, *Alpha*, is general book-keeper for the Public Service Electric and Gas Company of Newark, N. J.

Paul G. Coughlin, *Mu*, is now associated with the Bay State Shipping Company of Boston, Mass.

Palmer F. Daus, *Delta*, is selling Kelvinator electric refrigerators at Fort Atkinson, Wis.

Franklin Duerk, *Alpha*, who is with the General Motors in Alexandria, Egypt, spent the New Years holidays at St. Moritz, Switzerland.

Laurence Duncan, *Alpha-Sigma*, is now working as assistant secretary of the Tuscaloosa (Ala.) Chamber of Commerce. Laurence still maintains his interest in the Alabama chapter.

Rollin E. Eeke, *Psi*, is comptroller for the Wilshire Oil Company, Los Angeles.

Roy Edwards, *Phi*, is with the First National Bank of Orange, Orange, Calif.

Charles Ege, *Alpha*, is with the Esmond Mills at their New York Office, 21 E. 26th Street.

John H. Eydeler, *Alpha*, is Secretary and Treasurer of the H. E. Lesan Advertising Agency, 420 Lexington Ave., New York.

William Farrington, *Phi*, is at present taking a course at the University of California, Berkeley.

Glen W. Fawcett, *Zeta*, is manager of the accessories, motorcycle and repair national sales for the Firestone Tire and Rubber Co. in Los Angeles.

Theodore Fechner, *Omega*, is a salesman for the Philadelphia Coke Company.

Robert V. Ficker, *Alpha*, is connected with the Old Colony Corporation, Investments, 38 Exchange Place, New York.

Henry F. Gehlhaus, *Omega*, is general manager of the Keansburg, N. J., steamship lines.

Burton H. Gildersleeve, *Epsilon*, is connected with the brokerage firm of Clark Williams & Co., 160 Broadway, New York.

Robert B. Gull, *Epsilon*, is with the S. S. Kresge Co., 10 South State St., Chicago.

John B. Haldeman, *Omega*, is with the Du Pont Company at Wilmington, Del.

Sanda B. Helms, *Alpha-Sigma*, is now working with the Pure Process Ice Company of Tuscaloosa, and reports have it that Sanda is a great ice man.

J. M. Herbst, *Epsilon*, is with the State Banking Department of Iowa at Algona.

Raymond O. Hill, *Theta*, was recently elected president of the Baltimore chapter of the National Association of Cost Accountants to serve for the year beginning September 1, 1928. There are three other members of Delta Sigma Pi on the membership rolls of the Baltimore chapter, Leslie Baker, *Chi*, C. A. Lappe, *Chi*, Secretary of the organization, and John McKewen, *Chi*, Director of Publications. Brother Hill is associated in business with the Porcelain Enamel and Manufacturing Company of Baltimore, and also is an instructor in Cost Accounting in the evening courses of Business Administration at the University of Baltimore.

S. B. Hoffman, *Beta*, is manager of the Los Angeles office of the Pacific Building & Loan Association.

James J. Holihan, *Alpha*, is associated with Chisholm & Chapman, stock brokers at 52 Broadway, New York City.

John E. Holobinko, *Omega*, is with Sears, Roebuck and Co., in the accounting department.

J. George Hummell, *Omega*, is employed in the Wilmington, Del., office of the Du Pont Company.

Russell Hutchinson, *Omega*, is connected with the Western Union Company of Philadelphia in an administrative capacity.

Leland Irish, *Epsilon*, is with the Coast Fishing Co., Wilmington, Calif.

Charles T. Johnson, *Beta*, is studying law at the University of Chicago.

William W. Knight, Jr., *Zeta*, is connected with the Timken Roller Bearing Co., Canton, Ohio.

Louis L. Kramer, *Epsilon*, is the Assistant Supervisor of Lands and Right of Ways for the Interstate Power Company at Dubuque, Iowa.

Harry Lackey, *Alpha-Sigma's* first Head-Master returned to visit us the second week in February. Brother Lackey is now connected with the Southern Bell Telephone & Telegraph Co., of Birmingham. Harry was high in his praise of the growth that *Alpha-Sigma* has made since its infancy and predicted a continual development and advancement.

Thomas M. Leahy, *Alpha*, has moved to Chicago where the general offices of the American Light & Traction Company, of which he is treasurer, have been transferred from New York.

W. S. Leaycraft, *Alpha*, is assistant treasurer of the Curtiss Aeroplane & Motor Corp., Garden City, N. Y.

R. E. Marchand, *Alpha*, is with Loomis, Sufferin, Fernald, Certified Public Accountants, 50 Broad St., New York. He is also president of the Citizens Savings & Loan Association, 215 W. 135th St.

Franklin J. Marx, *Omega*, is in the accounting department of Sears, Roebuck and Company.

Julian J. Masters, *Chi*, is now cashier of the Bank of Greenbrier, Lewisburg, W. Va.

Thomas F. McClelland, *Alpha*, has his own Certified Public Accounting practice in New York.

Frank L. McCormick, *Epsilon*, is a life underwriter for the Equitable Life Insurance Company of Iowa, Oskaloosa.

J. L. McKewen, *Chi*, is a member of the firm of Irving & McKewen, Certified Public Accountants at Baltimore. Brother McKewen successfully passed the recent Maryland C.P.A. examination. His spare moments

are spent in instructing future C.P.A.'s at the Maryland School of Accounting and Business Science.

E. L. McKinley, *Alpha-Tau*, is located with the Macon, Georgia, branch of Swift & Company.

Thomas F. McManus, *Zeta*, is with the Freyschlag Insurance Agency of Eastland, Texas. He is also Secretary-Treasurer of the Rotary Club of Eastland.

Dale McNeal, *Iota*, has recently accepted a position in the Trust Department of the Commerce Trust Company of Kansas City.

Russell Medford, *Chi*, is employed by Du Ponts at Wilmington, Delaware. Brother Medford successfully passed the recent Maryland C.P.A. examination.

Bernard A. McNulty, *Gamma*, manages an F. W. Woolworth store in New York City.

Harold Merry, *Beta*, is now enjoying his "Castle in the Woods" in Chevy Chase, Glendale, Calif., having just completed his fine new home. If any other Deltasigs want to build see Brother Merry for particulars.

George H. Mew, *Alpha*, is treasurer of Emory University, Atlanta, Ga.

William Miller, *Alpha*, with Mrs. Miller and their five-year-old son sailed for Constantinople on January 5th after a three months' vacation spent in New York.

Ralph W. Moore, *Beta*, is the assistant manager of the Peoria, Illinois, branch of General Motors Acceptance Corporation, which recently opened with offices in the Commercial National Bank Building of that city.

Wilbur T. Moulton, *Gamma*, is with the Security Trust Company of Lynn, Mass.

Herman E. Muller, *Alpha*, is a partner in the William A. Milligan & Company firm of Certified Public Accountants.

Edward D. O'Connell, *Alpha*, was ordained a priest in Rome on July 15th, 1928.

Frank L. Olfs, *Theta*, is now located at Marine City, Michigan, where he has his own business, the Olfs Motor Sales.

W. C. Osborn, *Phi*, is with the Bank of Italy National Trust and Savings Bank at Coronado, Calif.

Paul Person, *Alpha-Epsilon*, is now in charge of the Country Sales Promotion of Knerr's Dairy at Fargo.

Clarence Reese, *Phi*, is associated with the Coast Truck Line. Harold Merry, *Beta*, is manager of this company.

William J. Roberts, *Omega*, is Principal of the Girardville, (Pa.) High School, having been appointed to the position last fall.

W. J. Robbins, *Beta*, is manager of the Portland, Oregon, branch of the Home Accident and Fire Insurance Company of Little Rock, Ark.

Clarence B. E. Rosen, *Gamma*, has recently been made a member of the firm of Charles F. Rittenhouse & Company, Certified Public Accountants, Boston, Mass.

David B. Rost, *Zeta*, is assistant statistician of the general statistics and graphics of the New England Telephone and Telegraph Co. in Boston.

Robert Rusch, *Zeta*, is now connected with the General Motors Finance Corporation. He is successfully selling the idea of "two cars to a family."

Hugh W. Russey, *Kappa*, is now Accounting Manager of the Universal Credit Corp., Atlanta, Ga.

Frank H. Rutter, *Omega*, recently assumed duties in the accounting department of Sears, Roebuck and Company at Philadelphia.

George Scharffenberger, *Alpha*, has been elected Treasurer of the Mergenthaler Linotype Co. of New York City.

Karl Schultz, *Alpha-Mu*, is now in the sales department of the Fargo Mercantile Company, Fargo, N. D.

Ronald T. Sims, *Epsilon*, manages the Albert Lea, Minnesota, office of the Interstate Power Co.

Clyde Smith, *Omega*, is an instructor in the Glassboro, N. J., High School.

Fred Sorkness, *Alpha-Mu*, is connected with the First National Bank, Fargo, N. D.

Frank L. Stebbins, *Epsilon*, is now associated with Spencer Trask & Co., bond brokers with offices at 208 S. LaSalle St., Chicago.

Andrew Stiglitz, *Alpha*, is with the American Telephone & Telegraph Co., at 195 Broadway, New York.

Walter Swanson, *Alpha-Epsilon*, with his brother, has organized the Dakota Stove Company to handle this commodity for the state of North Dakota. Brother Swanson states that this will be the largest stove company in North Dakota since they have made plans for it to be such.

Roy A. Sweet, *Epsilon*, is connected with the Farmers Savings Bank, Colwell, Iowa, as cashier.

W. R. Tate, *Iota*, has recently been appointed Assistant Cashier, Commerce Trust Co., Kansas City.

Henry Toenes, one of *Alpha-Sigma's* four Phi Beta Kappa men of the class of 1928,

returned to his alma mater shortly after Christmas for a short visit. "Tony" is now working in the Birmingham office of the Prudential Life Insurance Company.

Fred Urich, *Omega*, is in the retail tire business at 1512 Fairmount Ave., Philadelphia.

J. A. Walkama, *Delta*, is with the Sterling Truck Co., 2315 E. 9th St., Los Angeles. Edmund McKune, *Delta*, is also connected with this corporation.

H. O. Walther, *Psi*, is now Vice-President of The Great Lakes Bond & Mortgage Company, 134 North LaSalle St., Chicago.

H. A. Warden, *Alpha*, is Inland Marine Underwriter for the Aetna Insurance Company in New York City.

Gerry White, *Omega*, is associated with the Insurance Company of North America.

Frank D. Williams, *Epsilon*, is cashier at the Iowa State Bank of Algona, Iowa.

James R. Yates, *Chi*, is a staff member of Wooden & Benson, Certified Public Accountants at Baltimore. Brother Yates successfully passed the recent C.P.A. examination.

MARRIAGES

C. Chauncey Cox, *Iota*, on June 4, 1928, to Mayme Russell, at Emporia, Kans.

Robert V. Ficker, *Alpha*, on July 28, 1928, to Elsie R. Moffett.

Thomas F. McManus, *Zeta*, on August 25, 1928, to Betty Chase Taylor, at Eastland, Texas.

Frank M. McTigue, *Alpha-Omega*, on September 15, 1928, to Helen Downey, at Chicago.

Henry E. Smith, *Alpha-Omega*, on September 22, 1928, to Elvina Nowak, at Chicago.

Frank A. O'Neil, *Alpha-Omega*, on September 22, 1928, to Hazel Hancock, at Chicago.

John H. Hildreth, *Alpha-Psi*, on December 1, 1928, to Genevieve Florence Lowe at Chicago.

Kenneth Strong, *Alpha*, on December 16, 1928, to Amelia Hunneman (Rella Harrison, the actress), at New York, N. Y.

C. Wendel Muench, *Beta*, on January 26, 1929, to Maren Carolyn Olsen, at Chicago.

George H. Mueller, *Alpha-Beta*, on February 9, 1929, to Phoebe B. Shouse, at Kansas City, Mo.

Guy W. Harper, *Mu*, on February 12, 1929, to Eleanor Greenwell.

George J. Dierker, *Lambda*, on February 20, 1929, to Constance Violet Sully, at Pittsburgh, Pa.

B I R T H S

Raymond O. Hill, *Theta*, on January 7, 1928, a daughter, Ruth Aileen.

John H. Eydeler, *Alpha*, on January 26, 1928, a daughter, Nancy Jean.

Herman E. Muller, *Alpha*, on March 19, 1928, a son, Herman Edwin.

Walter A. Cooper, *Alpha*, on December 8, 1928, a son, Roderic Walter.

Melvin I. Pinner, *Alpha-Psi*, on January 14, 1929, a son, William.

D E A T H S

Leland A. Pinkel, *Upsilon*, on January 31, 1928.

Edwin T. Meredith, *Alpha-Iota*, on June 17, 1928.

Edward A. Perkins, *Alpha*, on September 22, 1928.

Ralph O. Trump, *Alpha-Delta*, on October 24, 1928.

Lewis McLaurine, Jr., *Alpha-Phi*, in October, 1928.

Don F. Eusey, *Alpha-Pi*, in November, 1928.

John H. Coyne, Jr., *Gamma*, on February 1, 1929.

Thomas V. Bate, *Alpha-Chi*, on February 9, 1929.

Chapters!

Remember that Provincial Conventions will be held in all provinces of the fraternity next fall, probably in October. Every chapter is required to send a delegate; definite information will be announced shortly as to the cities and exact dates these conventions will be held.

AMONG THE CHAPTERS

EDITOR'S NOTE: To Epsilon Chapter at the University of Iowa, we award the distinction of having presented the best and most interesting chapter letter appearing in this issue. Epsilon's Correspondent, Kenneth Fellows, is to be particularly congratulated for the time and thought he devoted in the preparation of their letter. To Phi, Omega, Alpha-Delta and Alpha-Mu we award honorable mention.

Alpha elevated six students of Commerce to the rank of Brother on January 12. They

NEW YORK UNIVERSITY were Harold Cahill, Bruno Lawson, George Meakin, James Gallagher, Richard Hause and Joseph Kennedy. According to the new by-laws recently completed by Tom Gustavson and accepted by the chapter, the *Head Master*, Arnold Eckdahl, will assign each of the new brothers to one of the various committees.

We are retaining our policy of having a professional get-together each month. The December gathering was conducted by Professor Rogers, and the speaker of the evening was Alexander Makay, one of our founders. Larry Zimmer spoke at our January gathering and Brother MacDonald, with Professor Clarence Fackler as chairman, gave an interesting talk at the February meeting.

We have met with great success with our rushing smokers. This, of course, is due to the splendid work of the Senior Warden, Albert Rohrberg, and his able assistant, Junior Warden Clive Burdick. It is the aim of the Senior Warden to have built an active chapter of approximately fifty members by the close of the semester.

Alpha's accomplishment in scholarship this year is incomparable. Of the sixteen members who are graduating this June, six brothers obtained the highest scholastic honor that can be bestowed on a student of Commerce, the *Delta Mu Delta*. These brothers so honored are: Joseph Dolan, Theodore Krieg, Henry Osterndorf, James McBain, Frank Kelly and Allen Howard.

Socially, the chapter has made rapid strides under the guidance of the Master of Festivities, Harold Kneuker. We have had two delightful house parties under the chairmanship of Brothers Krieg and Sheridan,

respectively. Our winter formal at the Ritz-Carlton Hotel was a great success. Bob Celander, the chairman, staged one of the biggest and most colorful affairs ever held by the chapter, according to the consensus of opinion of the many alumni and actives who were present. Our weekly noon-day luncheons are becoming very popular. Lee Davis has worked very hard to make these luncheons a success and his efforts have been rewarded by excellent results.

The football season of 1928 sailed away like a giant ship and in its wake were many honors for Deltasig. Ken Strong was chosen All-American halfback. Strong, a fullback and halfback combined, stood out as the star back of the year for sheer brilliancy. He won the national crown for high point scoring, having a total of 160 points to his credit. Grant, O'Herin and Nemecek won berths on one of the All-Eastern teams. Grant, the husky tackle, was elected Captain of next year's football team. It is a hard-earned honor for "Len" and we all wish him great success. Grant, Nemecek and O'Herin are going to carry on the good work of Buckley, Norton and Strong, whom we will lose by graduation this June.

Jerry Nemecek, our all-around athlete, is now the star on the Varsity basketball team. It was due to Nemecek's ability on the court that we won permanently the Onimod Trophy in the Interfraternity basketball league last year.

By each brother's doing his assigned task and doing it well, Alpha Chapter has made great progress this year. With the professional get-togethers, rush smokers, dances, excellent scholarship and great athletic talent, we have become the leading fraternity on the campus. And, if the progress continues as it has in the past few months, this

year will go down on record as *Alpha's* greatest.

OSCAR R. BARRETT, JR., *Correspondent.*

The month of February marks the fifteenth birthday of *Beta* Chapter, and we feel justly proud of the progress that has been made in the past. The original thirteen charter members sponsored an initiation and banquet, which was held at the chapter house, to celebrate its birthday.

The history of the chapter is well known, but we might pause at this time to reflect. During this period of time we have initiated three hundred and fourteen men into our organization. Each one-hundredth member was an honorary member, three in all. The first two were Mark Cresap, Secretary-Treasurer of Hart, Schaffner & Marx, and Walter Dill Scott, President of Northwestern University. The third honorary member is Melvin Alvah Traylor, President of the First National Bank and a Trustee of Northwestern University. He was initiated on January 19. He was chosen as being the man who most closely emulated the teachings of Delta Sigma Pi.

We own an excellent sixteen room residence to house our chapter and Deltasig alumni. We have always been active in school activities. During this time every office in the classes and Commerce Club has been held by one of our members. Since the last issue of *THE DELTASIG*, Jack Gairing has been elected Vice-President of the Senior Class, and Earl Felio President of the Junior Class.

With an active chapter of over forty men at the beginning of the semester we have pledged twenty-two and initiated eleven men. The new semester just starting has a wealth of good material some of which we hope will carry on the good work that has been so successful.

F. G. ANGER, *Correspondent.*

With the opening of the second term *Gamma* initiated nine men. This year we have been exceptionally pleased with our new men and the prospects for the future. If we have as much success with the third and last initiation as we have had with the first two, the *Gamma* Chapter will have done well this year. Our smokers have been well attended.

This is partly due to the energy of the brothers and partly to the distinguished speakers and entertainers we have had.

At present we have thirty-two active members. All seem prepared to make the coming formal a huge success. In previous years our formals have mostly been social successes but the coming one has all the signs of a real financial triumph.

In athletics "Flash" Keyo is making a name for himself. He is a Sophomore and a member of the varsity basketball team. Before he graduates it is very probable that he will become a star.

Martin Canavan has been elected to *Beta Gamma Sigma*, the national honorary society. This is another link in the chain *Gamma* started four years ago and hopes to be ready next year with its annual contribution.

On Friday, February 1, John H. Coyne, Jr., died of pneumonia after more than a month of illness. John was a senior at the College of Business Administration. For two years he has been Boston University's correspondent for the *Boston Globe*. He was a member of the Newman Club and in his second year took part in the All-Boston University Show. He trained for two years with the Reserve Officers Training Corps at the University. He joined Company A, 101st Infantry, serving as a sergeant and was at the time of his sickness awaiting commission as second lieutenant.

At this time, let me extend to all Deltasigs a standing invitation to visit our chapter house at 8 Euston Street, Brookline. We shall be pleased to make your stay in Boston pleasant and do our best to show you a real good time.

THOMAS J. DOYLE, *Correspondent.*

Now that the second semester at Marquette is well under way, *Delta* Chapter finds itself engulfed in intensive work once more. With one-half of a school year completed it is natural to breathe a sigh of relief in that so much work has been done. However, it is needless to say that even now we have not reached a period in which we can afford to relax either in our school work or in matters pertaining to our fraternity. Much must always be done during the latter part of every year by way of increasing the strength of each chapter both scholastically and fraternally.

In the way of initiating worthy and de-

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pendable men I am happy to say that *Delta* is in a very fine position. One class of five was taken in in November. Now we are preparing for the second initiation of the year and we have every indication that the men whom we have chosen shall prove very worthy of membership in our brotherhood. A carefully planned schedule of smokers has been carried out during the year and thus we have come to be well acquainted with our prospective brothers. Consequently, we feel sure that our next class will consist of no less than ten carefully chosen men. It is planned that this class shall be initiated in the latter part of March.

The next social event on the calendar is the Saint Patrick's Day Party which is regarded as an annual event at *Delta*.

Delta Chapter extends its most sincere good wishes to every chapter of *Delta Sigma Pi* that they may enjoy the utmost prosperity and success in all their activities throughout the remainder of the year.

JOHN F. HESTER, *Correspondent*.

If the accomplishments of *Epsilon* Chapter during the first semester of this school year are to be accepted as a criterion of what may be expected during the second semester, *Delta Sigma Pi* will truly make this its most successful year upon the Iowa campus and establish a record that any fraternity would be mighty proud to possess.

The boys have been active in all branches of school life, including scholarship, athletics, student publications, forensics, and class affairs.

Since the beginning of the year three new trophies have been added to our collection. The first to be won was a large silver cup offered in a subscription contest for the *Journal of Business*. With every man working for subscriptions the *Deltasigs* ran away from the other contestants, *Phi Gamma Nu* and *Alpha Kappa Psi*, in the total number secured. The second cup to be garnered was the result of the pledges "crashing through" with the most clever float in the Homecoming Parade, which copped first prize. The third trophy, a large statuette, came with the wind up of the interfraternity basketball tournament. Our boys, although having one of the midget teams of the tournament, grabbed the sectional championship by coming from behind in two crucial tilts to eliminate two of the

favorites. With a record of seven games won and the sectional championship to their credit, our team hit an off night in the semifinals between the section winners and lost to the team that eventually copped the University championship. Every man on the team deserves a lot of credit for the fight and spirit shown by the outfit, which mixed in with not a little skill and clever teamwork enabled the Old Gold and Royal Purple to come from behind to win time and again. Francis Tobin was the outstanding star of the tournament, being placed at guard on the all-University Interfraternity team picked by the *Daily Iowan* sports editor.

Delta Sigma Pi continues to be outstanding in the Commerce School. Elmer Gabel has just recently assumed the editorship of the *Journal of Business*, with Hugo Ostberg as business manager. Brother Ostberg, who is also president of the Senior Class, has been selected as chairman of the Commerce Mart committee. Arno Tagge is Vice-President of the *Commerce Club* and Elmer Gabel is Treasurer. Carl Spies is representing the College of Commerce on the *Union Board*, and four of our boys, through their scholastic efforts have been rewarded by election to *Beta Gamma Sigma*.

On February 5 we of *Epsilon* were honored by a visit from H. G. Wright, of whom we had heard so much, but who only a few of us previously had the pleasure of meeting. A banquet was held in his honor at Youde's Inn, attended by both actives and pledges, with several faculty members as guests. Following the dinner Brother Wright gave a splendid talk on the growth and advancement of *Delta Sigma Pi* as a national organization, after which he turned the meeting into an open forum and answered various questions that were submitted to him. It is our sincere wish that Brother Wright may find it convenient to meet with us again at some not too future time.

One of the busiest committees in the house has been the social Committee, and to them goes the credit for throwing some ultra keen parties. A party November 3 took the form of a "Pre-Election Affair" with countless pictures of "Al" and "Herbie" serving as decorations. A second party was a "Circus Whoopee" and all plans were skillfully carried out along that line by the social committee, even to the gallons of red lemonade and pecks of peanuts that were consumed by the happy throng for refreshments. The next social function is to take place on



February 23, and will be the annual formal Duce Party held together with *Alpha Kappa Psi*.

Plans for the future seem especially bright. At the regular election of officers the chapter again placed their confidence in Hugo Ostberg and reelected him to serve as *Head Master* the second semester. He will again be aided by an efficient corps of officers, who will unquestionably give their best in serving the fraternity.

At this time ten pledges are starting a week's period of probation. "Slave driver" Hagerman promises that it will be truly a "Hell Week" for the neophytes, but we feel sure that they will all come through with flying colors, and prove themselves worthy of the Delta Sigma Pi badge and all that it symbolizes.

Last but far from least, plans for our new chapter house to be erected within a year are advancing very rapidly. Our faculty building committee is planning to accept the final drawings from the construction company within a few days. A definite announcement is expected soon as to when actual work will be started on the project. We have already reserved "that extra room" for Brother H. G. Wright's use when he comes for our house dedication next fall, as per his request on his recent visit to Iowa City!

KENNETH FELLOWS, *Correspondent*.

The most interesting and pleasing occurrence in *Zeta* Chapter since the last issue of

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THE DELTASIG was the initiation on January 21 of four prominent Juniors in our School of Commerce; namely,

Edward McDonald, Warne Clancy, Austin Cole, and Robert Rogers. The initiation was held at the chapter house of *Beta* Chapter on McKinlock campus, and was held along with their initiation. The willing aid and generous use of their house by *Beta* Chapter we appreciate greatly, and we feel that the initiation ceremony was made doubly impressive by the fact that we could combine with them. It is a privilege that we are cognizant of to be able to join with them for such occasions, inasmuch as we have no chapter house of our own.

Besides the new initiates, we have eight pledges in the Junior and Senior classes in the Evanston School of Commerce whom we are planning to initiate within a month. We take just pride in our group of new men

this year because each of them stands high in the school, both in scholarship and in activities.

We are continuing our semi-weekly luncheons this semester, and hope to get as much help and pleasure out of them as we have in the past. At present the plans are to secure some prominent speaker for each of them to give to us some knowledge and insight into practical business affairs. There is also a dance planned for the near future, which we are hoping will be an even more enjoyable affair than the party we had last year. Our social committee is working on the plans now and the date will be announced shortly. If present plans are carried out, this semester will be a better one for Delta Sigma Pi in Evanston than last semester was, and we shall all be working toward that end.

ROBERT E. HARVEY, *Scribe*.

Eta Chapter has embarked upon the new year with a throng of new members and a policy that will make any organization a live one. Twelve new members were formally recognized on the fourth day of January, including one member of the faculty.

This member of the faculty, Professor R. D. Haun, head of the department of accounting, was the first man to pass the Kentucky examination for C.P.A. in many years, and was the only one that passed the examination among the large class that took it this year. The new initiates are: Rex Allison, W. F. Drake, Norman Jordon, F. L. Howard, Carey Spicer, Walter Vest, Keith Pace, J. H. Callaway, Virgil L. Couch, Robert Goad, and Ralph Woodall. At the conclusion of the above mentioned initiation there was a real feast, at which time the chapter had the pleasure of hearing the Dean of the Commerce College speak on the future of commerce.

Eta Chapter holds a luncheon each month at which time an address is made by some prominent manufacturer, accountant, or other person engaged in the commercial world. At the last of these regular luncheons, Mr. Earl Hall Payne, manager of the city's largest theater, and a prominent citizen of the city, addressed the members on the modern motion picture industry, explaining in detail the making of sound pictures. Plans have been made for bringing in speakers from a distance to address the members on modern commercial problems. The alumni

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have greatly increased the interest in these luncheons by their presence.

Plans have been completed to entertain with a dinner dance in the near future. This is the feature entertainment of the year. Don't forget, any of you good brothers of the Crown and Delta, that should you be in Kentucky when this event is staged, we will expect you to be present and enjoy this celebration with us.

VIRGIL L. COUCH, *Correspondent.*

Theta Chapter was honored on December 7 by a visit from *Grand Secretary-Treasurer*



in his travels more often.

Following a custom inaugurated in 1927, the alumni and active members of *Theta* Chapter tendered a football banquet to the unbeaten and untied Titan Eleven of the University of Detroit on January 15. We are very proud of the boys who represented the school on the gridiron the past season, and it is *Theta's* earnest hope to make this football dinner an annual affair. The principal speaker of the evening was Coach Robert Zupke of the University of Illinois, who gave a very good talk suitable to the occasion. Among the men who handled the pigskin so well during the 1928 season were Brothers "Ring" Lardner, "Moon" Mullins, and Eddie Barbour.

The first initiation of the school year was held February 16, the rough stuff being administered to the neophytes on that day, the ritual and banquet to the new brothers taking place the following day, February 17. Sixteen neophytes were admitted to our ranks and also two faculty members were given honorary membership, Simeon Janes of the Day School, and Arthur McGrath of the Evening School. Brother Carl Seehoffer, Dean of the Day School, gave a very inspiring talk to the brothers on "Your School and Your Fraternity."

The active members of *Theta* have recently been challenged to a basketball game by the alumni, which has been accepted. The actives feel that perhaps they were not satisfied with the trimming which they received last year and are coming back for more.

The House Committee, with Murray Digby as chairman, is working very diligently in

an effort to secure a suitable home for *Theta* for the ensuing year.

Plans are now under way for the Annual Basketball Banquet which will be given at the close of the basketball season in March, and also for the Annual Dinner Dance which will take place in the spring.

Under the able guidance of *Head Master* Bennett, the prospects for the remainder of the school year look very bright, as all the brothers are working hard to make this year a successful one.

In closing, *Theta* extends best wishes to all other chapters, and a sincere welcome to all brothers to visit us at any time.

WALTER T. SMITH, *Correspondent.*

Iota is entering the final semester of the current school year with renewed zest and

zeal. Harley J. Rogers succeeds Harlen B. Blachley as *Head Master*, who was graduated at the end of the first semester. We

are mighty sorry to lose Brother Blachley, who was an untiring worker in behalf of the fraternity. Brother Rogers has taken charge in an able manner and the administration of fraternity affairs is being very capably handled.

A successful rushing campaign has been carried on during the start of the present semester. Six new men have been pledged, which is a good record as few new men enroll for the second semester. A comprehensive plan for the rushing of men throughout the school year has been put into effect. Along with this, a standing committee has been appointed to bid the men we desire and this committee brings to bear all past experience in securing desirable neophytes.

As usual, *Iota* is active in athletics and other activities. Two new cups grace our trophy display this year. One is for the Divisional Championship in Intramural Basketball and the other is for the Intramural Championship in volley ball. These cups, won last year, round out our trophy display in a very handsome manner, so that we will have to provide more space for those we intend to win this year.

Iota is very well represented in activities and organizations. Roy J. Schmersey is President of the School of Business and Albert Dent is Vice-President. Roy Schmersey, Marvin Rosene, Edward Petherbridge and Allyn Finch are members of the Ku Ku's local chapter of *Pi Epsilon Pi*. Herbert Schultz was recently initiated into



Mortar and Ball, Honorary Coast Artillery Fraternity. Clarence Gunckel is on the Editorial Staff of the *School of Business News*.

At the alumni meeting November 4 authority was voted for the formation of a Building Corporation to further the plans for a new house. Control is vested in the alumni and we believe that a comprehensive building plan will soon be forthcoming. All the actives are paying toward their Building Corporation notes in a set sum included in their house bills. This arrangement is indicative of our desire to progress in the matter of better housing facilities. Brother Gunckel is very earnestly working on overdue notes from members in the alumni and is showing good results. In the next news letter, an Honor Roll of those members who have completed payment and those who are paid up to date will be published.

James Dent is planning a dance for the near future which will unite a representative portion of the Business School. Plans are being made for initiation soon. Close attention is given to scholastic achievement. A comprehensive Guest Night schedule is being arranged for each week.

WILBURN S. BRAMBLETT, *Correspondent*.

Kappa Chapter has established a trust fund to be used only for the purpose of a chapter house.

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Ten percent of all cash received is deposited to this fund, and a

committee of trustees has been appointed. The treasurer makes a detailed report at every chapter meeting, and the problem of collecting dues has lessened considerably.

A series of five constructive lectures to pledges by active brothers and alumni are now being held every Sunday afternoon, preliminary to the initiation on March 23, on the following subjects:

The establishment and foundation of fraternities in general, and of those at Georgia Tech.

The foundation and establishment of Delta Sigma Pi, and Kappa Chapter.

The five standards of living.

Structure of national and local organizations.

Objectives and principles of the chapter; scholarship; and what Delta Sigma Pi is doing.

Our pledges are enjoying these lectures, and the actives are deriving benefit from them, too.

The Atlanta Alumni Club meets with the active chapter every other session for a professional meeting, at which we have been fortunate enough to secure as speakers such men as the Right Rev. H. J. Mikell, who is National Knight Commander of *Kappa Alpha Southern*; H. K. White, Sales Manager of Chevrolet Motor Company; and Aubrey Milam, of the Green and Milam Company. Average attendance at meetings has increased to about twenty-five.

Glenn Chambers has been initiated into *Delta Sigma Phi*, Pat Napier into *Alpha Delta Sigma*, Norman Pettys, Bernard Suttler and Lawrence Cole into the *Venetian Club*, Bernard Suttler, Bob Pruitt and Norman Pettys into the *Owls Club*.

The celebration of the twenty-first birthday of Delta Sigma Pi was well enacted by the timely initiation of six pledges. Fred B. Wenn of *Alpha Chapter* cut the huge cake in thirty strokes, after giving a short talk appropriate to the occasion.

The Ritual Team is working overtime, anticipating the trip to *Pi* at Athens, where we have been cordially invited to handle that part of their initiation.

C. V. BROWNLEE, *Correspondent*.

Mu Chapter pledged fourteen men after a very successful rushing period in the fall.

We deviated a bit in the length of our pledging period. It consisted of a six weeks period, rather than the usual eight or nine weeks, but the results signify a probable adoption of the plan. James Dorsey and Henry Ernest capably handled the pledging and initiation.

A dance was held by the chapter immediately after New Year, which proved to be a most enjoyable event. In addition to this dance, two previous "affaires de dance" were held, not to mention a banquet and social.

The chapter offers its congratulations to Fred Weisner and Ralph Boyd on the completion of their courses. We will miss these graduating brothers. They have been extremely active in our chapter's progress and

it is with our best wishes for future success that they leave.

GERALD A. DALEY, *Correspondent*.

Considerable progress has been made by Nu Chapter since it sent in its last article for THE DELTASIG. We now have a pledge chapter of twelve men, which we believe is one of the peppiest bunch of pledges that any chapter of Delta Sigma Pi ever had.

We have had several smokers this quarter, serving the dual purpose of securing new men and carrying on the professional aspect of Nu Chapter. These smokers have proven to be very successful by the increase in the number of pledges that we now have. At our smokers we have adopted the policy of having successful young business men up to speak to us. The object in having young business men is that they will tell us more of the practical points of their business and not deliver us a lecture on business ethics, honesty in business, etc.

The chances for intramural supremacy of Delta Sigma Pi are becoming better every day. The actives are best on the bowling alleys and the pledges are undefeated in their division in the basketball league.

The chapter as a whole has been showing more interest in the intramural Festival than heretofore and it looks as though Delta Sigma Pi will be well represented at this event which will be held during the spring quarter.

Our winter formal dance was held January 25 at the Elks Country Club. This was one of the best dances ever held by Nu Chapter. We do not plan to have as many dances this quarter as we have in the autumn and spring quarters because of the large number of school dances that are held during the winter quarter. The next dance held by Nu Chapter will be at the chapter house on March 2; we would like to see a large number of our alumni members back for this affair.

Cold weather seems to be keeping most of our alumni members at home. Not nearly as many have been here to visit us this quarter as there were last quarter. Perhaps as the weather gets warmer they may be able to get away from the good old fire-side and come and visit the brothers here at school.

J. KENNETH WASLEY, *Correspondent*.

Continued success. Xi Chapter is experiencing one of its most productive years. Our number of pledges has always been more than two-thirds the number of actives—not only a goodly number but a group of real men. An initiation was held in the late fall for six pledges. We now have approximately fourteen more pledges who will be initiated February 23. The formal initiation is to be followed by a formal banquet and dance.

In our winter elections all the old officers were given a vote of confidence in return for their excellent work during the first part of the year. The present body of officers contains most of our class of '29. It might truthfully be said that the present senior class has enjoyed a most successful year both scholastically and socially. It looms as no small job to replace the seniors that are to be lost by graduation.

The week-end between semesters was an enjoyable one for a number of both pledges and brothers, due to the annual University of Michigan J-Hop.

We had the pleasure of entertaining E. St. Elmo Louis of Alpha Chapter, known as one of the foremost advertising authorities of the country, at a dinner after a lecture to the Business Ad students sponsored by the University. His lecture as well as his after-dinner chat was enjoyed by both the members and the Business School faculty. We were also paid a pleasing visit by none other than "Gig" Wright, our *Grand Secretary-Treasurer*.

Xi sponsored a farewell dinner for Professor John P. Mitchell, Secretary of the Business School, who is taking a temporary leave for research at Harvard. The dinner, attended by all our faculty members, was climaxed by the presentation of a Deltasig ring to Brother Mitchell in appreciation of the faculty interest in fraternity affairs.

Two old faces are again to be seen in our midst. Ralph Van Arman after an illness of two years is again enrolled in the University. Charles Staubach, who graduated last June, is back in the University pursuing graduate work. Both of these brothers will be more than assets to the fraternity due to both their campus and outside connections.

Xi has not been receiving as many chapter news letters as in the past. We hope that you will add us to your mailing list if we are not included at present. We wish to



extend both congratulations and thanks to those who have given us the pleasure of reading their chapter publication. And we also hope that those who are desirous of our news letters, not receiving it regularly, would please notify us. Thanks to whom-ever this may concern.

WILLARD H. ZENTGREBE, *Correspondent.*

Pi Chapter has been a little slow in getting started this year but now we are getting on our feet and back in the race for the best Delta Sigma Pi Chapter.

We have planned an initiation for March 2, and for our guests on this occasion we are having the degree team from Georgia Tech to come over. We know that they will put the whole works over in grand style.

We will lose quite a few men from graduation this year but these men that will leave are seeing to it now that there will be plenty of good underclassmen material left in the chapter.

Elaborate plans are being made for social entertainments which will be given in the near future on the University of Georgia campus. If there is any brother from any chapter visiting in our neighborhood we would consider it an honor if he would call on us.

Much has been done to instill the spirit of Delta Sigma Pi into the hearts of all the students of Commerce, and in the near future we promise our brother chapters, "They will have to step some to beat Pi Chapter of the University of Georgia."

JOHN B. HILL, *Correspondent.*

The twenty-three active brothers that returned to school this fall have increased their ranks by the initiation of fourteen neophytes. Besides the new brothers we have pledged three men and expect to pledge more within the next two weeks.

Mid-year graduation took two of the brothers. Carl Fredricks and Walter Hickman. Best wishes for success goes with them from the brothers of *Upsilon*.

The second semester was started off with a bang—our new officers are:

Head Master, Irvin Gromoll.

Senior Warden, Donald Brinkman.

Junior Warden, George O'Neal.

Treasurer, Leslie Reid.

Scribe, Joseph Nedwed.

Historian, Carl Petty.

This fall we brothers and pledges had a lot of problems to solve that are connected with a new house and the building up of our ranks. To date we have met all these problems and mastered them. The retiring officers have done their work in splendid fashion. From now on our interests will be turned toward the outside activities on the campus. Every man is going out.

The second house dance in our new chapter house will be held March 16. The dance will be in the form of a warehouse "hop." Everybody is to wear their oldest and hardest appearing clothes, shoes, hats, etc., which they possess.

Basketball season is in full swing. We have had three starts and made good at two of them. However just because tough luck hit us in the last game it is a sure sign that we will come out on the top in the coming games.

Axtell Sheets, Lieutenant-Colonel in the University R.O.T.C., is chairman of the ticket committee for the annual Military Ball.

A few brothers have visited us, but we would like to see more. Our house is located at 1111 South First Street, Champaign, Illinois, and the door is always unlocked.

K. M. SNYDER, *Correspondent.*

The outstanding event of *Phi* Chapter since our last letter was the three day visit of Brother "Gig" Wright.

The chapter benefited not only from the personal contact and personality of Brother Wright, but also from the inspiration and valuable constructive criticism which he had to offer as to the internal organization and the program of external expansion and activity. Although we were unable, due to some very "unusual" weather, to give "Gig" some of our beautiful California sunshine, still with theater parties, joint chapter and alumni meetings and banquet, and sight-seeing trips, we trust that he found his visit an enjoyable one.

Phi Chapter at present is undergoing a more or less complete change in the matter of chapter house and professional activity. The internal organization is being strengthened so that the work of the chapter may



be carried on more smoothly and efficiently. Monthly professional business meetings are being planned at which time there will be addresses given by various prominent professional and business men of Los Angeles and Southern California. Through the recent formation of a Professional Interfraternity Council at the University of Southern California, *Phi* Chapter is able to carry on its professional work and influence on a larger scale, especially throughout the campus.

Last November *Phi* Chapter initiated five new members, one of whom was Professor J. Harry Tregoe, past president and executive secretary of the *National Creditmens Association*, and at present a member of the faculty of the University of Southern California. We feel justified in making special mention of Professor Tregoe's initiation since he is not only an outstanding authority in his field, but he also represents the highest in ideals and character which are indicative of the type of men in Delta Sigma Pi.

The social activities of the chapter have been centered around chapter house dances and receptions. The Founder's Day Banquet, held late in the fall, was far more successful than was planned and imagined. A great number of alumni were present, and practically every active member had a part in helping to make the occasion an event of social success and importance. The outstanding social function of the semester was the banquet given in honor of *Grand Secretary-Treasurer* H. G. Wright. It was at this banquet that Brother Wright gave us a most interesting and enlightening account of the fraternity as a whole, and of its activities throughout the country as to growth, expansion and status. We wish at this time to congratulate Brother Wright on his ceaseless work toward making Delta Sigma Pi an organization of success, stability, and dignity.

With the opening of the new semester we find that more honors have been given to *Phi* Chapter in that both the President and Social Chairman of the College of Commerce and Business Administration Student Body are Deltasigs. These two brothers are doing a splendid piece of work, with the result that they are bringing honors not only to themselves and to *Phi* Chapter, but to Delta Sigma Pi as a whole.

Athletics are playing an important part in the chapter activity. *Phi* Chapter placed second in the All-University Professional

Interfraternity Basketball Tournament, losing first place by a very scant margin. Everyone is actively engaged in training for the Professional Interfraternity Track Meet which is to be held February 22 and 23.

The election of officers was held at the last meeting of last semester. The following men were elected:

Head Master, Charles Neilson.

Senior Warden, Arthur Neelley.

Junior Warden, Robert Morgan.

Treasurer, Arthur Neelley.

Chancellor, Fred Pierson.

Scribe, Henry Walker.

Master of Festivities, Ross Turner.

Senior Guide, Steve Bryant.

Everyone is looking forward to a semester of unusual activity and growth under the new set of officers. It is hoped that *Phi* Chapter will find itself on a sounder scholastic, professional, and financial basis by the close of the ensuing semester. Upon the completion of present plans, *Phi* Chapter will be enjoying a period of steady, substantial growth, and we hope it will compare favorably with the other chapters of Delta Sigma Pi.

FRED PIERSON, *Correspondent*.

Chi at the present time is about to send five prospective brothers down the path to brotherhood. Before the close of the school year we expect to take in about

fifteen more men. *Chi* was somewhat set back this year when only nine men returned to school. However we have been working very hard and reorganizing. This year Hopkins is building the new Levering Hall which will house the Y.M.C.A., and will also have rooms for smokers and meetings. With these added facilities we will be able to meet more of the possible material.

J. Elwood Armstrong, who has been recently elected deputy in the Eastern Province, has accepted a position with Haskins & Sells as accountant.

We held recently one of the most successful smokers we have ever had. It was held at the New Lord Baltimore Hotel which has just been completed. Brothers Armstrong and McKewen arranged a little play on the Theory of Depreciation. After which our talented Brother Tharle, a charter member, astounded the audience with his sleight of hand tricks and card tricks. Brother Clem-

JOHNS HOPKINS
UNIVERSITY

ens gave a very inspiring talk which was supplemented by several other talks. With plenty of smokes we all spent a very enjoyable Sunday afternoon.

J. HOWARD SCHAD, *Correspondent*.

As the second semester is now under way all *Psi* men are again taking steps to start the semester off with determination in order to raise our scholastic average and to further our associations.

Under the able leadership of Reuben Lueloff, who was again elected *Head Master*, we hope to make many new achievements. Harold Moe was elected *Senior Warden*, Kenneth Marsden *Chancellor*, Lloyd Giessel *Scribe*, and Romaine Dasow *Treasurer*. Brother Moe handled rushing very efficiently, and we were able to get our quota of promising Deltasigs.

The scholarship record of *Psi* increased a few points above our average for the semester a year ago, but we are far from satisfied with it. Every effort will be put forth this semester to lead the professional fraternity list, and to develop acute practical judgment in regard to our own problems. Our pledges came through with flying colors in their grades.

At this writing, the chapter is looking forward to Founder's Day banquet which is to be held Sunday, February 17. This marks the sixth year of our existence on the Badger campus, and we hope that a good many of the founders and grads will be in attendance on the above date.

A large number of brothers are participating in outside activities or are holding some splendid part time positions. Kermit Kamm is production manager of *Wisconsin Players*, Arno Meyers assistant business manager of the *University Theater*, Kenneth Marsden student financial advisor, Ralph Kamm treasurer of the *Badger*, and Edward Meagher is working for Karl Mac Murray head of one of the foremost accounting concerns in the state.

We are all very proud of Robert Mac-Reynolds, one of our recent grads who was successful in passing his Certified Public Accountant's examination. William Aspinwall, who was graduated in February, has taken a position with the Wisconsin Athletic Department. He has been doing part time work for them the last two years.

Psi was well represented at the prom which was held February 8. Brothers Jones,

Marsden, Lueloff, Meagher, Holmes, Aspinwall, King, Wiesner, Chapman and Meyers glided to the harmonious and tuneful synco-pation of Ray Miller's orchestra.

For the past several weeks the attention of the chapter has been held by the progress of our hockey team. Captain Robert Wangarin with his smooth-running team has lead us to three victories. William Arliskas has earned a berth on the Varsity Swimming Team. Harold Moe and William Henke, who represent *Psi* in Varsity Track, made a trip to Iowa last week.

Psi can look back on the last semester with the pride of achievement and hopes to make this semester even more successful in its activities and accomplishments.

CARL L. SCHMIDLEY, *Correspondent*.

Embarking on the second semester of one of the most successful school years since the chapter was installed at Temple, *Omega* has laid plans for a strenuous business and social program during the remainder of the current school year. Due to the proximity of "Founder's Day" at Temple to the anniversary of the installation of the chapter, the annual house party for that date could not be held. Brothers of *Omega* took an active part in the ceremonies marking the dedication of the new unit of the University's building program, a twelve-story tower, and the reverence of the memory of Temple's beloved founder on February 15, the anniversary of Dr. Russell H. Conwell's birth. Many dignitaries of the nation and state were present at the ceremonies and several were honored with degrees.

The annual fall initiation and dinner dance were distinctively successful. In the afternoon of December 8, nine men were given the final court of initiation, and were welcomed into full brotherhood by the entire active chapter.

The dinner dance held on the same date was a social success, the brothers declaring it one of the finest they ever attended. The committee in charge of the event was headed by Alfred G. Witter. This same committee is already busy planning the spring dinner dance which will most likely be held at one of the local country clubs. *Omega* takes pleasure in extending invitations to all brothers for this affair, the date and place of which will be announced later.



With the success of several house parties during the first semester, the committee in charge of arrangements for such affairs lost no time in scheduling one at the outset of the new semester. A party in honor of the four brothers who graduated with the February class was held on the evening of February 11. These four brothers received their diplomas and degrees during the "Founder's Day" exercises. They are John M. Caville, *Philadelphia*, Crist R. Gibbons, *Philadelphia*, Roderick H. Light, *Upper Darby*, and Franklin J. Marx, *Oshkosh, Wis.*

Two informal smokers have been held for men of the School of Commerce. Both smokers were well attended and the prospects for a fine group of pledges are exceedingly bright. It is planned to hold a formal pledging ceremony on February 25. A large class of pledges will be given the oath of pledgship at this time. This is necessary as the number of men graduating in June depletes the ranks of Omega's active members by some fifteen men.

One of the outstanding social events of the school year, the Interfraternity Ball was held on January 11. According to Joseph Manbeck, who was chairman of the committee for the event, the affair was a distinct success in all respects. The chapter was well represented at the affair.

A reorganization of the Sophomore Vigilance committee to enforce regulations for the incoming freshmen finds William Benn as chairman of the School of Commerce group with Jack Marriner and Milt Porter on his staff.

J. Earl Price and H. Stanton Reynolds are aiding in the success of the University boxing team as student manager and associate manager, respectively. The ring team has won all meets to date, and gives promise of an undefeated season.

The University Student Council, headed by Andrew D. Mehall, has begun an active administration of student affairs for the new term. Brother Mehall attended the convention of the Federation of Student Government Bodies at the University of Missouri in December and brought back many beneficial ideas which are being inaugurated at Temple during the current year.

The *Templar*, official yearbook of the University, is fast nearing completion according to Ron Miller, the business manager of the publication. Brothers from the house who are on the staff are working diligently and from all indications their work will be

productive of the best yearbook ever to be produced at Temple. They are to be commended for their arduous labors.

Brother Miller was recently chosen by the University Athletic Council as student manager of the 1929 varsity football team. He succeeds Ernest C. Wolf. J. Earl Price and Thomas Turner were elected associate managers at the same time.

A newly created position of Sports Editor of the *University News* was filled by the appointment of Brother Price to the position. He holds a similar position on the staff of *The Templar*.

The chapter is already planning an extensive campaign for the fast approaching spring elections. It is the expressed desire of every brother that the list of campus activities which have prospered under the leadership of men of *Omega*, be retained and more added if possible.

Several visiting brothers have been entertained at *Omega* during the past few months, and we would like to see more of them. The welcome sign is always out, and any brother visiting the City of Brotherly Love will always find some one to welcome him to our home at 1857 North 17th Street.

RONALD E. MILLER, *Correspondent*.

Upon returning to school last fall the *Alpha-Beta* Chapter was confronted with the



problem of starting a house. We located at 1101 University Avenue and got everything going in great shape. We had only ten men in the

house during the first semester, but have the house practically filled this semester. We find it has been a great asset to the chapter and feel assured we will never be without a house again.

Alpha-Beta has had a very successful past semester. Aside from the task of putting our house on a good basis and gaining prominence on the campus, we have increased our number by initiating ten new brothers, Buren Carter, Waldon C. Winston, Carrol Ward, Lawson Miller, Cecil Twitshell, Harold Thielecke, William Browner, David J. Pugh, William E. Skinner and Clyde Williams. They are outstanding men on the campus and we are justly proud of them. At present we have nine neophytes and expect to have an initiation for them soon.

Socially speaking, *Alpha-Beta* upheld the reputation of Delta Sigma Pi by making our last dance one of the best on the campus.

We are having another party February 23. We have held several smokers at the chapter house and have lined up many prospective pledges thereby.

The Intramural activities finds Delta Sigma Pi entered and going strong. Although we have not been so good in basketball, we boast of a fine bowling team. We are practically assured of victory in the rifle competition, as we have the champion rifle shot of the United States and another varsity man almost his equal. At least we are going to give some good competition in Intramural.

For the first time in the history of the school, the B. & P. A. School of Missouri University is going to have a Commerce Day this spring. There will be good speakers during the day instead of classes, and will be finished off with the Derby Dance that night. William Barnett is president of B. & P. A. School and we are backing him 100 per cent in putting over this Commerce Day.

If any traveling brothers are ever in Columbia, remember we have a house at 1101 University, and we certainly extend a cordial invitation to all of you. We haven't the perfect weather that is boasted by *Phi* Chapter, but nevertheless we have a chapter we are all proud of and are working hard for, and we would appreciate the opportunity of entertaining you.

HOMER E. RABER, *Correspondent*.

Alpha-Gamma Chapter at the Pennsylvania State College, State College, Pennsylvania, began the school year 1928-29 with twenty-three active members back in school.

The chapter was increased with the initiation of the following men: W. S. Byers, E. A. Kaier, A. J. Maier, E. R. Noderer, R. E. Roush, R. M. Strickland, H. H. Ulerich, R. Walker, R. A. Winter, A. B. Cutting, R. J. Flickinger, J. B. Pierce.

Scholastically *Alpha-Gamma* Chapter has been doing well. *Head Master* Paul Hagan announced that our chapter stood third among the entire group of fraternities on the Penn State campus for the second semester of the school year 1927-28.

A series of luncheons have been planned with prominent business men and alumni as the principal speakers. Plans have also been made for small groups of the active members to have interviews with the Deltasigs on the faculty.

Dr. C. W. Hasek and Professors W. E. Butt and H. W. Stover of the Liberal Arts School faculty, all Deltasigs, take a very active interest in the affairs of *Alpha-Gamma* and aid the chapter in numerous ways. The chapter owes much of their present position to the active interest taken in it by these members of the faculty.

PAUL C. MCCONNAUGHEY, *Correspondent*.

With the election of new officers for the coming semester, the announcement of nine new pledges, and the beginning of a series of monthly dinners at which prominent business men give talks on commerce subjects, *Alpha-Delta* Chapter has occupied its time worthily during the last few months. Holding our edge in the recent elections to the Bizad Executive Council and raising our scholastic average, the brothers of *Alpha-Delta* have forged ahead in the affairs of the College since the last news letter.

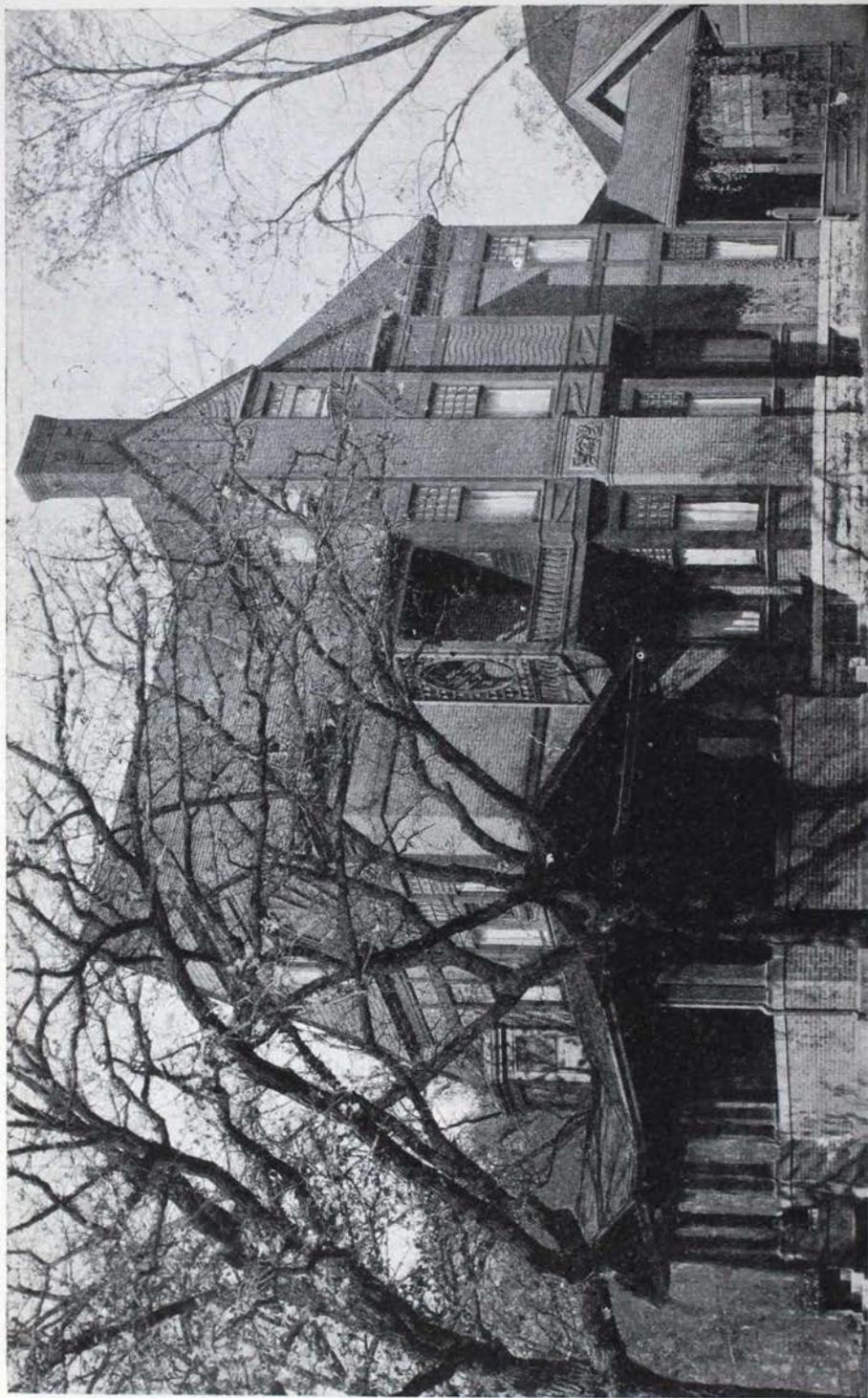
Our new officers, elected January 28, are: Bernarr Wilson, *Head Master*; Kenneth Moore, *Senior Warden*; Robert Bundy, *Junior Warden*; Willard McNamara, *Scribe*; Henry Strathman, *Treasurer*; Wilbur Mead, *Historian*; Douglas Timmerman, *Correspondent*; and Carroll Pauley, *Bizad Executive Council* representative. The new officers took charge of chapter affairs at once and will supervise the next initiation which will be held in the near future.

After careful selection on the basis of scholastic ability, appearance, and previous accomplishments, *Alpha-Delta* is proud to announce the following initiates: John Baentli, *Sterling*; Norris Kenny, *Lincoln*; Otto Jacobsen, *Omaha*; Wendall Mellor, *Council Bluffs, Ia.*; Glen Reichenbach, *Lincoln*; Clifford Sandahl, *Genoa*; Kenneth Sandrock, *Falls City*; Clyde Yost, *Lincoln*; and Robert Young, *Norfolk*.

Two dinners have been held so far since the beginning of the new year and each was featured by a large turnout and a genuine get-together. Plans for similar gatherings during the intervening months before the close of school are being worked out by a social committee headed by Reinhold Hofferber with Robert Bundy and Kenneth Moore as auxiliary members.

Results of the election for chairman of the *Bizad Executive Council* to fill the place occupied by Brother Timmerman last semester will not be known until next week.





ALPHA-EPSILON CHAPTER HOUSE—UNIVERSITY OF MINNESOTA

With Brothers Wilson and Pauley on the Council, the feminine vote and victory is practically assured for Deltasigs.

The lull after first semester examinations has caused a temporary cessation of College activities. Wilbur Mead was elected president of *Beta Gamma Sigma* recently and Glen Reichenbach secured the position of secretary of the Commercial club. With the appointment as chairman of the Bizad Day committee in the offing, we are grooming several members for the head and other committee positions.

In athletics, Brother Munn has been filling the center position on the Cornhusker basketball quintet regularly and starred in the recent game with Oklahoma. During the football season of 1928, Brothers Lucas and Munn won their letters by excellent line play.

With financial conditions of the chapter in fine shape and good material for future Delta Sigma Pis on hand, *Alpha-Delta* looks forward to its most successful year. A cordial invitation is issued to all brothers who travel through Lincoln to stop off, meet the fellows, and enjoy our western hospitality.

DOUGLAS TIMMERMAN, *Correspondent*.

During the winter quarter eleven men were initiated into *Alpha-Epsilon* Chapter. The

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Saturday preceding formal initiation the active chapter gave a dance in honor of the to-be brothers at a down-town hotel. Following the formal initiation and banquet on the following Sunday, the actives entertained the new brothers at a theater party at the Shubert. At present we have twenty-seven actives, and by spring expect to have the largest active chapter in the history of *Alpha-Epsilon*. We are using precaution in picking our men, the financial and scholastic factors being particularly considered.

Twenty-two members of the chapter attended the Inter-Professional Ball. The second party of the quarter is to be held in honor of our alumni. They have done a lot for us, so we are going to have a party at a down-town hotel for them and show them that we appreciate their support.

Our monthly banquets are more popular than ever. We generally have a prominent business man speak to us. February 21 is the date set for our February banquet. One of the most popular speakers in the Twin Cities has been secured, so if any out-of-

town Deltasigs are in town at the time, we expect to see them at 1029 Fourth Street, Southeast.

The chapter is plugging hard in its Intramural sports this quarter.

Alpha-Epsilon was glad to have for a visitor last month *Grand Secretary-Treasurer* Wright. "Gig" gave us a lot of inspirational information regarding Delta Sigma Pi, and the chapter certainly appreciated every word of it. Our earnest hope is that we may have "Gig" drop around again real soon.

Looking back over the year thus far, we are prompted to say that we have accomplished much in the name of progress, and are determined to continue at an ever-increasing pace.

JOEL KROGSTAD, *Correspondent*.

Alpha-Zeta did not start the year as it should have, due to the fact that a very few members returned. At our last meeting the following men were elected:

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TENNESSEE**

Head Master, Harry Blankenship.

Scribe, Theodore Wilson.

Treasurer, Reed Sterchi.

All are capable men, and the chapter should take on new life under their leadership.

At the present time we are on the outlook for men who will some day be wearers of the Delta Sigma Pi badge. We have several in view, and will pledge them within a few weeks. We hope to initiate them sometime in April.

Mack Hornbeak and Reed Sterchi have been elected to *Phi Kappa Phi*. This is a great honor, not only to them but to *Alpha-Zeta* as well. Both of these brothers are in line for the Delta Sigma Pi Scholarship Key. Quinn Pritchett has reported for track, and should be pole-vaulter. He won this event at Camp McClellan last summer. *Alpha-Zeta* is well represented in almost every activity on the "Hill."

We have a great addition to the chapter. Carl Distelhorst, *Epsilon*, has been added to the faculty of the School of Commerce. He is taking an active part in the chapter, and we should profit by his suggestions.

The members of *Alpha-Zeta* wish to extend to every chapter of Delta Sigma Pi their best wishes for a prosperous year.

T. B. MOFFAT, *Correspondent*.

Alpha-Eta Chapter started out the second semester with a well rounded chapter including twelve newly



initiated men, Melville Seeley, Selby, S. D., Howard McBurney, Lyndall, S. D., Ed Tillinghast, Sioux Falls, S. D., Westley Carter, Lead, S. D., Robert Campbell, Frederick, S. D., Elmer Nordhus, Clark, S. D., Louis Lillibrige, Burke, S. D., Wilber VanMetre, Wolsey, S. D., James VanDyke, Sioux City, Ia., Lloyd Swenson, Alcester, S. D., Robert Gibson, Sioux City, Ia., and Laddie Wagner, Vermillion, S. D.

The chapter is well represented in athletic lines. Herman Ebsen and Stanley Gidley won football letters. William Van Metre is editor of the college yearbook, and all the boys working in the University Co-operative Store, which is used as the commerce laboratory, are Deltasigs. Also there are six Deltasigs on the board of directors of the store.

The chapter has been holding regular banquets and has had many prominent business men there to speak. We hope to have many more as those in the past have been quite beneficial.

Plans are under way for the annual Business Day under the direction of Brother Sparks, Dean of the School of Business Administration. It will suffice to say here that Business Day promises to be bigger and better than ever in our new armory. We will have much more to say about Business Day in our next news letter.

W. H. BUTTS, *Correspondent.*

Alpha-Kappa Chapter boasts of a total of twenty-six active members. Of this number



ten were pledged this fall and entered our ranks as full-fledged Deltasigs at the formal initiation on December 22. We expect to pledge a few more men in the early part of the second semester.

The chapter is well represented in the Student Council which was recently organized, Robert Bollman being elected treasurer of it.

Elmer Fischer, Vinton Ostrander, and Robert Bollman hold important positions on the staff of the *Evening Session* paper, which made its first appearance last November.

Christmas afternoon a reception was given for parents and friends. In the evening a party was held at the house, a number of the alumni being present. A New Year's Eve party, an annual *Alpha-Kappa* event, was also held at the house.

Sunday, January 13, good old-fashioned Boston baked beans were served to a number of hungry brothers. Needless to say, they did full justice to them. This was the first of a series of bean suppers which we plan to hold this year.

We congratulate Richard Gauld, who has recently secured a position which we understand will give him extensive travel abroad.

Remember, *Alpha-Kappa* Chapter cordially welcomes to our house any Deltasigs that may be in our vicinity.

C. E. WESLEY, *Correspondent.*

Alpha-Lambda had a very successful rushing season this fall. It brought into the



folds of Delta Sigma Pi eight fine fellows who have readily fallen into line, and have materi-

ally aided in the work of our chapter. The neophytes who became brothers at that time were:

- W. J. Chandler, *Winston Salem, N. C.*
- G. L. Conley, *Marion, N. C.*
- R. B. Holland, *Statesville, N. C.*
- A. L. Patterson, *Albemarle, N. C.*
- W. H. Prevost, *Waynesville, N. C.*
- G. H. Roach, *Greensboro, N. C.*
- J. H. Skinner, *West Fafayette, Ind.*
- H. D. Wolf, *Chapel Hill, N. C.*

We are out for bigger and better things this year!

Our faculty strength is increasing, and our faculty members are co-operating with us more than ever before in the execution of our campus and chapter activities. We had one of the most successful smoker-banquets of all time on Thursday, February 14, several non-faculty members, as well as a picked group of undergraduates, were our guests. We are planning to make the next one even more successful through having one of our faculty members speak to us.

Our plans for obtaining new quarters seem to fall under just at the time it looks as if they were perfected. However, quite a little agitation is afoot for moving into a house next year, and with the spirit now manifest in action toward new members, we

think that the plan can be rather easily effected, and are pulling every string toward that goal.

With the growth of our Commerce School, as seen through the almost finished new Commerce Building, our chapter is growing and expanding its scope of activities. Plans for forming and introducing a Commerce Club have been discussed exhaustively, as well as other fields of interest to students of Commerce, which we think will materialize into something more worthwhile than ever before accomplished. With prospects so bright, it appears that *Alpha-Lambda's* GREAT DAY is just ahead!

PAUL T. SIMPSON, *Scribe*.

With twelve new Deltasigs to help us in our work *Alpha-Mu* is doing big things. The

newly initiated men are as follows: Robert Anderson, Donald McKenzie, Allen Gordon, Harold Pffner, Ben Cecka, Ole Jensen, Walter Barker, Gordon Sundby, Roy Hanson, Clarence Alex, Cecil Stewart, and Hollis Felson.

Members of Deltasig have been recognized all year by getting into outside activities. Carl Haugen was recently awarded the Alf Bye trophy. It was awarded on the basis of scholarship and activities. It includes a cash award of \$50 and a silver trophy.

Warren Doane was elected to Blue Key, an honorary service club, chosen on basis of personality and service toward University.

Edward Showers was picked on the first All-Conference football team, being placed at tackle.

In class elections this year Hollis Felson was elected Junior Prom Manager. That is the biggest social function of the year at the University and we know that Hollis will make it the best one ever put on here.

Deltasig has two lettermen in track working out every day. They are Warren Doane a half-miler and holder of the University record and Clarence Alex, a broad jumper. Also among the new men initiated we have some track men in Roy Hanson and Hollis Felson that should make their letters this spring.

Ben Cecka is playing in the University first band for the fourth year so will be awarded a key this spring for his services.

Alpha-Mu was mighty glad to have Brother

H. G. Wright, Grand Secretary-Treasurer, pay us a visit. While he was here we had a luncheon at the University Commons having all of the instructors from the Commerce school attending. That same evening we held a banquet at the Ryan Hotel with all members of Deltasig present. We were proud to have Brother Wright with us and then to make it a grand success he presented to us the Grand President's Cup for having the highest scholastic record for the year 1927-1928. We feel very much honored in winning this cup and also we are working very hard in order to keep possession of it for another year. The only thing that we regretted was the fact that "Gig" had to hurry away too soon.

This spring we plan on having a sport formal, having each member invite a guest making it a big event to top off what has been one of our most successful years.

Bruce Rutherford, an alumnus of this chapter, was recently made manager of the Gamble Auto Supply Store in Wausau, Wisconsin. More success to him.

Dr. Towne, head of the commerce school here and a prominent Deltasig, is away on a leave of absence this semester. He will return in time for summer school. We will miss his good advice that he gives us from time to time.

Howard Myster, our *Head Master* for the past year, graduated at the end of the first semester and we will feel his loss very much. Howard completed a successful year, being *Head Master* of the group that won the scholarship cup.

WARREN M. DOANE, *Scribe*.

The greatest addition to the history of *Alpha-Nu* since the last news letter was, of

course, the fall initiation, which was held December 15. The initiation was held at the club room,

and the banquet and dance at the Cherry Hills Country Club. *Alpha-Nu* has had some mighty good functions, but never one that can compare with this. The banquet itself, the speakers, and then the dance. The best orchestra in Denver outplayed Paul White-man for us. *Alpha-Nu* extended the hand of brotherhood to five new men, and the activities of these men since have proved that our judgment erred in that, as highly as we regarded them, it was not high enough. Our spring initiation will be on May 4, and we



expect to initiate at least ten men at that time. *Alpha-Nu* now has nine pledges, with the second semester pledging season only one day gone.

We are having luncheons regularly every two weeks, and their success is shown by an average attendance of between thirty-five and forty. Good speakers, good luncheons, plus a real fraternal spirit is our formula for successful luncheons, and it works.

The biggest proposition facing *Alpha-Nu* now is that of starting a house. Present plans call for a house not later than next fall, with a possibility of one this spring if we consider it advisable.

We are working out our financial problems now, so that we will know just what we are doing when we do it, and they surely look favorable. We plan to rent a house unfurnished, and buy furniture, then go ahead with plans to build in later years. Our greatest problem is to find a house that is satisfactory, considering both modernness and location. Regardless of problems and difficulties, however, *Alpha-Nu* is going to have a house, for we feel that that is one of a chapter's greatest assets.

Alpha-Nu has requested that the Western Provincial Convention be held in Denver next fall, and we are hoping mighty hard that we do get it. We are confident that we can take care of it in Deltasig style. It would do the chapter a lot of good, too, by starting our year off with a bang. So, you Western chapters, *Alpha-Nu* wants to be your host next fall, and, if we are, we'll be a host that you won't forget for a long time.

Alpha-Nu entertained Brother "Gig" Wright February 1 and 2. When it comes to rousing enthusiasm, "Gig" is to a Deltasig chapter what a presidential campaign is to the country. A special meeting was called the Saturday afternoon he was here, and we got eighteen brothers there on three hours notice. The meeting was more of a round-table discussion, and if you know "Gig," you know that we got some good pointers.

Election of officers was held the first meeting in January, and the following men were elected to office:

Head Master, George A. Wilson.

Senior Warden, Walter Halberg.

Treasurer, Carl J. A. Johnson.

Scribe, Harold Norbloom.

The retiring officers turned over their jobs to the new men with that sense of satisfaction that comes from duty well done.

To all chapters, *Alpha-Nu* wishes true Deltasig prosperity and success.

GEORGE A. WILSON. *Correspondent*.

The big thing that *Alpha-Omicron* chapter looks forward to is the spring initiation.



The date has not been set as yet but will doubtless be within the next few weeks. The pledge captain re-

ports that the "to be" brothers are well prepared for the final rites of our order.

Since a fine has been reimposed for absence from meeting the percentage of absences has been materially decreased.

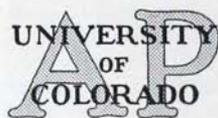
As for activities we have a few to mention: Harold Wagner is treasurer of the Men's Union, Student assistant in the Accounting Department, Torch man, the highest attainment on the campus, Blue Key man, and Vice-President of the Commerce Club. Harry Carmack is student assistant in the Finance Department, Blue Key man, and President of the Commerce Club. Carl Slack is on the Varsity Debate Team.

Two smokers have been held since Christmas vacation, helping to accumulate a goodly number of prospects.

We lost a well liked brother in John Rice, who graduated in February. We will lose eight more brothers in June by graduation.

FLOYD STOTT, *Correspondent*.

Now that mid-term examinations are over, the brothers of *Alpha-Rho* are beginning to



take a new interest in things not so scholastic. We recently pledged five men, and are starting a campaign to

get more new members for Delta Sigma Pi. The School of Business Administration at Colorado limits the number of eligible men, and consequently we have only fourteen active members.

On January 31 we had the pleasure of entertaining Brother H. G. Wright, *Grand Secretary-Treasurer* of the fraternity. A banquet was served at the Boulderado Hotel, after which a general discussion was held, Brother Wright answering questions about various phases of fraternity life, and about Deltasig in particular. Everyone enjoyed meeting Brother Wright, and we hope that we may be privileged to entertain him again in the very near future.

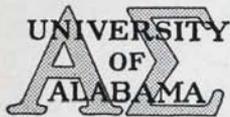
Despite the small size of our active chapter, we are very well represented in campus activities: Bill Hagny took the lead in the Annual Booster's Club Operetta, which is the biggest production of its kind in the

Rocky Mountain Conference. Bill is also active in dramatics, and one of the best known men on the campus. William Nevin, our present *Head Master*, is president of the students of the Business School. Russell Campbell was Chairman of the Junior Prom Committee. Ken Curlee has an enviable record as an athlete at Colorado. He played quarterback of Varsity this fall, and is now out to make his "C" in basketball. Dean Farrell has more keys than a normal caretaker ever thought of having—Sigma Delta Xi, athletic fraternity, Coloradoan, Adelphi, and some others the writer has never figured out.

Next time we'll tell you all about the brave Deltasigs frying beefsteaks in grim Gregory Canon.

CHAS. JONES, JR., *Correspondent*.

Alpha-Sigma has started the year 1929 with a boom! The chapter is now considering several means



whereby an award will be made to the most outstanding freshman in the School of Commerce and Business Administration. The chapter held a very successful smoker the second week in February, and a number of new pledges were added to our list. We plan to enlarge the number of actives in the near future, as the School of Commerce and Business Administration is making such rapid strides *Delta Sigma Pi* is desirous of keeping pace with this development.

Although no final averages have been given out in regard to the chapter's record on the mid-term examinations, ample belief is expressed by all that *Delta Sigma Pi* reached a new peak. We shall endeavor, however, not to be content with our present showing.

Elaborate plans have been formulated for the remaining months of the school year. These plans call for obtaining one or more prominent men in the industrial and commercial life of Birmingham to speak before the School of Commerce and Business Administration under the auspices of *Delta Sigma Pi*. Other plans of a constructive nature are now in the process of formation and no doubt exists as to the carrying out of them.

EDMOND M. WYATT, *Correspondent*.

The opening of the winter term at Mercer awakened in *Alpha-Tau* an ambition born from necessity and a desire to make our chapter the outstanding chapter of *Delta Sigma Pi*.



With only nine members and one pledge we began the term by turning one of our meeting nights, the second Monday in each month, into what we termed "Vocational Night." On this night we extend to all commerce students an invitation to meet with us in the Commerce Reading Room of the Administration Building. As our guest of honor we have some prominent business man who gives us a short talk on his profession. This is followed by a round table discussion. This night not only benefits us through its educational value but has turned the eyes of all commerce students on *Delta Sigma Pi*.

On Thursday, February 14, we entertained the commerce school with our annual smoker in the Mercer Cafeteria.

Brother C. B. Wray, Dean of the School of Commerce, made a very interesting speech. In Brother Wray's speech he outlined the new curriculum of the School of Commerce next fall. To better understand this I quote from Dean Wray:

"Due to a recent decision of the administration, the School of Commerce of Mercer University will be changed to a two-year school, with some specialization beginning in the sophomore year. This program will be put into operation at the beginning of the fall term, but will not affect the present student body in any unfavorable way. In fact, the present student body will be benefited by this decision through concentration in the field of advanced accounting and economics in the last two years of college, made possible by new courses added to the present offering.

"A new instructor is to be added in the department of economics, who will have charge of the marketing and other highly specialized courses, including advertising, salesmanship, credits and collections, insurance, and management. By this arrangement Professor Johnson will be relieved of some of his work, which will allow him more time to devote to the field of money and banking, as well as the advanced theory of economics.

"Students have been rather cramped in making their selection of a major, due to the limited offering in advanced courses in

economics. This condition will be corrected next fall. No professional school of the University will afford a more varied offering than the School of Commerce. For the first time the School of Commerce can boast of a curriculum second to none on the campus. We have always had more than a fair portion of the first year men and now, with the enriched curriculum made possible under the new arrangement, we shall soon have a major portion of those graduating with a B.S.C. degree."

This, with President Dowell's promise that the enrollment will increase at least ten per cent by next fall, is of great interest to our chapter for with the expansion of the School of Commerce *Alpha-Tau's* growth is assured.

In campus activities we are now one jump ahead of the best. Luke Hill, *Head Master*, is without a doubt the best politician on the campus, proven by the fact that he holds many important offices of honor, among them the presidency of the Senior class. King Dixon is president of the Junior class. Alton Bartlett and Ashton Almand are at the head of the business department of the campus publication, *The Mercer Cluster*. Other brothers are actively engaged in making their berths comfortable ones.

Our decreased membership does not justify the expense of operating a house; however, if our freshmen pledging proves fruitful our plans are to have a nice house next fall.

Watch out for *Alpha-Tau* and see how fast we grow.

WILLIAM CROUCH, *Correspondent*.

Many active, peppy, and helpful meetings have been held by *Alpha-Phi* Chapter since

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We last sent our greetings and accomplishments out to our brothers. We feel that we have had a very successful and impressive semester and our chapter has accomplished many things. *Alpha-Phi* has been delayed a little in initiating its neophytes because of several interferences. But we are going to put on our first initiation March 8 at which time we shall initiate seven neophytes who have proved to be worthy men to become members of Delta Sigma Pi. Following this initiation we will sojourn to the *Tea Hound*

where the first dinner dance of the year will be given in honor of our newly initiated neophytes and we will have as our guest the faculty of the Commerce School and alumni members. We wish to extend an invitation to all members of our neighbor chapters and all other chapters to come to Ole Miss and enjoy the night with members of *Alpha-Phi*.

We opened the second semester with a delightful and entertaining smoker given for the benefit of our pledges and in order to have some of the members of the faculty to speak to us on subjects connected with the closer relation of Delta Sigma Pi and the faculty. We believe that this smoker was very beneficial in inspiring a greater degree of fellowship between the faculty and the members of *Alpha-Phi* Chapter.

V. E. O'NEIL, *Correspondent*.

The past school semester has been the most successful in the history of *Alpha-Chi* Chapter.

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Not only did we materially increase our membership, but in all phases of school life, socially, professionally and scholastically we have made rapid strides. On January 19 an initiation was held at the Forest Park Hotel. At this time the following men were initiated: Vernon Vallet, Carl Mausshardt, William Phares, Thomas Lineback, Robert Richardson, Earl Batz, Arnold Drake, and Eugene Windsor. We were pleased to have Aubrey Reid as one of our alumni guests for the initiation and wish to congratulate him for being selected as our new District Deputy. We already have five pledges and are looking forward to having at least ten or twelve pledges for our spring initiation.

On February 9, 1929, *Alpha-Chi* Chapter mourned the death of Thomas Vernon Bate, the first member of our chapter to pass away. The brothers joined in extending their sympathies to his parents.

The entire chapter is backing every movement toward the development of a greater professional spirit in the school. In connection with this the chapter has arranged to make an inspection trip through the Fisher Body Plant in St. Louis on February 19. Great interest is being manifested by the entire Commerce study body and a large attendance is expected.

The chapter will have an informal dance on March 11 to be held in conjunction with

the St. Louis Alumni Club, and an invitation is extended to all visiting Deltasigs.

CARROLL C. GILPIN, *Correspondent*.

Alpha-Psi's officers backed by the members have carried on the plans of the chapter as the founders of less than a year ago had planned and hoped. However, it can hardly be said that they who so well began the work dreamed of the phenomenal success of their successors.

Continuing the regular weekly meetings each Tuesday at noon, but changing the meeting place to Room A of Reynolds Club, the chapter continues to grow and make possible a larger and even more successful chapter.

The Friday luncheons at the Del Prado have become more popular as the membership has increased. The policy of having as a speaker some prominent man of the business world has been continued. With an occasional evening meeting and a smoker, numerous plans for the future have been made. Among these plans are two that no doubt will interest the brothers.

Beta, Zeta and Alpha-Omega have joined with *Alpha-Psi* in planning a dinner dance to be given at a loop hotel early in April. This dinner dance will be the huge event of the year.

Alpha-Psi is soon to publish a chapter news letter. A kind, modest brother has donated a prize to be given to the brother submitting the winning name for the news letter. It is hoped that we can make our publication a real intelligencer.

Pledging activities are such as to give promise of a number of men being eligible for the enlightenment of our mysteries and secrets. Vivid is the memory of our last initiation held at the Windemere. Striking will be the initiation not far in the future.

The recent statistics prepared by the Central Office listed *Alpha-Psi* as ninth in present active membership. We are indeed proud of our position, yet, we can not but observe that seventh, eighth and ninth places are equal as to present active membership.

Alpha-Psi is going strong and its interests are in each and every brother. When, we ask again, may we both say that you have seen *Alpha-Psi* in action?

JOHN L. MUNDAY, *Correspondent*.

Delta Sigma Pi's baby chapter consisting of eleven determined actives at the beginning of the school year can look back with pride upon the recently closed semester, conscious of the fact that its history is crowned with two outstanding achievements, one social and one expansion.

The dancing party at the Lake Shore Athletic Club on the night of November 17 found a merry crowd of some two hundred couples representing every department in DePaul University, dancing to the tune of Maurie Sherman's College Inn Orchestra. The party promises to go down in history as one of the outstanding features of DePaul's 1928-29 social calendar.

Our first initiation took place on January 26, at the Great Northern Hotel where we initiated nine men including the Assistant Dean of the College of Commerce. The banquet following brought out a goodly number of alumni. We have ten or twelve more high grade men wearing the Crown and Delta which we expect to initiate before the end of the semester. We feel that we can maintain a chapter of at least thirty at DePaul.

Having the expansion question well in hand and a chapter news letter about to be launched, we have taken up the all important issue of a chapter house. It seems that we will be able to obtain quarters of our own before the end of this semester. We are fortunate in having *Beta* so close by and willing to cooperate. When ever we are confronted by a problem we have thus far been able to find a parallel case somewhere in the history of *Beta* and by consulting some old-timer as to how that particular situation was met, the problem is automatically solved in short order. So with the house question we are able to profit by *Beta's* experience and expect to do so.

Alpha-Omega was proud and pleased to hear that our own Jimmy Bansley was elected vice-president of the Chicago Alumni Club. Having congratulated Jim, we wish to congratulate the Chicago Alumni Club on their excellent judgment in selecting their officers.

Our chapter will lose only two or three men this year, all our pledges are lower classmen so we are indeed "looking at the world through rose colored glasses."

RAY BITTER, *Scribe*.

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RECENT INITIATIONS

ALPHA-XI—May 12, 1928

- 46 MUSTARD, Paul Groseclose, *Cismont, Va.*
 47 CROUCH, Edgar Mankin, *Beckley, W. Va.*
 52 McDOWELL, Ted Andrews, *Medina, Ohio*
 53 PALMER, Charles Vance, *Sioux City, Iowa*

ALPHA-THETA—October 21, 1928

- 61 FRANKIEWICH, Edward, *Rochester, N. Y.*
 62 FRAINE, Richard Albert, *Dayton, Ohio*
 63 HILD, Arthur Edward, *Dayton, Ohio*
 64 STUEBING, Robert Martin, *Cincinnati, Ohio*
 65 ALCOKE, Donald Milo, *Cincinnati, Ohio*

SIGMA—November 11, 1928

- 120 LLOYD, Layton Jones, *Salt Lake City, Utah*
 121 NELL, LeVerl F., *Salt Lake City, Utah*
 122 WARE, Walter William, *Salt Lake City, Utah*

ALPHA-IOTA—November 18, 1928

- 87 TEUBER, Bruce Leroy, *Des Moines, Iowa*
 88 WRIGHT, Durward Edgar, *Ottumwa, Iowa*
 89 OWENS, David Franklin, *Des Moines, Iowa*
 90 OLERICH, Byron Allen, *Rofe, Iowa*
 91 CURRY, Howard Lee, *Grinnell, Iowa*

ALPHA-PI—November 20, 1928

- 102 BOREN, Orrin O., *Cynthiana, Ind.*
 103 FULWIDER, Lawrence Scott, *Bloomington, Ind.*
 104 KLEIN, Robert John, *Vincennes, Ind.*
 105 REAVIS, Marshall Wilson, *Anderson, Ind.*
 106 RYDE, Vincent Irving, *Indianapolis, Ind.*
 107 SHATTUCK, James Campbell, *Brazil, Ind.*
 108 SMOCK, John Reed, *Delphs, Ind.*
 109 SPICER, Edward Paul, *Paris, Ill.*
 110 TALBOT, Phillip Smith, *Bloomington, Ind.*

ALPHA-BETA—November 22, 1928

- 128 SKINNER, William Ernest, *St. Louis, Mo.*
 129 CARTER, Beuron Andrew, *Jefferson City, Mo.*
 130 TWICHELL, Cecil Clair, *Brookfield, Mo.*
 131 BRAWNER, William Lloyd, *Vilonia, Ark.*
 132 PUGH, David Joseph, *Kansas City, Mo.*
 133 MILLER, Lawson E., *Stanberry, Mo.*
 134 WARD, Carrol Kramer, *Kansas City, Mo.*
 135 WINSTON, Waldon Campbell, *Knob Noster, Mo.*
 136 WILLIAMS, Clyde Lee, *Columbia, Mo.*
 137 THIELECKE, Harold Robert, *St. Louis, Mo.*

ALPHA-XI—November 23, 1928

- 54 MASSIE, John Henry, Jr., *Edinburg, Va.*
 55 BISCOE, Alvin Blockson, *Wilmington, Del.*
 56 HUTCHINGS, Arthur Ricketts, *Norfolk, Va.*

ALPHA-MU—November 25, 1928

- 77 STEWART, Cecil George, *Grand Forks, N. Dak.*
 78 CECKA, Ben Joseph, *Michigan, N. Dak.*
 79 GORDON, Allen Stuart, *New Rockford, N. Dak.*
 80 ALEX, Clarence L., *Watford City, N. Dak.*
 81 PFFNER, Harold Joice, *Argyle, Minn.*
 82 JENSEN, Ole C., *Sharon, N. Dak.*
 83 SUNDBY, Gordon Edward, *Grand Forks, N. Dak.*

- 84 FELSON, William Hollister, *Cavalier, N. Dak.*
 85 HANSON, Roy Allen, *Brown, N. Dak.*
 86 MCKENZIE, Donald Willoughby, *Brocket, N. Dak.*
 87 ANDERSON, Robert Howard, *Minot, N. Dak.*
 88 BARKER, Walter Alliston, *Bemidji, Minn.*

ALPHA-TAU—November 25, 1928

- 53 DAVIS, Charles Henry, Jr., *Columbus, Ga.*
 54 CROUCH, William Franklin, *Brunswick, Ga.*
 55 ALMAND, Ashton Aubra, *Macon, Ga.*

ALPHA-LAMBDA—December 4, 1928

- 71 HOLLAND, Rhoid Brandon, *Statesville, N. C.*
 72 CHANDLER, William James, *Winston Salem, N. C.*
 73 CONLEY, George Leslie, *Marion, N. C.*
 74 PATTERSON, Arthur Low, Jr., *Albemarle, N. C.*
 75 PREVOST, Whitener Harris, *Waynesville, N. C.*
 76 ROACH, George Harold, *Greensboro, N. C.*
 77 SKINNER, John Harrison, Jr., *West Lafayette, Ind.*
 78 WOLF, Harry DeMerle, *Chapel Hill, N. C.*

OMEGA—December 8, 1928

- 166 BAKER, Phillip James, *Saratoga Springs, N. Y.*
 167 BENNETT, Jr., John Owen, *Philadelphia, Pa.*
 168 DAVIDHEISER, James Wellington, *Pottstown, Pa.*
 169 DYER, Neal Emerson, *Mansfield, Pa.*
 170 GROMAN, Henry Newton, *Bethlehem, Pa.*
 171 HANSON, Thomas John, *Navesink, N. J.*
 172 HASTINGS, James Nelson, *Saratoga Springs, N. Y.*
 173 MULLOY, Andrew Charles, *Winthrop, Mass.*
 174 ZARECK, Chester Jack, *Philadelphia, Pa.*

DELTA—December 9, 1928

- 173 BINSFELD, Randolph John, *Chilton, Wis.*
 164 HEIDEMANN, Wesley Paul, *Milwaukee, Wis.*
 165 BAKER, John Francis, *Burlington, Iowa*
 166 MOLSEED, Cecil Robert, *Stoux City, Iowa*
 167 SCHUMACHER, William Lloyd, *Chilton, Wis.*
 168 KORTH, Herbert Theodore, *Milwaukee, Wis.*
 169 TEN HAKEN, William Henry, *Milwaukee, Wis.*

ALPHA-PSI—December 9, 1928

- 43 GARDNER, Austin Thayer, *Chicago, Ill.*
 44 GLAVES, Cecil Robert, *Chicago, Ill.*
 45 BJORKLUND, Einar LeRoy, *Chicago, Ill.*
 46 VINSON, Thomas Stone, *Chicago, Ill.*
 47 CADY, Elwyn Loomis, *Ames, Iowa*
 48 JAMIE, Wallace Ness, *Chicago, Ill.*
 49 REED, William Randall, *Kansas City, Mo.*
 50 DIZMANG, Oscar Kirk, *Manhattan, Kans.*
 51 ANSLEY, Kenneth Gardner, *Indiana Harbor, Ind.*
 52 HUNTER, Louis Paterson, *Chicago, Ill.*
 53 MYRICK, William Elton, *Kansas, Utah*

- 54 LEFLER, Burnice Lee, *Wichita, Kans.*
- 55 HUNT, Elgin Fraser, *Chicago, Ill.*
- 56 KEENER, Jefferson Ward, *Birmingham, Ala.*

ALPHA-ETA—December 10, 1928

- 80 WAGNER, Laddie Sylvester, *Vermillion, S. Dak.*
- 81 NORDHUS, Elmer Rudolph, *Clark, S. Dak.*
- 82 LILLIBRIDGE, Louis Lowell, *Burke, S. Dak.*
- 83 SWENSON, Lloyd Raymond, *Alcester, S. Dak.*
- 84 VAN METRE, Wilbur David, *Clemons, Iowa*
- 85 VAN DYKE, James Toy, *Sioux City, Iowa*
- 86 GIBSON, Robert Gordon, *Sioux City, Iowa*
- 87 SEELEY, Melville Austin, *Selby, S. Dak.*
- 88 CAMPBELL, Robert Keith, *Frederick, S. Dak.*
- 89 CARTER, Wesley Gilbert, *Lead, S. Dak.*
- 90 TILLINGHAST, Edward Watson, *Sioux Falls, S. Dak.*
- 91 McBURNEY, James Howard, *Lyndall, S. Dak.*

ALPHA-NU—December 15, 1928

- 77 LITTLE, Robert E., *Fowler, Kans.*
- 78 MAINLAND, Gordon, *Denver, Colo.*
- 79 DIEHL, Coval Wetmore, *Palisade, Colo.*
- 80 McDONALD, Elbert Newton, *Satana, Kans.*
- 81 WRIGHT, William Orville, Jr., *Denver, Colo.*

MU—December 16, 1928

- 175 ALARID, Antonio Carson, *Santa Fe, N. Mex.*
- 176 BENEDICT, Ronald Henry, *Charlotte, Mich.*
- 177 CARNEY, Paul Gilman, *Boston, Mass.*
- 178 CLADAKIS, Nick John, *Tarpon Springs, Fla.*
- 179 DALY, Marcus John, *New York, N. Y.*
- 180 FULTON, Jr., Arthur William, *Peoria, Ill.*
- 181 GUTHRIE, James Knox, *Nashville, Tenn.*
- 182 KINDSFATHER, William Joseph, *Washington, D. C.*
- 183 MCCARTHY, John David, *Pawtucket, R. I.*
- 184 O'CONNELL, Walter Robert, *Binghamton, N. Y.*
- 185 RIDER, John Joseph, *Peoria, Ill.*
- 186 SANTUCCI, Louis Angelo, *Westfield, Mass.*

UPSILON—December 16, 1928

- 213 GELLERMAN, Roy, *Elgin, Ill.*
- 214 PETTY, Carl Glen, *Efingham, Ill.*
- 215 BITZER, Arthur Miller, *Collinsville, Ill.*
- 216 O'NEAL, George Alex, *Kewanee, Ill.*
- 217 WIEDEY, Charles Richard, *Edwardsville, Ill.*
- 218 NEDWED, Joseph James, *Cicero, Ill.*
- 219 PUTNAM, Byron Richard, *Chicago, Ill.*

ALPHA-KAPPA—December 22, 1928

- 53 BAYER, J. Avery, *Buffalo, N. Y.*
- 54 BUTLER, Spencer Alan, *Buffalo, N. Y.*
- 55 CRUKSHANK, Earl W., *Buffalo, N. Y.*
- 56 FISCHER, Elmer C., *Buffalo, N. Y.*
- 57 FUNK, Jr., Albert Clinton, *Buffalo, N. Y.*
- 58 GILES, Walter Arthur, *Buffalo, N. Y.*
- 59 MAYER, Donald Frank, *Buffalo, N. Y.*
- 60 OSTRANDER, Vinton Pierce, *Kenmore, N.Y.*
- 61 WEBER, Franklin Cloudsley, *Buffalo, N.Y.*
- 62 WESLEY, Charles Edward, *Buffalo, N. Y.*

ETA—January 4, 1929

- 127 ALLISON, Rex Lebert, *Birmingham, Ky.*
- 128 CALLAWAY, James Harry, *Louisville, Ky.*
- 129 COUCH, Virgil Lee, *Beaver Dam, Ky.*
- 130 DRAKE, Walter Francis, *Bloomfield, Ky.*
- 131 GOAD, Robert Burns, *Glasgow, Ky.*
- 132 HAUN, Robert Dee, *Lexington, Ky.*
- 133 HOWARD, Frank Leland, *Hodgensville, Ky.*
- 134 JORDAN, Norman Weper, *Louisville, Ky.*
- 135 PACE, Keith Lamar, *Hardin, Ky.*
- 136 SPICER, Carey Alvin, *Lexington, Ky.*
- 137 VEST, Walter Dudley, *Walton, Ky.*
- 138 WOODALL, Ralph Gooch, *Somerset, Ky.*

ALPHA—January 12, 1929

- 484 LAWSON, Bruno, *Hollis, L. I., N. Y.*
- 485 MEAKIN, George, *Paterson, N. J.*
- 486 GALLAGHER, James Edgar, *South New York, Staten Island*
- 487 KENNEDY, Charles Joseph, *Irrington, N. Y.*
- 488 HAUSE, Richard Myers, *New York, N. Y.*
- 489 CAHILL, Harold John, *Yonkers, N. Y.*

BETA—January 16, 1929

- 446 TRAYLOR, Melvin Alvah, *Chicago, Ill.*
- 450 COLLINS, Francis Meacham, *Berwyn, Ill.*
- 451 REA, William, *Chicago, Ill.*
- 452 OAKHILL, Frederic Emery, *Chicago, Ill.*
- 453 ARMBRUST, Earl Nicholas, *LaGrange, Ill.*
- 454 HAAS, Jr., William Henry, *Chicago, Ill.*
- 455 PETRIE, Russell Albert, *Hammond, Ind.*

ZETA—January 19, 1929

- 100 McDONALD, Edward Austin, *Chicago, Ill.*
- 101 CLANCY, Warne Holmes, *Chicago, Ill.*
- 102 COLE, Austin Ellsworth, *Chicago, Ill.*
- 103 ROGERS, Robert W., *Wilmette, Ill.*

SIGMA—January 20, 1929

- 123 JUDD, Finley MacFarlane, *La Verkin, Utah*
- 124 BARNARD, C. E. Allen, *Salt Lake City, Utah*
- 125 LAY, Winston Eugene, *Salt Lake City, Utah*
- 126 TEBBS, Stanley D., *Panguitch, Utah*

ALPHA-OMEGA—January 26, 1929

- 53 KLEIN, Harvey Louis, *Chicago, Ill.*
- 54 ECK, William Donald, *Chicago, Ill.*
- 55 HALLUM, Augustus Fossum, *Chicago, Ill.*
- 56 O'REILLY, Thomas William, *Chicago, Ill.*
- 57 DERNING, Raymond, *Chicago, Ill.*
- 58 REULAND, Clement George, *Chicago, Ill.*
- 59 FORST, George Erwin, *Chicago, Ill.*
- 60 JEGEN, Lawrence Aloysius, *Chicago, Ill.*
- 61 CORRIGAN, Donald James, *Elburn, Ill.*

ALPHA-GAMMA—January 27, 1929

- 124 BYERS, Wayne Sloan, *Butler, Pa.*
- 125 CUTTING, Alan Bruce, *Westfield, N. Y.*
- 126 FLICKINGER, Richard Julian, *Latrobe, Pa.*
- 127 KAIER, Edward Anthony, *Mahonoy City, Pa.*
- 128 MAIER, Albert Frederick, *White Haven, Pa.*
- 129 NODERER, Elvadore Robert, *Johnstown, Pa.*
- 130 PIERCE, Jay Blaine, *Williamsport, Pa.*
- 131 ROUSH, Raymond Ezra, *Northumberland, Pa.*
- 132 STRICKLAND, Robert Merrill, *Stowe, Pa.*
- 133 ULRICH, Harold Henry, *Scranton, Pa.*
- 134 WALKER, Robert Everson, *Pittsburgh, Pa.*
- 135 WINTER, Robert Aubrey, *Carbondale, Pa.*

ALPHA-EPSILON—January 27, 1929

- 128 HALVORSON, Henry Appleton, *Minneapolis, Minn.*
- 129 FRANZ, Walter John, *Mountain Lake, Minn.*
- 130 CROWE, William Henry, *Dassel, Minn.*
- 131 IVERSON, Norval Clarence, *Sabin, Minn.*
- 132 DORWELLER, Jr., Louis C., *Chokio, Minn.*
- 133 LESLIE, Ellis Earl, *Luverne, Minn.*
- 134 KALIHNER, Leon John, *Elk River, Minn.*
- 135 REDDING, Victor E., *Bingham Lake, Minn.*
- 136 RAHN, Jr., Andrew A. D., *St. Paul, Minn.*
- 137 HANSEN, Lynn Bernhardt, *Shell Lake, Wis.*
- 138 KIRK, Cecil Cornelious, *Battineau, N. Dak.*

ALPHA-UPSILON—February 4, 1929

- 55 GRUEHL, Jr., William Albert, *Rocky River, Ohio*
- 56 HOFFMAN, Thomas Allen, *Lakewood, Ohio*
- 57 MCNEIL, Thomas, *Cincinnati, Ohio*
- 58 MOYER, Cecil Adolph, *Akron, Ohio*
- 59 RITCHIE, Ferald Leroy, *Oridersville, Ohio*
- 60 RUBINS, John B., *Kenton, Ohio*
- 61 UNGER, Frederick, *Wooster, Ohio*

- 62 WILLIAMS, John Blair, *Higginsport, Ohio*
 63 GOSSAGE, Byron Frederick, *Massilon, Ohio*

ALPHA-DELTA—February 6, 1929

- 112 BAENTELI, John Frederick, *Lincoln, Nebr.*
 113 SANDROCK, Kenneth George, *Falls City, Nebr.*
 114 REICHENBACH, Glen H., *Lincoln, Nebr.*
 115 KENNY, Norris Gage, *Lincoln, Nebr.*
 116 JACOBSEN, Otto James, *Omaha, Nebr.*

BETA—February 16, 1929

- 456 MELOHN, Clarence August, *Chicago, Ill.*
 457 EHREN, Walton Frank, *Wheaton, Ill.*
 458 RYAN, Howard William, *Chicago, Ill.*
 459 KORSAN, Leslie Herbert, *Chicago, Ill.*

THETA—February 16, 1929

- 206 O'NEIL, Albert James, *Lorain, Ohio*
 207 WALKER, John E., *Detroit, Mich.*
 208 MASACEK, Jr., Charles James, *Detroit, Mich.*
 209 DE FOBIO, Ethelo, *Logan, W. Va.*
 210 HAMILTON, John Lamon, *Detroit, Mich.*
 211 CLEMENT, Raymond Paul, *Detroit, Mich.*
 212 McDONOUGH, Joseph Martin, *Detroit, Mich.*
 213 VACHON, Lester B., *Detroit, Mich.*
 214 DE SANTO, Albert J., *Duluth, Minn.*
 215 BIRNEY, John Thomas, *Detroit, Mich.*
 216 HINZ, Clarence, *Detroit, Mich.*
 217 McKILLOP, Daniel Blair, *Butler, Pa.*
 218 REISS, Rollin Kellogg, *Detroit, Mich.*
 219 BRADY, Frank Joseph, *Detroit, Mich.*
 220 CHAPP, Edwin Aloysious, *Detroit, Mich.*

XI—February 23, 1929

- 124 BAKER, Frank Harold, *Battle Creek, Mich.*
 125 MUIR, Edward Douglas, *San Antonio, Texas*
 126 DIXON, Whitney Reginald, *Ironwood, Mich.*
 127 HILL, Jr., Clarence Roberts, *Muskegon, Mich.*
 128 TODGHAM, Ronald Walter, *Walkerville, Ontario*
 129 RAYMOND, Lloyd Chancey, *Jackson, Mich.*
 130 CHRISTIAN, Daniel Glenn, *Montague, Mich.*
 131 MITCHELL, Frederick Morgan, *Detroit, Mich.*
 132 LONG, Jr., William Harry, *Ann Arbor, Mich.*

EPSILON—February 24, 1929

- 184 HENNINGS, Fred Wilcken, *Davenport, Iowa*
 186 PRICE, Stanley Raymond, *South English, Iowa*
 187 SAMPSON, Hayes Michael, *Iowa City, Iowa*
 188 WETTSTEIN, Frank Eugene, *Davenport, Iowa*
 189 POETZINGER, Floyd Allen, *Cedar Rapids, Iowa*
 190 MAACK, Rolland Laurence, *Walcott, Iowa*
 191 EYERLY, John Hugh, *Winterset, Iowa*
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INTERNATIONAL FRATERNITY OF
DELTA SIGMA PI



The Central Office
 ADAMS-FRANKLIN BUILDING, CHICAGO, ILL.
 Telephone Franklin 3476

The International Fraternity of Delta Sigma Pi was founded November 7, 1907, at the New York University School of Commerce, Accounts and Finance, and is a professional commerce and business administration 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 high standard of commercial ethics and culture, and the civic and commercial welfare of the community. The fraternity was incorporated September 24, 1926, in the state of Illinois.

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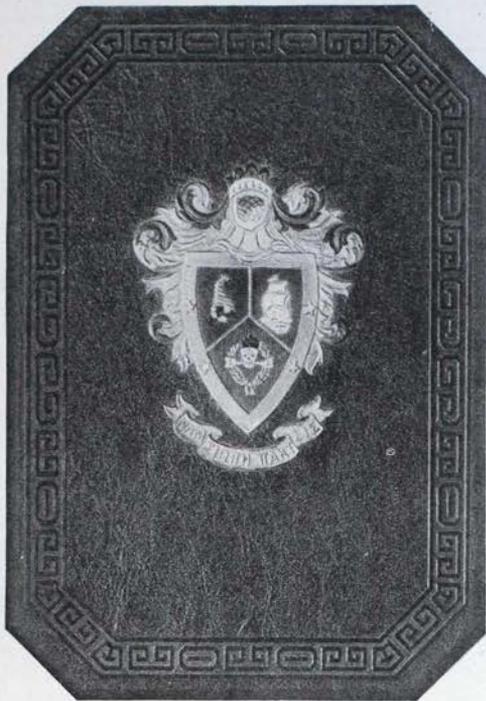
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CHAPTER GUARDS

One letter, pearls or opals, full crown set.....	\$ 5.50
Two letters, pearls or opals, full crown set.....	10.00
White gold guards, one letter, pearls, full crown set.....	8.00
White gold guards, two letters, pearls, full crown set.....	12.50
One letter, plain gold.....	2.50
Two letters, plain gold.....	8.50
Recognition buttons, gold \$1.25 each, silver, each.....	.75

ENGRAVED STATIONERY

Box No. 1: Engraved with the fraternity coat-of-arms done in five colors; size $7\frac{1}{4} \times 10\frac{1}{2}$; 50 engraved sheets, 50 plain sheets and 50 envelopes to the box, postage prepaid.....	\$ 3.00
Box No. 2: Engraved with the fraternity coat-of-arms in gold only; size $7\frac{1}{4} \times 10\frac{1}{2}$; 48 engraved sheets, 42 plain sheets and 48 envelopes to the box, postage prepaid.....	2.00
(Add 15c per box for extra postage if west of Denver, Colo., east of Harrisburg, Pa., or south of Macon, Ga.)	

MISCELLANEOUS

$\Delta \Sigma \Pi$ felt banners, 4 x 6' in size, purple background with letters $\Delta \Sigma \Pi$ in gold, including name of your chapter, prepaid.....	12.00
$\Delta \Sigma \Pi$ wall placques, imitation leather, containing coat-of-arms in true color, size $8\frac{1}{2} \times 12$ ", postpaid.....	4.00
Playing cards, bridge size, gold edged, with $\Delta \Sigma \Pi$ imprinted on the back, postage prepaid, per deck.....	1.75
Volumes XVII, XVIII, XIX and XX, THE DELTASIG, beautifully bound, postage prepaid, per volume.....	2.50
(Copies of volumes earlier than XVII are no longer available.)	
Official fraternity songs: "Yours Fraternally in Delta Sigma Pi," "Rose of Deltasig", \$4.00 per dozen copies, \$2.50 per half-dozen copies, single copies50
Certificates of membership are supplied free of charge at the time of initiation. Copies supplied thereafter are.....	1.50
$\Delta \Sigma \Pi$ book labels, printed with your name, 500 labels, gummed.....	5.00

Make all checks payable and address all orders to

Delta Sigma Pi

222 W. Adams Street, Chicago

Success



THE test of life is living. The test of worth is service. He who serves himself and no other is a failure, though death releases his grasp on the ransom of an empire. He who finds life bitter is a failure, though multitudes cheer him on the street. The king who rules an unhappy and maltreated people is a failure. The carpenter who hangs a door well is a success. There is more honor in using one talent well than in abusing the possession of ten.

To keep clean, to do good work, to earn friends, to be happy and bestow happiness, to develop opportunity, to serve where possible and learn not to whine—this is success.—ROBERT QUILLEN, in *Saturday Evening Post*.