McFARLIN LIBRARY on the University of Tulsa campus is the study center on that campus. Our Beta Chi Chapter was installed there in 1948.
THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

Professional Commerce and Business Administration Fraternity

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

The Central Office

222 W. Adams Street, Chicago 6, Illinois. Telephone: Randolph 6-6954

H. G. Wright, Grand Secretary-Treasurer …… J. D. Thomson, Assistant Grand Secretary-Treasurer

The Grand Council

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At-Large: Robert G. Busse, Beta Omicron, Rutgers

At-Large: Rudolph Janzen, Alpha Epsilon, Minnesota

Past Grand President: Allen L. Fowler, Beta Nu, Pennsylvania

NATIONAL COMMITTEES

EXECUTIVE COMMITTEE

CHAIRMAN: Walter C. Sehm, Alpha Epsilon, 490 N. Snelling Ave., St. Paul 4, Minn.

MEMBERS:

Glen F. Galles, Alpha Epsilon, 3405 S. Aldrich Ave., Minneapolis 4, Minn.

Waldo E. Hardell, Alpha Epsilon, Charles W. Sexton Co., McKnight Bldg., Minneapolis, Minn.

Rudolph Janzen, Alpha Epsilon, 2412 University Ave., S.E., Minneapolis 14, Minn.

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MEMBERS:

E. Wesley Byrom, Chi, 326 Allendale St., Baltimore, Md.

E. Graydon Cross, Chi, 220 N. Culver St., Baltimore 29, Md.

COMMITTEE ON ALUMNI PLACING SERVICE


COMMITTEE ON LIFE MEMBERSHIP

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MEMBERS:

Robert T. Pollock, Beta Tau, 3900 Archwood Ave., Cleveland 9, Ohio

WALTER STEPANEK, Beta Tau, 1635 Brainard, Cleveland, Ohio

COMMITTEE ON NOMINATIONS


18TH GRAND CHAPTER CONGRESS COMMITTEE

CHAIRMAN: Kenneth B. White, Gamma, 704 Great National Life Bldg., Dallas 1, Tex.

FRATERNITY JEWELRY

All orders must be accompanied by remittance in full and should be mailed to The Central Office of the fraternity, 222 W. Adams Street, Chicago 6, Illinois. This price list is subject to change without notice.

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*—Deceased.

PAST GRAND PRESIDENTS

W. N. Dean, Alpha, New York U. … 1914
P. J. Warner, Alpha, New York U. … 1914-1915
H. C. Cox, Alpha, New York U. … 1915-1916
*C. J. Ege, Alpha, New York U. … 1917-1920
H. G. Wright, Beta, Northwestern … 1920-1924
C. W. Fackler, Epsilon, Iowa … 1924-1926
H. O. Walther, Psi, Wisconsin … 1926-1928
R. C. Schmidt, Theta, Detroit … 1928-1930
E. L. Schuajhn, Psi, Wisconsin … 1930-1936
E. D. Mullen, Chi, Johns Hopkins … 1936-1939
J. L. McKewen, Chi, Johns Hopkins … 1939-1945
K. B. White, Gamma, Boston … 1945-1947
Allen L. Fowler, Beta Nu, Pennsylvania … 1947-1949

*—Deceased.
The Grand President's Page
The responsibilities of leadership in the world today are pointed out by Grand President Schm in his article, and he stresses the part that Delta Sigma Pi plays in the development of leaders.

Is the Theory of Compensatory Fiscal Policy Bankrupt?
Brother Krooss of New York University discusses frankly the question of the balanced national budget. This subject has received a lot of public attention lately, and this article should help everyone to better understand the problem and the solutions that are being considered.

The College of Business Administration at the University of Tulsa
Relatively few people know of the rapid growth of the College of Business Administration at the University of Tulsa and of the beautiful new building and equipment that it has recently acquired. We are, therefore, pleased to be able to describe this growth and these facilities.

Five Delta Sigma Pi Regional Meetings Scheduled for this Spring
April will be an important month in this college year for Delta Sigma Pi with the advent of five Regional Meetings. Washington, Atlanta, Chicago, Lincoln and Dallas will be the scenes of these meetings, and hundreds of Delts are expected to attend these weekend sessions.

With the Alumni the World Over
Seven of our alumni clubs have reported their activities in this issue. A review of these articles should stimulate your participation in an alumni club in your own locality if you are not already active in one.

Among the Chapters
Continued progress is the keynote of the many chapters reporting their undergraduate activities in this issue. You are encouraged to read, not only the story of your own chapter, but also those of the other chapters in order to gain a greater appreciation for the quality of our undergraduate program.

Directory of Undergraduate Chapters and Alumni Clubs
H. G. Wright, Editor J. D. Thomson, Assistant Editor
The Grand President's Page

THE DESIRE TO BE RECOGNIZED as a leader in business, in the community, in social activities, and in all human relationships, is a desire as American as ice cream. There are few individuals who do not consciously or subconsciously wish to excel at whatever activity engages their interests. If it be sports, they want to win; if it be business, they want to do a better job, both for reasons of ego satisfaction and for money; if it be politics, they want to be on the winning side; if it be social activity, they want to be acknowledged and appreciated. Whether the ambition be entirely laudable or not, it is perhaps the most important of the motivating forces which has made America great, and it is certainly necessary that a considerable number of individuals have such ambitions in our democratic society and American way of life.

Until a few years ago, all care of the needy in our country was provided by private contribution and organization. Even now under the far-reaching social programs developed in the last 25 years, the great bulk of it is. To organize, to operate, and to finance such activities requires a great amount of time and energy, which must be provided by a considerable number of individuals, who will give their time and their money. Obviously, only those individuals who have abilities, and those who can spare the money can do the job. They are the leaders, and these are among the burdens of leadership.

The operation of a democratic form of government demands that large numbers of people shall inform themselves, shall spend time in attending meetings, selecting candidates for office, and in informing others, as well as serving in positions of trust and responsibility. It is necessary that such activities be implemented by the expenditure of money, which can come only from those individuals who can afford to give. They are the leaders, and these are among the burdens of leadership.

Whether we as individuals feel any personal need for religious expression, or whether we regard the church in our community from a moral, spiritual, or ethical viewpoint, we must all agree that religion is a tremendous force in our society, as it has been and is in all societies, and that the force it exerts is good rather than bad. Congregations are made up of individuals, and the organizations of the church must be carried out by individuals. It must have revenue and much of its work and all of its money must come from individuals who have abilities and who can afford to give the money. They are the leaders, and these are among the burdens of leadership.

Keeping the communities in which we live free of crime, physically clean, and economically desirable is a never-ending task which requires an active public opinion, and the promotion of various community projects and enterprises. Some of these require money. These energies must come from people who have the ability and will sacrifice the time necessary, and the money must come from those who can afford to give. They are the leaders, and these are among the burdens of leadership.

Delta Sigma Pi exists only as a part of college education. Our members come from that group who have had in generous measure the benefit of training and experience, provided for them at tremendous expense, either public or private, the primary purpose of which is to fit those individuals to be better citizens and to be leaders in our economic society. A part of that training is the very association together in undergraduate chapters, and the participation by the undergraduate chapters in campus activities, politics, and sports. These are but training in group living, and laboratory experiments in the work which the members will take up as alumni. From these people it is expected that a great proportion of the leaders of tomorrow will come. If it is not so, our whole college system is a ghastly waste of time and money. We look to these people to assume the burdens of leadership for the next generation.

We join Delta Sigma Pi, rather than XYZ, because we think it is a leading fraternity. We laud the undergraduate chapter because it is active on the campus, and because it does assume the jobs which have to be done in the college or university, and because it is successful in meeting the challenge of campus politics or intramural sports.

The leaders cannot escape the burdens of leadership. Upon the men of Delta Sigma Pi, therefore, falls much more heavily those burdens. The individual Delta SIG must assume those burdens. From the time he leaves school and for the rest of his economic life, he must recognize that he has those responsibilities to society. He must assume those burdens without any hope of specific reward. Of monetary reward there is none, and other than the self-satisfaction of doing one's job, there is no other reward. Each of us must, therefore, recognize that we must find time from our private business, our family interests, and our recreational pursuits, to devote to one or more of such social activities, and we must face up to the financial responsibility and do our respective duties at all times.

☆☆☆☆
Is the Theory of Compensatory Fiscal Policy Bankrupt?

by Herman E. Krooss, Alpha Chapter, Assistant Professor of Economics—New York University

Throughout most of the financial history of the United States, the balanced budget was the sacred cow of fiscal policy. Presidents and Secretaries of the Treasury tried to conduct the financial affairs of the government as a frugal individual would conduct his own finances. Debt was assiduously avoided, and the ablest Secretary of the Treasury was he who could maximize the difference between income and expenditure. There was no realization that federal fiscal policy had important effects on the entire economic system. On the other hand, there was a general conviction that when the government borrowed, its credit deteriorated and that if the government debt increased, bankruptcy and cataclysmic disaster would eventually engulf the nation and all its citizens.

Departures from this philosophy were rare. In periods of extreme emergency, such as war or economic depression, it was impossible for the government to avoid spending more than it collected. Yet these occasional acts of God strengthened rather than weakened the basic faith in frugality and balanced budgets.

With minor exceptions the anti-spending, anti-debt philosophy prevailed down to the middle 1930's. At the turn of the century, Secretary Cortelyou questioned the sanity of the balanced budget, contending that the federal government should spend and even borrow and increase its debt, provided it obtained equal value in the form of capital assets. However, Cortelyou's essentially business-like point of view was deliberately ignored as an idiosyncrasy of an otherwise sound man.

During World War I it was of course impossible for the Treasury to balance income and outgo, and in the fiscal years 1931 and 1932 the exigencies of the business depression prevented the Hoover administration from maintaining a balanced budget. But this lapse from the traditional faith was not voluntary. No fiscal heresy from the underworld of economics had succeeded in proselytizing either President Hoover or his Secretaries of the Treasury—Mellon and Mills. Indeed, the deficits of these years were accompanied by profuse apologies from the White House and the Treasury Department.

The Hoover administration's fiscal thought and action were continued in the first years of the Roosevelt administration. Notwithstanding many opinions to the contrary, the early New Deal did not deliberately decide to push the nation deeper into debt. Rather, it pledged its faith toward a restoration of a balanced budget. Year after year, President Roosevelt prophesied that in a short while revenues would again exceed expenditures. But political and social needs made it impossible to reduce government expenditures, and the nation went further into debt. The best that the New Deal could do to rationalize the conflict between its faith and its behavior was to adopt the concept of the “double budget,” differentiating regular expenditures from emergency expenditures. However, despite this compromise, the balanced budget remained one of the goals for which the administration was striving. And by 1937 it appeared that at long last the goal was in sight. For a few months the budget was actually in balance, and in the fiscal year 1938 the deficit was cut to below $1.5 billion, or to about 45 per cent of the previous year's deficit. Ironically, however, it was at this time when budget balancing was in actual sight that faith in the whole philosophy began to break down. The outbreak of the depression of 1937 brought to the forefront of economic thought a new doctrine which came to be called the theory of compensatory fiscal policy. The proponents of this theory regarded federal fiscal policy as the balance wheel of the economy. They believed that the government should regulate its expenditure, revenue, and debt management policies in accordance with changes in economic conditions. In periods of depression when total spending was not great enough to raise the national income to levels high enough to provide full employment, the theory called for the government to siphon off unspent funds from the private economy and to increase its expenditures by enough to inflate aggregate spending and national income to levels which would provide full employment.

These increased government expenditures could be financed by increased taxes, thus maintaining the ideal of a balanced budget. However, in that event a net increase in aggregate spending could only be attained by incalculable increases in government spending, for as the government increased taxes to provide funds to finance its spending, it would not only tax private funds that would ordinarily remain unspent, but in addition it would tax a large portion of funds which private individuals would have expended in any case. Under these circumstances, a large part of the increased federal spending would not be effective. It would not increase aggregate spend-
ing, but would only change the identity of the spender, substituting government spending for private spending. Moreover, increased tax rates would discourage business activity and press the whole economy deeper into the mire of depression. From this brief analysis it is evident that increased federal spending under a balanced budget offered a dubious means to recovery. On the other hand, a deliberate unbalancing of the budget offered most intriguing possibilities for attaining economic recovery. By spending more than it received in revenue and by borrowing from individuals, commercial banks, or the central bank to finance the resulting deficit, the government could tap unused savings and sterile bank reserves or even create new money and thus increase total spending, stimulate economic activity, raise national income, and achieve recovery.

Since compensatory fiscal policy obtained prominence in a period of business depression, it was usually referred to as the theory of deficit financing. But, this was a misnomer. Deficit financing, according to the theory, would only be used in periods of depression. In periods of prosperity or boom, when the economic was characterized by heavy investment spending, increased demand for the factors of production, price inflation, and speculative activity, the government was equally obligated to plan its fiscal affairs to offset economic excesses. It was to curtail its spending in order to reduce the demand for labor and raw materials. In addition, it was to maintain a high level of taxation in order to drain off funds which otherwise would be spent by private consumers and investors. Finally, it was to use the surplus obtained from high taxes and low expenditures to retire as much of the bank-held indebtedness as possible, thus reducing the supply of currency and checkbook money which would otherwise be used to bid for goods and services.

In summary, the new fiscal philosophy held that the federal government could do much to stabilize the economy by under-balancing its budget in periods of depression and over-balancing it in periods of prosperity.

Since it first obtained the spotlight, the theory has been subject to various criticisms. From an economic point of view, it is said that the government cannot stimulate private business to greater efforts in a period of economic depression, nor can it give it a soporific in periods of boom. For example, it is argued that in periods of extraordinary business activity, a reduction in government expenditures and increase in private spending will not only increase the identity of the spender. As the federal government pays off its debt, private individuals will have larger volumes of money to spend, or banks will have increased reserves which will make possible an expansion of loans to private individuals. This line of reasoning has considerable merit, but it makes the unrealistic assumption that all the funds received by the private economy, either by reason of tax reduction or debt repayment, will be spent immediately. It also disregards the probability that as bank loans to individuals increase, holdings of cash balances will likewise increase. Nor does the criticism give adequate consideration to the possibility of using monetary and banking controls in conjunction with fiscal policy. Finally, it glosses over the unquestionably deflationary effects of retiring the debt held by the Federal Reserve Banks.

But at the moment a much more sweeping criticism is being levelled at the theory of compensatory fiscal policy. As deficit financing by the federal government continues, opponents of the theory charge that it is bankrupt. Others find in it the bitter brew of disillusionment, for many who are in sympathy with the theory are rapidly losing their optimism in regard to its possibilities. It is pointed out that the theory is not being put into practice, and that instead of being in balance in this period of great prosperity, the budget is actually running the largest deficit in peacetime history. Now, more than at any other time, an overbalanced budget is feasible and economically advisable. Yet, for the first time in history federal expenditures have not shown a rapid decrease in a post-war period. Budget expenditures were $39.3 billion in 1947, $36.8 billion in 1948, $37.1 billion in 1949, an estimated $43.3 billion in 1950, and an estimated $42.4 billion in 1951. On the other hand, budget receipts have tended to decline: $40.0 billion in 1947, $42.2 billion in 1948, $38.2 billion in 1949, an estimated $37.8 billion in 1950, and an estimated $37.3 billion in 1951. What is more important, the cash outgo is exceeding the cash income. Thus, the federal government is pouring more money into the economy than it is taking out of it. It has confused its recipes, and is giving an inflationary fillip to the economy at a time when the theory calls for conservative financing and stabilizing tactics. If, conclude the opponents, the budget cannot be balanced in a period of such extraordinary prosperity, it will never be balanced, and deficit financing will continue ad infinitum. Ergo, the compensatory fiscal policy theory is a bankrupt doctrine which should be immediately repudiated. In its stead, we are advised to go back to the traditional methods for a restoration of a sound and stable economy. One school suggests a return to the faith in balanced budget. Another insists that the control of the public purse can be returned to the people by restoring the right to redeem paper money in gold.

A third wants a free market in which interest rates and rates of international exchange will be allowed to find natural levels without government control. Still a fourth school eschews stability and, making economic progress the desideratum, it demands both reduced government expenditures and reduced taxation.

Few economists would deny that present circumstances call for conservative fiscal policy or that steps in the direction of a balanced budget should be encouraged or that the theory of compensatory fiscal policy is not being put into practice. But on the basis of the line of reasoning used, the sweeping conclusion that the theory is bankrupt seems premature, if not altogether incorrect.

The general picture is admittedly gloomy, but there are many mitigating features. In the first place, the theory of compensatory fiscal policy is only a little more than ten years old, and from a historical point of view it has hardly had enough time to become solidly established. Secondly, it is an economic idea which has had to contend against political and social values for public favor. Thus far political values have dominated. This, however, has been the tendency in all financial history. In periods of great prosperity, the public has always clamored for increased federal expenditures and has succeeded in obtaining them even against the wishes of the most conservative administrations. Today, political values loom larger than at any previous period. Consequently, those theories which are based upon essentially economic arguments (compensatory fiscal policy, balanced budgets, the gold standard, the elimination of foreign exchange controls, etc.) and are opposed to goals which the public regards as desirable will have extremely hard slogging. In a word, the contest is between a balanced budget and the advancement of the welfare state. Under the circumstances, it is patently unfair to condemn the theory of compensatory fiscal policy as being responsible for the failure to balance the budget.

In a world which is repelled by the frigidity of economic values, what can be done to restore a balanced budget? Certainly taxes cannot be raised sufficiently to close the gap between income and outgo: in fact it is more than likely that taxes will be reduced. Then what expenditures can be cut? Perhaps, a couple of billions by adopting more efficient methods (Continued on page 88)
The College of Business Administration at the University of Tulsa

By Dean Merwin W. Hargrove, Beta Chi Chapter

IN THE CITY OF TULSA, that has grown skyward with the rush of a gusher oil well, there have also been many individual developments of size and merit. One of these is the growth of the University of Tulsa and its College of Business Administration.

Spurred with the gift of a handsome new home by the late Eugene Lorton, publisher of The Tulsa World, the college has increased in size many times since its origin. The combination of practical training and placement with the more scholarly phases of the curriculum has moved the college from one of the smallest to one of the largest on the campus of the university.

Popularly called "The Oil Capital of the World," Tulsa boasts that the majority of the world's oil companies have head or major offices within the city limits. Companies which develop from or feed the oil industry have also concentrated in the city. The predominance of oil offices provides countless opportunities for all types of secretarial, office, executive and accounting jobs. The oil industry and its multitudinous facets provide an ideal laboratory for the study of business.

Tulsa calls itself a young man's town... is proud that it has the permanent headquarters of the United States Junior Chamber of Commerce. It is looking forward to the national convention of that organization in 1951 as well.

A dream in the beginning, the placement program of the College of Business Administration is now an actuality and has been of great service to the industry seeking specialized help. Tulsa executives are generally familiar with the program and there has been a closer and closer contact between campus and downtown skyscraper.

From the start of each freshman's career, plans are made to channel the student in the proper direction of his business aptitudes by means of a compulsory screening and adaptation test. Upon successful completion of his test, the student's program is planned with the aid and advice of his own individual counselor. He is thus enabled to take full advantage of his natural talent and become a better student as well. In short he is being properly prepared for and directed to his particular niche in the business world, which he might otherwise have missed.

In addition to work within the college, outside activities of importance in the business world are sponsored. The college is an Associate Member of the American Association of Collegiate Schools of Business. Conferences on sales, accounting and management are sponsored through the college.

Tulsa can claim the honor of establishing the first Junior Chapter of the National Office Management Association. Working closely with downtown businesses, the college claims 25 members of the chapter, while junior executives in downtown Tulsa make up 40 other members.

Being in such close proximity to the nerve centers of the oil industry, the college specializes in training for this profession with such courses as oil production accounting. Faculty member Robert M. Pitcher has prepared the text book used in this course, "Practical Accounting For Oil Producers." Mr. Pitcher is former chief accountant for the British-American Oil Co., and is now retired.

A new pipeline accounting and management book for use in the college is now in the process of being prepared by 60 qualified men in the industry. All of the major companies in this field helped with the project by furnishing approximately 50 specialists during an experimental class last semester to plan this needed curriculum.

The college aids the activities of such other organizations as the Accountant's Club and the University of Tulsa Business Women's Club, which meets weekly to discuss women's business interests. Also playing a major role in the local scene is the Beta Chi Chapter of Delta Sigma Pi, founded in 1943. In addition to the Delta Sigma Pi Scholarship Key to high ranking senior male business administration student, the Business Women's Club furnishes an award to the outstanding business woman student of the year.

Lorton Hall, new home of the college, was first occupied in June of 1948. The building was planned with great care to insure its most practical value. It provides especially designed rooms for the teaching of accounting, shorthand, typewriting,
THE INTRICACIES of operating International Business Machines are mastered by the University of Tulsa students in this laboratory.

statistics, and other business subjects. There are seminar and research rooms as well as rooms of conventional type. Windows make up a large percentage of the walls of the classrooms in the modern building, giving students a maximum of light.

For business machines courses the usual variety of popular types of machines are all available. Special equipment for office practice and secretarial science courses is also present. All of the modern and extensive equipment is new.

The building includes a faculty lounge and student work room, the latter decorated by the students themselves and containing club furniture. This room also features a study area and periodicals, soft drinks, sandwiches and candy.

Student associations, large classes and business organizations of downtown Tulsa all put to good use a large auditorium available in the building.

The library of the college is housed in McFarlin Library on the campus, containing complete files of reports of the Federal Trade Commission and other governmental departments. A separate library is maintained in the college’s new building with periodicals and books of special interest. Course reading materials are often placed on reserve here to lessen the difficulty for business students in obtaining them.

The faculty of the College of Business Administration is both experienced and creative. Individual members are constantly consulted by corporations concerning practices and procedures. Several of the men have written articles for the leading journals.

Although it has been sometimes difficult to hire young doctors and certified public accountants in the past few years, over 50% of the teachers have terminal degrees.

Six specialized fields of curriculum are furnished to students; accounting, business law, management, marketing, secretarial administration and business teaching.

All students are given a comprehensive course in their first two years in such subjects as English, government and history, laboratory sciences and mathematics, Economics and accounting essentials fill out their preparation for the final two years of specialization in one of the fields previously mentioned.

The accounting curriculum is arranged to cover the nature and uses of accounts and accounting procedures and practices. Graduates can qualify for positions as auditors and accountants in commercial and industrial businesses and as staff members of professional accounting firms. The program covers all the subject areas in which candidates for C.P.A. certificates are examined.

The Oklahoma State Board of Accountancy and the Board of Regents of the State of New York accept graduation with an accounting major for educational or other requirements of can-

(Continued on page 88)
Five Delta Sigma Pi Regional Meetings Scheduled for this Spring

The Division of Delta Sigma Pi into six geographical regions was one of the major actions taken by the Seventeenth Grand Chapter Congress held in Baltimore, Maryland, last September. Each Region now elects its own representative to the Grand Council and also holds a Regional Meeting in those years alternating with the Grand Chapter Congress. This permits every member of Delta Sigma Pi to attend a national meeting, either a Grand Chapter Congress or a Regional Meeting, while he is still an undergraduate. The addition of Regional Meetings to our national program also provides the chapters with an opportunity to meet annually to discuss their mutual problems and to learn of the progress and activities of their neighboring chapters. To further encourage this important activity, the Grand Council has made an appropriation to cover the basic expenses of a delegate from each chapter to attend these Regional Meetings.

In the first college year following the adoption of this legislation, five Regional Meetings have been scheduled during the months of April and May. Our Western Region will not hold a separate meeting this year, but the active chapters in that Region will be invited to attend meetings in the Region closest to them. Each Regional Meeting will have as its presiding officer, the Grand Council Member representing that Region. In the Eastern Region it will be J. Harry Feltham of Baltimore, in the Southeastern Region it will be H. Clyde Kitchens of Atlanta, in the Central Region it will be John F. Mee of Bloomington, Indiana, in the Midwestern Region it will be Henry C. Lucas of Omaha, and in the Southwestern Region it will be William R. Merrick of Dallas.

Grand President Sehm of St. Paul plans on attending the Midwestern Regional Meeting in Lincoln, while Grand Secretary-Treasurer Wright will be at the Central Meeting in Chicago and the Southwestern Meeting in Dallas, and Assistant Grand Secretary-Treasurer Thomson will attend the Eastern Regional Meeting in Washington, the Southeastern Regional Meeting in Atlanta and the Central Regional Meeting in Chicago. The other members of the Grand Council who do not represent a specific Region will, of course, attend the Regional Meeting closest to their city and any others that they can.

The business sessions and the entertainment features of each Regional Meeting will vary, but the basic patterns will be similar. The Regional Meetings will be held on week-ends and will begin informally on Friday night. The delegations will start arriving on Friday afternoon and the last ones will not reach their destination until Saturday morning. There will probably be a reception on Friday evening, business sessions, a luncheon and a dance or a dinner dance on Saturday, and possibly a buffet luncheon on Sunday. Saturday will, of course, be the big day, with very little actually scheduled for Sunday, as many of the delegations will have to leave for home early on that day. Each Regional Meeting Committee will complete its own plans and will notify all of the chapters and alumni clubs in their Region of them. All hotel reservations should be made direct with the hotel, and the host chapter should be notified of your plans to attend so that they can prepare for the proper number of participants. If you are planning definitely to attend, make your reservations immediately as no chapter can guarantee to provide you with a hotel room at the last minute.

All members, both undergraduates and alumni, are invited to participate in our Regional Meetings. If you wish further details write the scribe of the host chapter whose name and address appears in the Chapter Directory in this issue of The DELTASIG, or consult the officers of your own chapter or alumni club.

The Regions of Delta Sigma Pi

Eastern Region

Boston U.—Gamma Pennsylvania—Beta Nu
Buffalo—Alpha Kappa Rider—Beta Xi
Georgetown—Mu Rutgers—Beta Omicron
Johns Hopkins—Chi Rutgers—Beta Rho
New York U.—Alpha Temple—Omega
Penn State—Alpha Gamma

Southeastern Region

Alabama—Alpha Sigma U. of Miami—Beta Omega
Alabama Poly—Beta Lambda Mississippi—Alpha Phi
Florida—Beta Eta Mississippi State—Gamma Delta
Florida State—Gamma Lambda Delta
Georgia—Kappa North Carolina—Alpha Lambda
Georgia—Pi South Carolina—Beta Gamma
Memphis State—Gamma Zeta Tennessee—Alpha Zeta

Midwestern Region

Lincoln, Nebraska—APRIL 14, 15 & 16—Hotel Lincoln
Host: Alpha Delta Chapter at Nebraska

Southwestern Region

Dallas, Texas—APRIL 28, 29 & 30—Jefferson Hotel
Host: Beta Phi Chapter at Southern Methodist
Central Region
Cincinnati—Alpha Theta
DePaul—Alpha Omega
Detroit—Theta
Illinois—Upsilon
Indiana—Alpha Pi
Kent State—Beta Pi
Marquette—Delta
Miami U.—Alpha Upsilon
Michigan—Xi

Michigan State—Gamma Kappa
Northwestern—Beta
Northwestern—Zeta
Ohio State—Nu
Wayne—Gamma Theta
Western Reserve—Beta Tau
Wisconsin—Psi

Midwestern Region
Colorado—Alpha Rho
Creighton—Beta Theta
Denver—Alpha Nu
Drake—Alpha Iota
Iowa—Epsilon
Kansas—Iota
Minnesota—Alpha Epsilon

Missouri—Alpha Beta
Nebraska—Alpha Delta
Omaha—Gamma Eta
St. Louis—Beta Sigma
South Dakota—Alpha Eta
Washington U.—Alpha Chi

Southwestern Region
Baylor—Beta Iota
Louisiana State—Beta Zeta
Louisiana Tech—Beta Psi
Oklahoma—Beta Epsilon
Oklahoma A. & M.—Gamma Epsilon

Southern Methodist—Beta Phi
Texas—Beta Kappa
Texas Tech—Beta Upsilon
Tulane—Gamma Mu
Tulsa—Beta Chi

Western Region
New Mexico—Gamma Iota
Utah—Sigma

The College of Business Administration at the University of Tulsa
(Continued from page 86)

Is the Theory of Compensatory Fiscal Policy Bankrupt?
(Continued from page 83)

of government as recommended by the Hoover Commission. But this highly meritorious action would take time and even then would not bring the budget into balance. There are substantial political obstacles in the way of achieving other reductions of expenditures. Foreign aid and expenditures for national defense cannot be reduced substantially in the present uncertain state of the world. Most of the expenditures for veterans and for agriculture are fixed by law, and interest payments are inflexible. Moreover, it is estimated that over 19,000,000 people receive payments of one sort or another from the federal government and with more than 20 per cent of the voting population receiving federal payments, Congress cannot disregard popular sentiment and undertake to cut appropriations which threaten the jobs or subsidies of some constituents.

There is little evidence to support the contention that a better situation would result from abandoning newly developed theories and returning to traditional concepts. The faith in a balanced budget through thick and thin is badly discredited, and the ramifications of a gold standard are too esoteric for the general public, and there is little logic to the belief that legislators who refuse to cut expenditures would allow the same thing to be accomplished through the restoration of redeemability to paper money. The balanced budget will be restored when the attractiveness of political values diminishes in relation to economic values, that is, when the public begins to question whether desirable political and social goals are worth their costs in terms of money and economic stability.

At the moment there are many signs that political values are diminishing relative to economic values. The administration continues to insist that its allegiance is pledged to a truly compensatory fiscal policy. "The general economic welfare," says Secretary Snyder, "should be the guiding principle in determining for any given period whether the Federal budget should be balanced, should show a surplus, or should show a deficit." Whether it be true or false, the President maintains that he is just as unhappy as any one else about deficits, which he incidentally blames on the tax reduction passed by the Eightieth Congress. Senator Douglas, unquestionably sympathetic toward compensatory fiscal policy, proposes cuts of $2.5 billion in the budget estimates for 1951. Some farm leaders have expressed themselves in favor of lowering expenditures for farm price supports. These examples do not comprise a complete list of the encouraging signs which signify that fiscal policy as a flexible device is by no means bankrupt. Pessimists may say that the American economy seems destined to continue in a state of chronic inflation for many years to come, but optimists can claim that a large segment of the public is beginning to realize that stability and security cannot be achieved by following a fiscal policy that exaggerates booms. The misfortune that is threatened is that effective realization may come to fruition when the nation is no longer in prosperity but in a state of real recession.

The tuition of students taking the C.P.A. examination under their jurisdiction.

The Business-Law division combines business and legal education and prescribes three years of schooling in business administration. The final year is completed in the University of Tulsa Law School or any other recognized school of law.

Management gives comprehensive training in the fundamental principles and practices of modern business. Graduates with this option will have been trained in accounting, business law, business psychology, business organization, labor relations, money and banking, business statistics, finance, personnel, industrial and office management.

Training is provided in marketing to qualify graduates for employment in the various marketing fields. Training covers the economics of marketing, merchandising, credits and collections, salesmanship, advertising, transportation, business law, business organization, money and banking and other subjects.

Secretarial administration graduates are qualified for the more responsible secretarial positions, as more thorough training than usual is given in fundamental business subjects.

The curriculum in business teaching is designed to qualify graduates to teach business subjects in the secondary schools of the state. The education required for graduation meets all state requirements for a business teaching certificate.

A two year course in secretarial science features stenographic and fundamental business courses.

Graduate study is offered in accounting to those interested in completing advanced study in the fields of their specialization. Professional knowledge can be extended in related areas of economics, finance, law or management. An opportunity is also offered to the individual to initiate and complete an investigation involving research on his own.

In cooperation with the education department of the graduate division a program is offered leading to the degree of Master of Business Education. This program provides a more thorough and broader background in business subjects such as accounting, business law, office management, statistics, business correspondence, salesmanship, economics and finance. More up-to-date business experience is given in the major field of the candidate, and specific methods improvement courses are included with the idea of using to the maximum the candidate's present teaching experience and his business knowledge and skills.

A master's degree in marketing and management is to be offered next year, completing the graduate program.
H. Clyde Kitchens Fills Howard Johnson's Post

After carefully considering the recommendations of the chapters and alumni clubs in the Southeastern Region, the Grand Council elected H. Clyde Kitchens of Atlanta to fill the vacancy on the Grand Council which was created by the resignation of Howard B. Johnson of Atlanta. Clyde became a member of Kappa Chapter at the University of Georgia in May, 1929. Since that time he has been one of the key alumni workers there and much of the success of The Deltasig Lodge in Atlanta is credited to him.

Clyde holds the position of Chief Accountant with the Western Union Telegraph Company, and has a record of 28 years of service with them. His hobby is The Deltasig Lodge and as such he has a record of 28 years of service with the Lodge. He has been a member of Kappa Chapter at the University of Michigan since 1929. He is credited to him for his plans for its future.

The Central Office Register

ful to the members of this active chapter. When school reopened last fall they completely furnished the new dining room and provided new end-tables and lamps for the living room. Toward the end of November they presented the chapter with a new duplicating machine for the sending out of announcements and printing of a chapter newsletter. This group, also, meets bi-monthly for dinner and to hear an interesting speaker. In January the speaker was Brother Don Bevis, who is a CPA. Bevis spoke on the subject ‘What is an Audit?’—EUGENE CADEUX

PERSONAL MENTION

JOHN L. SIMONET, Marquette, is with the Simonet Furniture and Carpet Company in Stillwater, Minnesota.

ROBERT V. FULLERSON, Miami, U., is an attorney at law. He resides in San Bernardino, California, where he is also director of the Junior Chamber of Commerce.

HAROLD R. NISSELY, Miami, U., was advanced to chief industrial engineer of the lamp department at the General Electric Company in Cleveland, Ohio.

FRANCIS H. BROCKMAN, Texas Tech, is now associated with the Southwestern Bell Telephone Company in Dallas, Texas.

GEORGE E. MADDEN, Southern Methodist, recently accepted the position of assistant treasurer of the McKinney Production Credit Association in McKinney, Texas.

MORGAN J. MUSSEY, Vanderbilt, is president of the Musser-Erin Lumber Company, Inc., in Lake Charles, Louisiana. Brother Musser is also president of the Lake Charles Credit Bureau.

MARTIN I. SCOTT, California, is president of Scott and Company, insurance brokers and consulting actuaries, located in Los Angeles, California. He is also president of the American Society of Chartered Life Underwriters.

PORTER T. WHITE, Johns Hopkins, was promoted to regional sales manager of the Portland, Oregon, branch of the Chrysler Sales Corporation.

W. KERRIT WILSON, Southern California, is engaged in citrus and truck crops growing in Covington, California. He is also director of the Calavo Growers of California, and chairman and director of the San Gabriel Valley Citrus Center, Los Angeles County Farm Bureau.

WILLIAM K. CLEGHORN, Georgia (Phi), was recently promoted to assistant manager of the Murray Hotel Operating Company in Silver City, New Mexico.

ALFRED T. NARDI, Johns Hopkins, operates his own insurance agency and brokerage in Baltimore, Maryland.

RALPH E. CAHN, Ohio State, is merchandise manager for the Thomson-Diggs Company in Sacramento, California.

CLAYTON B. PETERSON, Wisconsin, has joined the Home Mutuals Insurance Companies as assistant superintendent. The company is located in Appleton, Wisconsin.

THOMAS I. TURNER, Temple, is president and treasurer of the S. W. Boggs Company in Kansas City, Missouri.

ROBERT R. BIRDGE, Missouri, has now an assistant underwriter position with Crum and Forster of Freeport, Illinois.

ODON F. TRAYLOR, Missouri, is an assistant professor of economics and business in the School of Business and Public Administration at the University of Missouri. Last summer he was ordered to active duty with the Army Finance School in St. Louis to assist the Extension Division for a short period.

RALPH D. KING, Western Reserve, is at present the recorder of the Cleveland College of Western Reserve University.

ROBERT D. JOHNSON, Northwestern (Beta), has been promoted to assistant chief accountant in the general sales division of the Pure Oil Company in Chicago.

CARL A. BRUZI, Jr., Omaha, recently became cashier for the Ballantine Company, theatre sound and projection equipment, in Omaha, Nebraska.

JOHN E. PETERS, Rider, was advanced to the head of the loans section in the fiscal division of the Reconstruction Finance Corporation, Birmingham, Alabama.

ARTHUR O. DITTMAN, Rider, is the secretary of the Fremont Rubber Company in Fremont, Ohio. Brother Dittman is also a director of the Sandusky County Chamber of Commerce and of the Fremont Rotary Club, in addition to being the secretary-treasurer of the Sandusky County Manufacturers Association.

ALFRED G. RASOR, Marquette, is with the Guaranty Trust Company, in the capacity of sales manager, in Phoenix, Arizona.

FRANK E. PELLEGRIN, Creighton, holds the position of vice-president in charge of sales with Transit Radio, Inc., which broadcasts FM to riders of public transit systems. They are located in New York.

WILLIAM W. RUCKER, Baylor, is chief inspector of the Retail Credit Company in Waco, Texas.

DONALD H. DOOLEY, Kansas, is the internal auditor and procedures supervisor of the Weyerhaeuser Timber Company in Tacoma, Washington.

DONALD M. VLAINY, Missouri, is employed by the Carter Oil Company as a construction auditor in Tulsa, Oklahoma.

DUANE W. HECK, Penn State, now holds the positions of secretary-treasurer and general manager of Sylvestor and Nielsen, Incorporated, Appleton, Wisconsin.

CLARENCE H. BLOODDON, Wisconsin, is the branch manager of the Thorp Finance Corporation in Thorp, Wisconsin.

CHARLES B. SELAK, Jr., Penn State, is a foreign affairs analyst with the Department of State in Washington, D.C. Brother Selak specializes in international law.

EDWARD E. HAWKES, Nebraska, is a lecturer at the University of California in Los Angeles.

ROBERT WILLIAM GAREY, Nebraska, recently accepted a position as manager of the Chamber of Commerce, Hastings, Nebraska.

LAWRENCE P. MCCORT, Jr., Tennessee, has assumed the new responsibility of technical sales representatives for American Anode, Incorporated, Akron, Ohio.

JOHN L. CHRISTON, Penn State, is with the Murray Corporation of America, Detroit, Michigan.

LOU J. ROBERTSON, Jr., Louisiana Tech, has accepted a position with the Union Producing Company, a division of the United Gas System, in Shreveport, Louisiana.

ALLEN L. TAYLOR, Texas, is vice president and project manager of the J. S. Norman Building Corporation, vice president of the Glosson Lumber Corporation and secretary-treasurer of Westridge Homes, Inc. These businesses are located in Belhuitre, Texas.

RAYMOND L. CHELLMAN, Northwestern (Beta), is with the Mutual-Dolce Broadcast System in Hollywood, California.

SIDNEY M. JAMES, Texas, is a partner of the Sidney Jines and Son Real Estate Company in Perryton, Texas. He is a director of the Junior Chamber of Commerce, president of the Perryton Real Estate Board and past commander of the Pierce Johnson Post American Legion.

HARRY B. CLOSSON, Pennsylvania, is with the Chesapeake and Ohio Railway Company, Newport News, Virginia.

SIDNEY A. ROBINSON, Mississippi, has an automobile dealership in Jackson, Mississippi.

CLEVE E. BURKS, Jr., Mississippi, has accepted a position with C. E. Burks and Son, which is concerned with farming and cattle raising, in Dyersburg, Tennessee.

FRED NARD, Washington, now heads the accounting department of the Diehard Furniture Company in St. Louis, Missouri.

LIE A. HARPER, Indiana, holds a position with the Central Rubber and Supply Company which is located in Indianapolis, Indiana.

JOSEPH L. FRASCONA, Colorado, is an associate professor of business law in the School of Business at the University of Colorado in Boulder. During the summer of 1949, Brother Frascona was a visiting and teaching member of the faculty at the College of Business Administration, University of California, at Los Angeles, California.

WALTER B. SCOTT, Drake, is works manager of Motorola, Incorporated, located in Chicago.

EARL M. PITTMAN, Jr., North Carolina, has been promoted to ship dispatcher in the marine department of the Lago Oil and Transport Company.
EUGENE J. SCHOLLE, Marquette, is a salesman for Russell Real Estate in Milwaukee, Wisconsin.

JOHN J. HOST, Marquette, is district manager for the American Optical Company, Chicago, Illinois.

GUY L. AMES, Jr., Iowa, recently became the assistant purchasing agent for the National Oats Company in Cedar Rapids, Iowa.

JOHN J. KENT, Iowa, accepted the position of credit manager of the Des Moines Oats Company, which is located in Des Moines, Iowa.

JACK E. JOHNSON, Northwestern (Beta), has been promoted to supervisor of training and safety at the United States Rubber Company in Chicago.

WILFRED L. VALADE, Kentucky, is president of the American Engineering Company, builders of precision experimental parts, which is located in Detroit.

RICHARD A. ZACHRY, Georgia (Kappa), has a position with the Clay Products Exchange in Dallas, Texas.

WILLIAM H. WINDOM, Georgetown, is a general insurance agent in Winter Park, Florida.

RICHARD W. JOHNSON, Ohio State, is with the Cooperative Life Association in Columbus, Ohio, branch.

EDWARD H. FORREHES, Michigan, was recently promoted to the rank of major in the United States Marine Corps. Brother Forrehees is at present serving on board the U.S.S. Pennsylvania.

CHICAGO

A. B. SAIN, Nick (Vaino Laine), the reigning king of December, opened his court to the whim of the eight court assistants, Dancer, Prancer, Vixen, et al., to provide a grand finale for the year. Sixty-two loyal subjects were presented by Rudolph and availed themselves of the royal entertainment, cuisine and potion throughout an enjoyable evening.

The closing of the court doors trapped echoes of praise and thanks offered to his Majesty for his hospitality, while the minds of those responsible for such worthy acclamation turned their attention to the planning of an equally grand welcome to spring. Tentative dates set for this year are: Mardi Gras, February 21, 1949; Sundown on the sea, April 17, 1950, to Diané Davis, at New York City; and the whims of the eight court assistants, Dancer, Prancer, Vixen, et al., to provide a grand finale for the year.

Our New Year's celebration was subsumed with an excellent presentation at the January meeting by brother Tom Hayward, assistant general sales manager of Joseph T. Ryerson & Son. Speaking on the topic "The Merchandising of Steel," he explained the operations of the various merchandisers and the reasons for their existence. Supporting our belief, Tom enlarged upon the importance of the steel industry to every business interest represented by the members in attendance, whether those businesses were merchandising a product or a personal service. Warehouses, although they sell a minority of the steel produced, play the major part in furnishing the myriad of needs of the small order business. It was interesting to note that during the war salesmen were acceptable as such with but a comparable short training period. Now, however, when competition is keen at least four years' training is necessary to do an effective job.

We were pleased to have brother Robert Busse, Grand Council, Member-at-Large, and Brother James Givens, holder of Beta number one, join us in the monthly meeting of the T automat. The caliber of our monthly meetings will continue to be as high with brothers Al Gansberg and Herman Wohlfar familiarizing us with "The Chicago Curb Stock Exchange" and "Slim Clearance by Private Enterprise," respectively.—Robert O. Lewis

PAUL H. AREEL, Rutgers (Beta Omicron), on April 7, 1949, to Diane Davis, at New York, New York.

CORNELL H. ANDERSON, Jr., Marquette, on November 12, 1949, to Jean M. Kunz, at Milwaukee, Wisconsin.

BERNICE A. BATES, Michigan, on June 25, 1949, to Gwendolyn Helm, at Detroit, Michigan.

ALAN C. BENED, Michigan, on June 18, 1949, to John Young, at Mt. Clemens, Michigan.

PHILIP B. BRUGG, Michigan, on June 14, 1949, to Olive Saethre, at Grand Rapids, Michigan.

HUGH CHAMBERLAIN, Michigan State, on October 8, 1949, to Elizabeth Housman, at Jackson, Michigan.

ALBERT F. COLLINS, Western Reserve, on August 27, 1949, to Marie Judy Martin, at Cleveland, Ohio.

JOHN A. COWLEY, Missouri, on July 23, 1949, to Helen Engelbrecht, at Jefferson City, Missouri.

THOMAS F. EDLENGER, Michigan, on September 10, 1949, to Ann Johann, at Saginaw, Michigan.

JAMES M. FELLENS, Northwestern (Beta), on December 10, 1949, to Mary Clee Saunders, at Kansas City, Missouri.

NORMAN T. FIELD, Northwestern (Beta), on February 4, 1950, to Jane Horacek, at Chicago, Illinois.


PARKER HOWARD, Northwestern (Beta), on October 8, 1949, to Amber Ludwig, at Chicago, Illinois.

WILLIAM W. HOWLETT, Missouri, on December 17, 1949, to Thelma Elaine Bogle, at Caracas, Venezuela.

THOMAS M. HUCKENS, Missouri, on September 10, 1949, to Jeanne Frances Wilkinson, at Kansas City, Missouri.

STANLEY J. JOHNSON, Iowa, on August 12, 1949, to Joan Marie Hess, at Iowa City, Iowa.

THOMAS D. JONES, Missouri, on August 27, 1949, to Joan Morris, at Kansas City, Missouri.

DAVID C. KIPP, Michigan, on December 12, 1949, to Violet Hazelar, at Ann Arbor, Michigan.

ERNST M. MANTLES, Missouri, on January 6, 1950, to Wilma Lea Meyer, at St. Louis, Missouri.

C. CLAYDE NIELSEN, Missouri, on December 27, 1949, to Louise Schmidt, at St. Louis, Missouri.

W. THOMAS PAYLAK, Texas, on January 7, 1950, to Glenn Morrow, at Abilene, Texas.

WALLACE G. PEARSON, Michigan, on August 19, 1949, to Beverly Stapleton, at Grand Rapids, Michigan.

LOLAD. K. PHUE, Missouri, on June 4, 1949, to Dorothy Diehl, at Columbus, Missouri.

JOE M. SHAVIN, Missouri, on December 19, 1949, to Beatrice Marie Barde, at Nashville, Tennessee.

DONALD B. THOMSON, Northwestern (Beta), on July 21, 1949, to Virginia Nunnery, at San Diego, California.

WALTER J. WILSON, Missouri, on November 5, 1949, to Joan McKinley, at Greenfield, Missouri.

KARL WINTHALL, Iowa, on September 11, 1949, to Solweig Waugos, at Des Moines, Iowa.

JANUS ZAWOYD, Iowa, on June 14, 1949, to Lorraine Blatchley, at Iowa City, Iowa.
ONE OF THE most interesting and educational meetings of this winter's program of the Twin Cities Alumni Club, the Annual Forecasting Session, was held recently in the Radisson Hotel in Minneapolis. The meeting consisted of a round table discussion by four experts, all Deltasigs, of expected business conditions for the coming year and the examination of the accuracy of guesses previously advanced.

The panel this year had as moderator our own Dean Richard Kozelka, School of Business Administration—University of Minnesota, who has acted in that capacity ever since this program was inaugurated. The others were Oliver Powell, vice president of the Federal Reserve Bank of Minneapolis; Sumner Whitney, a partner in the investment concern of Piper, Jaffray and Hopwood, and the agricultural end was upheld by Carl Hogander, Minnesota sales manager of Northrup King and Company.

The panel did a grand job of forecasting, by that we mean, they were not afraid to stick their individual and collective necks out. Of special interest were the analyses presented by each to justify predictions in the various statistical media. Of further interest were the general comments that 1950 would prove to be "Good Business." This particular January feature is getting to be more popular every year, and it may be necessary to limit the reservations in the future so that we do not have such an overflow crowd.

We are indebted to the panel for the interesting and educational program put on, which showed considerable research, planning and study. We look forward to next January when we can check the records of this year to prove the accuracy of the forecasts presented.

Next meeting, 26th Annual Birthday Party, March 7, Radisson Hotel, Minneapolis, 6:00 p.m. Out of town Deltasigs who are in Minneapolis on that date are also cordially invited.

—Claude H. Cook

Baltimore

The Baltimore Alumni Club, in its endeavor to offer its members a varied program, has planned a dinner meeting to be held January 18 at the Saint Charles Restaurant in Baltimore. Following the dinner part of the meeting, it is planned to have as guest speaker, Mr. Marshall McCord, a former professor of Johns Hopkins University and now an economic advisor to the State Department, give a talk on the State Department's recent activities in Germany. Mr. McCord has just recently returned from Germany where he has had the opportunity to witness in person what we in this country have been reading in the newspapers about the economic recovery of that country. This will be the first dinner meeting of the Baltimore Alumni Club in many years. All members are looking forward to this new innovation with keen expectancy of an interesting evening.

Since last October, alumni club members have been active in their attendance at the social affairs of Chi Chapter. Needless to say the Pink Poodles' charter members have been quite active too. Anything reminiscent of the Seventeenth Grand Chapter Congress meets with enthusiasm hereabouts. October's Halloween Dance, November's Founders' Day Dinner and December's Chapter Birthday Party were all well attended by our members and their wives. Our first business meeting on October 6 proved successful in many ways and one of which was the attendance of some members who have been absent from fraternity activities for many years. As a result of this meeting a new set of by-laws has been drawn up and is ready for presentation to the membership. It is expected that they will be adopted at a meeting early this spring.

Eugene G. Cross

Twin Cities

This is a PARTIAL LIST of the members of Delta Sigma Pi who have recently become Life Members of the fraternity. The balance of the names of the new Life Members will appear in the next issue.

Jack Means, Beta, Northwestern-Chicago
James A. Webb, Jr., Beta Kappa, Texas
Howard L. Norris, Beta Kappa, Texas
Curt Moses, Alpha Sigma, Alabama
Anson C. Merrill, Alpha Mu, North Dakota
Larry Coughlin, Epsilon, Iowa
Thomas R. Bonsor, Jr., Alpha Pi, Indiana
Charles P. McCormick, Honorary Member-at-Large
Alvin W. Lehman, Alpha, New York
Alpert S. Delion, Jr., Alpha Lambda, North Carolina
Benjamin L. Hill, Kappa, Georgia
Eugene J. Rogers, Beta Nu, Pennsylvania
Richard E. Wynn, Alpha Omega, Delaware
Bernard F. Herman, Beta Theta, Creighton
Robert D. Jenkins, Beta Phi, Southern Methodist
George C. Mazzeferro, Beta Xi, Rider
James A. Whitney, Beta Phi, Southern Methodist
Lawrence E. Matejka, Alpha Eta, South Dakota
Wesley W. Jones, Psi, Wisconsin
George E. Madden, Beta Phi, Southern Methodist

Philadelphia

As Spring approaches, it brings to mind the fishing trips we took last September. One trip took a number of alumni and actives to Rockhall, Maryland, while another sponsored on the same Sunday took a group of alumni and actives to Ocean City, New Jersey. The alumni wish to thank Beta Nu Chapter for its invitation to the Christmas party. Alumni Howard Ayers acted as master of ceremonies and gave out the gifts after the tree had been decorated. The alumni also attended the New Year's Eve Party at Beta Nu Chapter. The house was appropriately decorated and the New Year was properly ushered in with the usual confetti and streamers, together with noisemaking. Shortly thereafter the buffet meal was served.

The February meeting will be held on the tenth and will be a regular business meeting. The agenda for the evening includes the nomination of officers. Plans have been made to hold a stag dinner on Friday, March 10. The chairman of the affair is William G. Rohrer.

Fred H. DeShong

Boston

The Boston Alumni Club has been acting as big brother to the undergraduate chapter, trying to guide the latter, from experience, and giving advice to the officers. We meet monthly to discuss our problems, and try through these meetings, to get the older men to chapter activities. We have tried especially to be present in fairly large numbers at their affairs, both professional and social. Also, we have tried to cooperate with the undergraduate chapter, by furnishing the speakers for their meetings from our group. As in other alumni clubs, we have Deltasigs in many and varied lines of endeavor. Thus, we have been able to offer a real diversified program.

We do hope to develop among our alumni, a placement bureau so that we may assist some of the boys who graduate without definite working plans. Also, we have a ritual team which has handled all invitations to date from the undergraduate chapter. We have started to work in this team, recent graduates, so that everyone will share in this important ritualistic work.

Tom Fitzpatrick
Accounting and Financial Statements

EFFECTS OF TAXATION: INVENTORY ACCOUNTING AND POLICIES, by John K. Butters & Powell Niland, published by Harvard University Graduate School of Business Administration, 347 pp., $3.75.

A consideration of questions of policy in the area of inventory accounting, and examination of technical problems having to do with inventories. Choice of inventory accounting procedures have been largely affected by taxation, and in particular by the Treasury's acceptance of "Lifo" (last in—first out) method as alternative to "Fifo" (first in—first out) and the most stock of business and inventories and reserve methods. This is the first volume and a general study of the effects of federal taxation on business.


A thorough exposition of present practices in treatment of depreciation in various types of business decisions, with emphasis on the accounting and income tax aspects. Contains a warning against the over-use of straight-line group depreciation accounting in a period of high income tax levels.

WHAT'S BEHIND A FINANCIAL STATEMENT, by Russell G. Rankin, published by Doubleday, 160 pp., $2.60.

A broad outline of the fundamentals of accounting for executives, bankers, investors, lawyers, and others engaged in business. Discusses such subjects as records, accounting for cash, income, and expenditures (including payrolls), inventories, reserves, depreciation, and the balance sheet.

Advertising and Public Relations


Advice and information to the small-budget advertiser on how to choose and get the most benefit for his money from radio participation programs, those in which two or more advertisers share in the daily sponsorship. Most popular varieties of these are disc jockey, wake-up, women's service, farm, audience participation, and husband and wife programs.

ADVERTISING DICTIONARY OF SELLING WORDS AND APPEALS, by Harvey Rosen, published by Ronald, 373 pp., $5.00.

A copywriter's tool for easy location of descriptive words and phrases for 228 products. For each product, sale words and phrases are placed under "General Appeals," applying to the product as a whole, broken down by attributes or quality; and "Specific Appeals," divided under specific parts of the whole article.


On the planning and conduct of public relations programs that embrace employees, customers, suppliers, competitors, and general public groups. The development of specific programs are traced from the planning stages through to their actual operation.

Business


An important new theory of the operation and behavior of a theoretical private business. A survey compiled from detailed investigations of private businesses in Great Britain.

HOW TO DO BUSINESS WITH THE U.S. GOVERNMENT, by Oliver Hoyen, published by Durrell, 288 pp., $5.00.

Valuable guide for the business man in finding his way around in Washington—not only in selling to the government agencies but also in getting from them vital business information. Describes the various functions of some government agencies, showing how they can be of use to the businessman.


A study of financing, planning and maintaining a profitable small business. Considers the fundamental needs, problems and opportunities of the small business field as a whole.

BUSINESS HELPER FOR THE MODERN MAN OPERATING A SMALL BUSINESS, by Leslie C. Rucker, published by Rider, 133 pp., $2.00.

A collection of short, non-technical chapters offered as advice to a man just starting up in business. Essentials of buying, selling, bookkeeping, advertising, choosing a location, establishing and preserving a credit rating, and other topics are presented for his guidance.

Business Leadership

DEVELOPMENT OF EXECUTIVE LEADERSHIP, edited by Marvin Bower, published by Harvard University, 152 pp., $2.50.

Five business executives and a leading economist outline the course businessmen must follow in assuming the duties and responsibilities of leadership in community and nation. The practice of training executives within a business and how a man may develop himself as a business leader are some of the plans discussed.

BOTTOM-UP MANAGEMENT, by William B. Given, Jr., published by Harper, 190 pp., $2.50.

The president of the American Brake Shoe Co. gives his reasons for favoring the broad distribution of responsibility throughout the entire personnel. He outlines some of the problems and potentials of team-play in management. He believes in maximum freedom in the lower echelons—more and more initiative flowing up and less from the top down.

Choosing a Career

ONE HUNDRED AND SIX SUCCESS OPPORTUNITIES, published by Arco, 400 pp., $2.50.

A discussion of vocational opportunities, job requirements, earnings and chances for advancement in a variety of careers that fall into seven classifications: agricultural, personal service, mechanical, commercial, scientific, esthetic and professional.

BLUEPRINT YOUR CAREER, by Robert F. Moore & Carol Biba, published by Stackpole & Heck, 164 pp., $2.75.

Suggests definite aids for the college student or graduate in selecting a vocation, writing letters and interviewing for a job, and establishing himself in the job. Practical advice is designed to enable him to put his best foot forward and utilize all his talents successfully while job-hunting.

Insurance, Business and Personal

SUCCESSFUL PRACTICE OF INSURANCE, by Mervin Lane, published by Prentice-Hall, 327 pp., $5.30.

Sales methods in the insurance field and a detailed description of how to establish an insurance agency, selecting office accommodations, building a clientele, handling appointments, managing office routines and financial records, and combining life insurance with general brokerage.

ANALYSIS OF GOVERNMENT LIFE INSURANCE, by Dan M. McGill, published by University of Pennsylvania, 308 pp., $3.75.

A survey of the operation of the government life insurance program which was begun in World War I and continuing the policies of life insurance held by the employees of the U.S. Government.

HOW TO PLAN YOUR FINANCIAL SECURITY, by Lawrence Washington, published by McGraw-Hill, 277 pp., $2.95.

The various methods of saving and budgeting to provide security for the future, and the relative merits of insurance policies, annuities, trusts, stocks, bonds, and real estate.

BUSINESS INSURANCE, by Edwin H. White, published by Prentice-Hall, 445 pp., $5.75.

A study of the different methods of insured business continuation plans for proprietorships, partnerships, and close corporations devised to take effect upon the death of the owner of a business in order to protect his family and associates. The author claims the only satisfactory solution is the survivor-purchase agreement financed with life insurance.

Labor Unions

TRADE UNIONS IN THE NEW SOCIETY, by Harold J. Laske, published by Viking, 192 pp., $3.50.

Changing attitudes towards unions displayed over the years by the public and the law courts, with an evaluation of trade unionism in its relation to democracy. He argues strongly for labor in politics rather than as a pressure group; for greater rights for labor, but for democracy in unions; and an enlightened and...
self-disciplined restraint in economic demands. UNIONs AND CAPITALISM, by Charles E. Lindblom, published by Yale University, 267 pp., $3.75.

The contention is that unions make a monopoly of labor and that union demands threaten our competitive price system to the disadvantage of consumers including union members. A study of economic trends induced by the growing power of unions. The author sees some signs that the new union leadership, in formulating its long-time objectives, is recognizing the general good as an element in labor's own interest.

Money and Banking


An account of developments in international cooperation in the financial field during the last three decades, with illuminating comment and explanation. The author represents the Netherlands and Norway in the International Bank for Reconstruction and Development.

HOW TO PRODUCE DEPRESSIONS, by Clement A. Fuller, published by Dorrance, 143 pp., $2.00.

A discussion of the monetary conditions that cause depressions and the way they operate. This monetary explanation is not the fall in prices, but further back in the contraction of the money volume or its equivalent, that is, the slowing down of the speed of circulation relative to the needs of business.


An account of essential means, methods and problems in the field of investment banking written by noted financial writers and practicing executives. Types of securities and their functions, interpretation of financial statements, corporate financial problems, practices and operations of the securities markets, problems of government regulation, considerations influencing investors, are treated to give an over-all view of the business of issuing, underwriting and marketing corporate securities.

TERM LOANS AND THEORIES OF BANK LIQUIDITY, by Herbert V. Pochonow, published by Prentice-Hall, 460 pp., $7.50.

The principles and practices of short- and long-term lending, how banks seek term loans, how they safeguard and liquidate them, with many case studies. Sums up the advantages and disadvantages of term loans and shows how and to what extent a bank may engage in this type of financing.

Salesmanship

HOW I RAISED MYSELF FROM FAILURE TO SUCCESS IN SELLING, by Frank Bitter, published by Prentice-Hall, 294 pp., $3.95.

A first-person experience story by a highly successful life insurance salesman. Detailed reports of many interviews, with incidents illustrative of the ways he learned his techniques and the success he has made of selling.

HANDBOOK OF SALES TRAINING, by the National Society of Sales Training Executives, published by Prentice-Hall, 423 pp., $3.35.

A cooperative work developed from the experience of the 85 members of the Society, executives in charge of sales training in large manufacturing corporations, it deals with improved methods and techniques used in such training, including the use of audio-visual aids.

MERCHANDISE INFORMATION FOR SUCCESSFUL SELLING, by Harry Q. Packer & Louise S. Hitchcock, published by Prentice-Hall, 320 pp., $2.70.

Background information regarding 30 major lines of merchandise, compiled for the benefit of sales people. Each product is discussed briefly as to general characteristics, customers' questions and the answers, appealing selling phrases, technical information and terminology.


Personality and business advice for effective salesmanship, including training, why people buy from a salesman, types of customers, overcoming objections, and how to close sales.


Presents tested and effective principles of selling for today's market, analyzes the effective sales approach and suggests specific methods to be used in handling different situations. Would be helpful to a sales manager who's doing a sales training job.

Cain Credit Manager of Omaha Jewelers

HARLAN E. CAIN, Omaha, an alumnus of Gamma Eta Chapter, and a past senior warden, has been appointed credit manager of C. B. Brown, Inc., one of Omaha's largest jewelers. While still an undergraduate, Brother Cain was senior partner of the Burma Accounting Company of Omaha. It was in this capacity that he gained the experience leading to his present position.

Brother Cain, in his undergraduate days, was one of the instigators of the present Gamma Eta Chapter. It was partly through his continued hard work and tireless effort that Omaha University gained an undergraduate chapter of Delta Sigma Pi.

To Brother and Mrs. Carl J. Boyer, Northwestern (Beta), on April 15, 1949, a son, Howard Lewis.

To Brother and Mrs. Robert O. Buchanan, South Dakota, on July 7, 1949, a son, Rex Robert.

To Brother and Mrs. Ray J. Campbell, Jr., Missouri, on January 30, 1949, a daughter, Sally Jean.

To Brother and Mrs. Marvin DuMay, St. Louis, on January 12, 1950, a daughter, Sherry Lynn.

To Brother and Mrs. Russ Frederickson, South Dakota, on December 17, 1949, a daughter, Karen Diane.

To Brother and Mrs. George C. Holdren, Iowa, on September 14, 1949, a son, George.

To Brother and Mrs. Russell T. Jacobs, Missouri, on September 20, 1949, a son, Robert Turner.

To Brother and Mrs. Carl B. Kendrick, Louisiana Tech, on December 23, 1949, a son, Robert Shane.

To Brother and Mrs. James A. Kerr, Northwestern (Beta), on November 16, 1949, a son, Stephen Paul.

To Brother and Mrs. Robert A. Mocella, Northwestern (Beta), on December 7, 1949, a son, Robert Allen.

To Brother and Mrs. William E. Pitts, Florida, on October 28, 1949, a daughter, Jennifer.

To Brother and Mrs. William A. Richardson, Mississippi, on October 8, 1949, a son, William Allon, Jr.

To Brother and Mrs. Kenneth Scherer, St. Louis, on December 15, 1949, a daughter, Virginia Mary.

To Brother and Mrs. Joseph G. Schoggen, Kansas, on December 5, 1949, a son, Stuart Michael.

To Brother and Mrs. Gerald E. Seufert, Miami, on January 4, 1950, a daughter, Carol Noel.

To Brother and Mrs. Donald F. Smith, Rutgers (Beta Omicron), on November 14, 1949, a son, Kenneth Donald.

To Brother and Mrs. Clarence E. Torrey, Jr. Wisconsin, on December 23, 1949, a daughter, Pamela Jeannne.

Deltasig Joins Staff of Veterans Administration

BROTHER GEORGE T. DINSDALE, Alpha Delta, who has been organizing the Schuyler, Nebraska chamber of commerce and was to have been its first secretary, has resigned to take a position in Washington, D.C. General Carl R. Gray, Jr., director of Veterans' Administration, telephoned Brother Dinsdale to ask him to become his administrative assistant. Brother Dinsdale is a past president of the Lincoln Alumni Club of Delta Sigma Pi and has served the fraternity for the past year as Province Officer for Alpha Delta Chapter.
Ohio State

On January 9, 1950, 24 brother Del-tasigs started the winter quarter with a business meeting at the chapter house. Even though all of our brothers had a fine Christmas vacation, they were happy to be back on the campus and looking forward to the fellowship and coming activities of Delta Sigma Pi. If the Rose Bowl Game is any indication of things to come, Nu Chapter is in for an excellent year. We are indeed proud of our boys, who came back from a 7 to 0 half-time deficit to beat favored California 17 to 14. We won the set on Ralph Edwards “Truth or Consequences” radio program. Two of our brothers, Jack Trick and Bob Zuercher, attended the game as members of the nationally known “Marching Band” of Ohio State. Both had a wonderful time and really liked that grand old California sunshine.

The annual Founders’ Day Banquet was held December 4, 1949 at the Columbus Athletic Club. Jacob B. Taylor, vice-president and business manager of Ohio State University gave a truly fine speech on “The Meaning of the Founding of Delta Sigma Pi.” Toastmaster Dr. Maynard, head of the business organization department introduced other distinguished guests including: Mrs. Maynard; dean of men; Joseph Parks and wife; assistant dean of men, Mylin Ross and wife; and Professor Elvin F. Donaldson. Head Master Jim Price, presented scholarship certificates to the following brothers for obtaining a 3.25 or better for the winter quarter: Dan Jording, Robert Frix, Raymond Osterbrock and Tom Mercer.

Three of our brothers are escaping the inclement weather of Columbus by going south for the winter quarter. Richard Rice and Richard Brooker are spending the winter quarter at the College of Mexico, while Richard Bell is working in Florida. Brother Tom Mercer has replaced Brother Fred Shaffer as senior warden. Brother Raymond Best has taken over the duties of treasurer in place of Brother Dan Jording. Dan is on field work with “Ernst and Ernst” in connection with his accounting curriculum. The selection of Tom and Ray for their respective duties are indeed excellent choices.

A dance is being planned for this quarter at which the “Rose of Del-tasig” will be selected. Plans are also being made for a smoker to be held later in the quarter. Brother Jack Osterbrock is heading the housing committee and has high hopes of securing a suitable chapter house. In the near future, Brother Clarence Dougherty is again arranging our professional meetings, and we feel sure that there will be some highly interesting speakers on the agenda for this quarter. It is through these speakers that we become familiar with professional and other business and social opportunities available for employment in the immediate area and many other facts that can only be of a beneficial nature.

Fourteen pledges will undergo “mock initiation” or more commonly known as “Slaughter on West Ninth,” Saturday, January 23. The formal initiation will take place Sunday, January 24, at the Fort Hayes Hotel, in downtown Columbus. A dinner and meeting will terminate the ceremonies. We, of Nu Chapter, wish to extend our congratulations to the pledges, and to offer them the hand of fellowship and brotherhood that is most sincerely intended from Delta Sigma Pi.—Bob Bussum

Tulane

Gamma Mu Chapter got off to a late start in the Chapter Efficiency Contest, having just been installed on December 4, 1949. However, the points are already beginning to accumulate and we anticipate making a final score of 100,000 points. Early in February the first issue of our publication, The Skull, was completed and mailed. Feeling that The Skull will be an important medium of contact with the rest of our fraternity brothers throughout the country, we decided to have it printed and make it a really attractive publication. We are certainly hoping for that extra thousand points which is sometimes awarded for publications by The Central Office.

Gamma Mu Chapter enjoys the unique privilege of being the only chapter in the fraternity which can celebrate and participate in the world-famous Mardi Gras festivities which are held annually in New Orleans. In true Mardi Gras tradition, we held a costume dance on Sunday, February 19, at which the outstanding event was the presentation of the “Rose of Del-tasig.” Everyone was demented over this wonderful event, particularly since it was our first social activity since our installation on December 4, 1949. Much of the credit for its success goes to Brother Acomb, who heads the chapter social committee. Several photographs were taken during the dance, and we plan to submit some of them in time for publication in the next issue of THE DELTASIG.

On February 23, at a luncheon held in the Tulane Cafeteria, Gamma Mu Chapter had the pleasure of hearing a fine talk by Mister Harry B. Leveker, Alabama, who resides in New Orleans, is district manager of the New Orleans area of Southern Bell Telephone and Telegraph Company, Inc. In the process of arranging for him to speak before our chapter, it was discovered that his company has a very fine library of documentary and business films. Although no definite dates have been set, we plan to exhibit some of those films here at Tulane in the very near future.

For the balance of this college year, we have a full and very interesting professional program planned. Along with our fraternity brothers from Beta Zeta Chapter, Louisiana State, we plan to make a tour of the Standard Oil Company’s huge refinery at Baton Rouge, Louisiana, which is just a two-hour drive from New Orleans. This refinery is one of the largest in the world, and the tour should prove to be highly educational to all of us. This month we plan to make what we consider a rather unusual, “double” industrial tour. In one afternoon we will visit the stock brokerage firm of Merrill, Lynch, Pierce, Fenner and Beane, and then drop over to the New Orleans Cotton Exchange. Fortunately, they are located across the street from each other; otherwise, we would have had to schedule the tours on separate days. As the guests of the Port of New Orleans, Gamma Mu Chapter is scheduled to take an inspection trip of the port aboard the luxury yacht, Good Neighbor, on April 13, 1950. Our brothers from...
Beta Zeta Chapter have been invited to join us. The trip will cover about 12 miles of the riverfront (the Mississippi), up one side and down the other, during which a commentator aboard the yacht will point out and describe the great variety of shipping facilities along the wharves. We plan to sponsor a series of radio forums for the discussion of current topics of interest to the general public. Although no definite time has been promised yet by the local stations, Brother Perry, who heads the chapter professional committee, is confident that this project will be successful. While our immediate concern is the accumulation of points, and more points, in the Chapter Efficiency Contest, the-long range aim of Gamma Mu Chapter is to operate in such a way that every other member of Delta Sigma Pi will be just as proud of having accepted us as we are of having become members of Delta Sigma Pi.

GEORGE J. WEST, JR.

NORTHWESTERN—BETA

AMONG THE RANKS of Delta sigas, genus Beta Chapter, the species "eligible bachelors" is fast becoming extinct. Brothers Ed McClellan, Chuck Plummer, Art Johnson, Joe Kanowski, Don Thompson, John Francis and, last but not least, Beta Chapter's own Head Master Parke Howard hit the dust during 1949. In head-off spots for 1950 are Brothers Norman Fields and Don Warren, with nuptials scheduled for February and March, respectively. The brothers married in the years just past have not been idle, however. Brother Bob Morello's wife, Dorcas, presented him with a second tax exemption recently, while Brother Don Carlson's wife presented him with their first.

The chapter's social activity has been well rounded in the last few months. The annual Christmas Party given by the pledges for the actives turned out to be very well planned and carried out. It was very much enjoyed by all who attended. A new type of social function was tried to liven up the standard open house program. A bridge party was combined with the dancing and refreshments, and this addition proved quite popular with all present, so popular that a repeat performance is planned in the near future. The February formal initiation banquet was held at Huyler's in the Palmolive Building in Chicago. This is the new initiates' first social affair as actives and it always proves to be a happy affair.

Professional meetings are an important part of Beta Chapter's activities too. We have been fortunate in having as our speaker at a recent meeting Brother Merle Loder, a Deltsig who has certainly made his mark in his chosen profession, insurance; and, therefore, he had a great many good pointers for us, not only about the possibilities of a happy and profitable future in insurance, but also about the business world in general. Planned, for some date early in the future, is another one of our instructive industrial tours. Two of our brothers are employed by the Chicago Tribune and they have volunteered to make arrangements for the men of the chapter to travel through the Tribune plant, seeing all the phases and work that go to make up a great metropolitan daily.

In an attempt, which is proving successful, to keep the chapter's activities co-ordinated, Head Master Parke Howard has inaugurated a plan for forming more committees and larger committees so that every active member of the chapter has a responsibility for some activity in the chapter. This plan has proved successful in keeping every man in closer contact with all chapter activities and more active and interested therein, making Beta Chapter a stronger and more closely knit organization than ever before.—CHARLES E. PLUMMER.

KANSAS

IOITA CHAPTER regrets that Head Master Friedman will be leaving us at the end of the semester. He has done an outstanding job both as a member and an officer. We wish him and other graduating brothers great success in their future work.

Friday evening, December 10, our annual Christmas Party dance was held in the Big Six Room of the Hotel Elridge here in Lawrence. Attendance included 25 couples representing actives, pledges and faculty members. Highlighting the events of the evening was a hilarious bit of entertainment consisting of a 20-minute skit conducted by the pledges during intermission. Hats off to Brother Nystrom who heads our social committee and who was responsible for securing the ballroom and music for the evening and steering the party to a great success.

Sunday afternoon, December 18, Iota Chapter held its formal initiation at which time 17 new members were brought into the chapter. They are: Theodore Schroeder, Donald Davis, David Ellis, Donald E. Johnson, William Leonard, Robert Lewis, Glen Olson, Lloyd Osheim, Theodore Otto, Robert F. Peck, Melvin P. Rice, Robert L. Rindrauff, Earl Schuhmiller, Donald Shauf, Donald Stump, John Thrand, and Leroy K. Waterman. The new faculty members include Brothers H. K. L'Ecouy, De Witt Dearborn and Richard Buskirk. The feature event of the afternoon and evening was a talk by Professor Wichert of the School of Business Administration. The theme of his talk was centered around the graduate's attitude toward job approach; what he should expect from his job and, likewise, what his job expects of him.

Our professional committee, headed by Brother Hachinski has certainly been active during this past quarter. It was successful in promoting a field trip through Shultz Bakery in Kansas City, Missouri, late in November. Actives, pledges and several of the faculty members were well represented on this tour which proved to be both interesting and educational. A second trip was conducted through the plants of the Goodyear Tire and Rubber Company in Topeka, Kansas, on January 15. Throughout the plant operation, the various departments explained the different methods and techniques for processing the rubber and constructing and testing the tire. The phase of the plant operation concerning the processing of rubber proved particularly interesting to the group. The committee informs us that an equal heavy schedule of activities is planned for the semester, the preparation for the Annual Ball is underway for at least two trips to plants and businesses in Kansas City.—KENNETH F. STONE.

LOUISIANA TECH

BETA PSI CHAPTER had as guest speaker at an evening meeting on November 29, 1949, Mr. J. S. Garelick, a Certified Public Accountant from Monroe, Louisiana. Mr. Garelick spoke on "The Practical Aspects of Accounting." He told much of the contrasts between textbook calculating and practical everyday practices. Brother Harry Bell, a recent Tech graduate and recipient of the 1949 Delta Sigma Pi Scholarship Key, is now working as an accountant in Mr. Garelick's firm. It was Brother Bell who secured Mr. Garelick as a speaker for us.

Chapter Efficiency Contest Chairman Harry Norris reports that with 3,400 additional points reported just before Christmas, Beta Psi Chapter now ranks third in the 1950 inter-chapter competition. This is a long way from the top of the list, but with more members, and an increasing number of activities, Beta Psi Chapter plans to come up in the world.

On January 7, representatives from North Louisiana Junior Chamber of Commerce met at Ruston, Louisiana, to discuss new Highway 80 plans, the Hoover Commission Report, and extension plans for the Jaycees. Through Brother Earl Bennett, president of the Ruston Jaycees, Beta Psi Chapter Deltasigs arranged to serve coffee and doughnuts to the assembled delegates. The brothers who extended this hospitality to the Jaycees sat in on several of the sessions, met some of the guests, and made tentative arrangements for a few professional programs during the spring semester.
Continuing the policy of promoting the value of a business education, Beta Chi Chapter again played host to local high school students. Joining with the T. U. Business Women, an organization of secretarial students, Deltasigs conducted an informational program for commercial students from Sapulpa and Liberty-Consolidated High Schools. These young people are members of a business student group known as the Future Business Leaders of America. Under the able direction of Professional Committee Chairman Bob O'Brien, the evening's business was conducted in three phases. The first was a welcoming address by Dean Hargrove of the College of Business Administration. The dean complimented the high school students on their organization and its work, followed by a discussion of the aims of the College of Business Administration and the courses offered. He also introduced several members of the faculty.

The second phase was a talk by Charles Lovelace, of the Lovelace Employment Agency, on the opportunities and requirements for a person interested in the business world. Mr. Lovelace stressed in particular the maintenance of a proper balance of schooling and practical experience. Upon the conclusion of the talks, tours of small groups were conducted through Lorton Hall, the modern home of the College of Business Administration. At the conclusion of these tours refreshments were served in the student lounge followed by a showing of the 1951 football victory over Kansas State.

Members are quite proud of the fact that the Homecoming Float, although placing fourth in a field of more than a dozen entries, did receive much comment from the judges and spectators upon its message. A large open book mounted on a boat-shaped base was used to portray the aims of higher education with the inscription "Snail On, O Ship of Knowledge."

In the sports department, Chancellor Bob Nipp, sharp-shooting starter for the Golden Hurricane Basketball Squad, received the honor of a berth on the all-star team at the Enid Invitational Tournament where the Tulsa squad reached the finals. Brother Nipp has been a mainstay of the squad for two years and this year has once again been one of the high point men of the team.

Beta Chi Chapter's first intramural volleyball team got the chapter off to a good start in that sport by beat Sigma Chi for first place. Deltasigs also participated in touch football although with not quite as much success. During the Christmas vacation the members of Beta Chi Chapter got together for an enjoyable dinner at the Bit of Sweden. Taking full advantage of the smorgasbord, a few of the brothers found difficulty in getting away from the table at the end of the evening. Again in the eating department the brothers are looking forward to the traditional pledge party. A pleasant evening of refreshments, food and cards is reportedly in the offing.

At the final meeting of the semester, elections were held. In a spirited contest each office had several candidates. On the second count Chester Kilgore was made the new head master. The capable new officers promised an active schedule and thought was given to efforts to secure new members of the caliber expected of Delta Sigma Pi.—Ronarr L. Smith.

Northwestern—Zeta

Northwestern is making preparations for its Centennial Celebration in 1951. Zeta Chapter has been growing with Northwestern University for the past 29 years and at present holds a position of respect on the campus. Along with Christmas came quarter final examinations, but enough activities and pledges were rallied to construct a large Christmas party for the members. The display was lighted at night, helping to brighten up the campus with Christmas spirit. Before leaving for Christmas vacation, the Deltasigs held a Holiday Party at Head Master Bud Poulsom's home. Professionally, the chapter heard Brother B. F. Bills, a prominent Chicagoland sales consultant and real estate agent, speak on the "First 10 Years after Graduation." Brother Bills spoke at a father and son professional meeting held at the Georgian Hotel in Evanston.

To organize the parents of the brothers closer together, Zeta Chapter has plans afoot for a Zeta Chapter Mothers Club and also more father and son activities. Realizing the importance of alumni relations, the chapter recently organized a Zeta Alumni Relations Committee which co-ordinates alumni activities with the active chapter program. The committee also publishes the chapter magazine, Zeta Zephyr. To enhance the spirit of competition, a Zeta Victory Trophy has been purchased which will be given to the winner of the most number of athletic contests between the actives and the alumni each year.

Comic books occupied the time of the members in January as they prepared for a "Comic Strip" Party given by the pledge class at the Edgebloom Country Club. Dressed as their favorite characters, the couples were entertained by the pledge class which was trying to get in good graces before initiation.

Eighteen pledges became actives on February 18 after going through the chapter's version of Hell Week called "Fun Week," during which the pledges really enjoyed themselves. In celebration of the big day, the chapter took over the Ambassador East Hotel, on Chicago's near north side, to hold a formal honoring the new brothers and to crown the Zeta "Rose of Deltasia." The "Rose Buds" were selected as attendants to the "Rose."

In memory of Brother Robert Wagner, a Zeta alumnus killed in the war, a Wagner Memorial Library was established at the house. Business periodicals and campus textbooks comprise the bulk of the library, which is maintained on a donation basis.

Northwestern has turned its spotlight on the Deltasigs several times this year as the chapter takes an active part in campus politics, student musical productions, intramural sports and publications. Recently one of the pledges was elected vice president of the freshman class. The chapter is represented on all of the class councils. The pledge class is reconstructing the chapter house and an invitation is extended to all Deltasigs to stop in and visit us when they are in the Chicago area.—Ron U. Beimler.

Rutgers—Beta Rho

The New Semester was started in grand style with the pledging of eight neophytes at a professional dinner at Zigler's Restaurant in East Orange, New Jersey, on December 16. Among the guests were Brother W. T. Elder, bursar of the university and a large representation of the alumni. Their presence contributed to the grand success of the evening.

The Delta Sigma Pi Scholarship Key was presented to Austin Tobin by Brother John Swiatek, assistant dean of Rutgers University College. Also, a head master's gavel was presented to Brother A. N. Robertson in recognition of his leadership in the year past. Plans are presently being completed for our initiation ceremony in February, to be followed by a stag party shortly thereafter. A successful year is assured.—A. E. Loebdek
WISCONSIN


MISSISSIPPI STATE

Gamma Delta Chapter is extremely fortunate in that many of its members hold prominent offices in campus affairs. These men have been recognized by their fellow students for their leadership, and the students have given them the reins in important guidance positions. Among these campus leaders are Brother Jack Hazard, president of the associated student body; Brother Maurice Smith, president of the Accounting Club, and Brother Jack Smart, and Libran Brothers. Dean George R. Esterly and Professor William J. Van Minden, head of the accounting department, both Delphas, have done much to make this program possible. The requirements for students who wish to follow this program have been kept high, and it is worthy of special mention that all the students in the School of Business Administration at Rutgers who applied, only 25 percent of them passed. Of these 20 students, eight, or almost half of them, are brothers of Beta Omicron Chapter, which again proves the quality of the men of Delta Sigma Pi.

We, of Beta Omicron Chapter, are looking forward to the presence of Brother James D. Thomson, Assistant Grand Secretary-Treasurer of Delta Sigma Pi, at our next business meeting on January 16, 1950. Beta Omicron Chapter feels highly honored to have such a distinguished official of The Central Office visit our chapter.

RUTGERS—Beta Omicron

One of the unique characteristics of the program at Rutgers School of Business Administration is the accounting dual-degree program. This program facilitates a combination of study and actual business experience in that the student in addition to learning the theory of accounting has an opportunity to enter the field for three months of practical experience. This experience brings greater meaning to the student's subsequent academic work; enables him to test his personal reactions to the field he eventually hopes to enter; and affords him practical experience which will help him when he sits for his C.P.A. Examinations. The record of the placement office has been excellent in securing positions for drop-out students. These students have been placed with such notable firms as Price Waterhouse, Barlow, Wade, Guthrie and Company, Touche, Niven, Bailey and Smart, and Libran Brothers. Dean George R. Esterly and Professor William J. Von Minden, head of the accounting department, both Delphas, have done much to make this program possible. The requirements for students who wish to follow this program have been kept high, and it is worthy of special mention that all the students in the School of Business Administration at Rutgers who applied, only 25 percent of them passed. Of these 20 students, eight, or almost half of them, are brothers of Beta Omicron Chapter, which again proves the quality of the men of Delta Sigma Pi.

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On the eve of Beta Omicron Chapter's formal initiation we are about to complete a very successful pledge training program. The pledges have been formally instructed and drilled in a series of pledge meetings held throughout the three month period. Our formal initiation will be held on January 21, 1950, at the Military Park Hotel in Newark. We anticipate initiating 18 pledges and a member of the Rutgers' Faculty, Mr. Oscar J. Owen, into the brotherhood of Delta Sigma Pi. A big accomplishment during the pledge training period was the complete redecorating of the main room of our fraternity house. Under the capable guidance of Senior Warden, Robert A. Kretzer. After a double coat of paint had been carefully administered to the ceiling and the woodwork of the room and the walls had work along with the responsibility of getting out an acceptable annual. Other members of Gamma Delta Chapter who hold positions of leadership in other campus organizations include Brother Charley Talbert, president of Chi Lambda Rho; Brother Harold Wilson, vice-president of Chi Lambda Rho; Brother Charles Smith, who is secretary and treasurer of this organization; and Brother Frank Smith, secretary and treasurer of the Glee Club.

Psi Chapter is a closely knit group looking forward to another successful semester with great anticipation. We are striving for a more extensive scholastic, professional, social and athletic program.—Richard A. Finchow
been brightened with new wallpaper, the room soon presented an entirely new appearance. With this work behind us it is highly probable that the chapter will complete the redecoration of the room in the near future by purchasing more new furniture and a new floor covering.

Plans have already been drawn up for the initiation of a new pledge training program. Another rush smoker will be held on February 3, 1950, with new rushees being pledged formally two weeks later. The pledge training program at present is of special importance to our chapter. Our kitchen is expected to soon run on a three semester basis, with the initial period at the school and fills only the last two undergraduate college years of its students, there are only five semesters available for fraternity activities. That leaving an interval in which the administration of the chapter must be carried on to a large extent by newly initiated brothers and makes it imperative that each new brother be fully prepared to assume definite responsibilities immediately. In meeting this situation the whole chapter has thus far cooperated very well with the pledging committee in keeping the pledges on their toes and in developing their interest in the fraternity and thus fitting them to become a real addition to Delta Sigma Phi.

—Robert G. Zinkand

**MICHIGAN**

**THE FIRST SEMESTER has been one of marked success for Xi Chapter. It witnessed the installation of our new kitchen. Despite our lack of previous experience, the kitchen is now being operated in the black, and the meals cannot be beaten.**

The pledge committee concluded the first semester's program by presenting an open meeting at The School of Business Administration. This meeting, under the direction of Brother Stephen DuBue, featured an excellent speech by Mr. Peter Drucker, the eminent author, economist, political analyst and management consultant for General Motors and the Chesapeake and Ohio Railroad. His topic was "The New Economic Society." He stressed the importance of the rising industrial middle class, which has expanded so rapidly that it now amounts to perhaps 30 per cent of our non-farm working population. He expects that the demand for trained professional and skilled men will be greater in the future. Mr. Druck- ers said that this new middle class has become the leading class and must assume the responsibility of guiding the massive political and economic structure of Modern America.

Xi Chapter was in third place in the Chapter Efficiency Contest. The last official standing gave us a total grand of 46,050 points as of December 15. The chapter has always made the 100,000 point mark since its reactivation in 1946, and indications are that we will be on top again when the end of the year rolls around.

After a slow start, we are now climbing in the standings of the professional league of the intramural sports. There are about 20 teams in this highly competitive division. At one time we were as low as ninth place, but only 52 points out of first place. After only three place of the fall, the various teams have improved. The bowling team completed its schedule, undefeated for the second straight year. Both the volley-ball and handball teams took second place. With this impressive record we are gradually reaching for the lead in our division. Brothers Alvin Garchow, Thomas Ream, Richard Riley, Richard Woodworth and Wallace Pearson, are among the outstanding players.

**DRAKE**

**ALPHA IOTA CHAPTER at Drake University held a dinner dance at the Des Moines Golf and Country Club, January 6, 1950. This was the big social event of the first semester and was attended by both actives and pledges, their wives and dates.**

Brother Premo and Mrs. Thaylins Lang, wife of Brother Lange, won the door prizes. Alumnus Larry Chamberlain entertained the guests with magic and humor until dancing started at 9:00 p.m. The DeltaSigis of Alpha Iota Chapter danced to the music of Ralph Zarrow's Orchestra from 9:00 p.m. until midnight.

A full program of professional meetings was held during the first semester. Two of the most interesting speeches were given by Meredith Case of Bankers Life and Casualty Company, of Chicago, whose subject was, "Criteria for Success in the Business World," and Dr. Louis Davids, professor of finance at Drake, who spoke on "Finding Facts."

By the time this publication goes to press, Alpha Iota Chapter will have initiated 20 new members into Delta Sigma Pi. Formal initiation is to be held at the Hotel Fort Des Moines, January 22, 1950.—William H. Swartzlen-DruBer

**KENT STATE**

**ALL THE MEMBERS of Beta Pi Chapter of Delta Sigma Pi at Kent State University extend a warm welcome to Norman T. Beard- man, Raymond A. Callahan, Theodore E. Chernak, Richard W. Fryfogel, Grover L. Hall, Harry A. Hanson, Raymond B. Insho, Robert L. Kaufman, Kenneth Jay Licht, Russell D. Mast, George W. Reeder, John F. Ryan, Richard T. Spiller, Glenn S. Stephens, William H. Walsh and Kenneth E. Wirtz; all of whom completed their pledge period successfully and were initiated to our fraternity on December 3, 1949 at Vale Edge. Richard Christi, lecturer of advertising and salesmanship; Fred R. Kucera, instructor of economics; and Paul L. Pfeiffer, assistant professor of commerce, were also accepted to membership.**

The fraternity as a whole wishes the best of luck to our brothers, who graduated this fall quarter. They are as follows: Fred Buko, Ed Johnson, Eugene Kootz, Albert Lalle, Jay Larson, Dwight Swenton, Bill Underwood and Bob Wessler. An open meeting was held by Beta Pi Chapter for the School of Business Administration on January 12, 1950, at the new student union building. The guest speaker for the occasion was Mr. Ira Lambes of the Cleveland Bell Telephone Company. He gave a very interesting and enlightening talk about the role that advertising plays in the business world. Mr. Lambes stressed the importance of always having a potent advertising campaign regardless of the success your product enjoys on the market.

Our fraternity was honored on December 8, 1949 by a visit from J. D. Thomson, Assistant Grand Secretary-Treasurer of Chicago. He was wined and dined at the Robin Hood Restaurant and later attended the chapter meeting. Mr. Thomson answered many questions put forth by the brothers and we hope to see him again in the near future.

To round out the news from our chapter, we would like to congratulate Brother Ritter, who was elected junior warden to succeed George McClumby. Our next banquet is scheduled for January 18, 1950, at the Magic Inn in Akron, Ohio.—John A. Nehler
ILLINOIS

SINCE OUR REACTIVATION we are fast learning the benefits and responsibilities of being Deltans. Our first achievement is our professional program, which has had a prominent place in our Chapter activities. In April we will visit the Chicago Board of Trade. After watching the actual operations, we will attend a lecture explaining these operations and the economic conditions. The Board of Traders will be through radio station WKID in Champaign. A manufacturing plant in Danville and a coal mine in Gibson City will also be visited during the trip. We believe the showing of films pertaining to commerce for all interested students. Each month we will have a dinner meeting at which time we will have our professional speakers. Engagements are being made to have members of the faculty and businessmen speak to us on these occasions.

In May we plan to sponsor a dance with Phi Chi Theta and our chapter. This information will be one of our best opportunities for making ourselves known to the faculty.

Acquiring student and faculty members will be our major goal for this semester. We plan to invite twenty students. No difficulty will be encountered in getting this many as we have received many inquiries concerning membership. A member of the faculty from each department of the College of Commerce will also be initiated. Besides obtaining the benefit of their advice, we feel that they can give us a continuity of ideas, since we are in the chapter for only a few years, while they are with the chapter for much longer periods.

An invitation has been received to place a member of our chapter on the Commerce Council. This is an important move, for it will last year to help the students in the College of Commerce and to present their views to the faculty. It is composed of members from each class and commerce club. One of their most notable achievements has been faculty rating questionnaires. Each semester these ratings are distributed to the students. He then has an opportunity to rate each of his instructors on their teaching methods, personal characteristics, and to rate him against other instructors. The forms are then given to the instructor concerned. The reason for the idea of the deans, there is a moral force acting on the instructor. The criticisms given are constructive and a fair-minded instructor will try to correct them.

The Commerce Council is also responsible for the publication of The Trader, a magazine written by the faculty and students of the College of Commerce devoted entirely to commerce. The initial issue will contain a feature article on the purpose of Delta Sigma Pi and the reactivation of our chapter. This is a matter of importance to all commerce students and is being supported wholeheartedly by us.

Recognizing the benefits of a chapter house, a housing committee has been formed to obtain a house for next year. Closer bonds of friendship can be formed if we all live together, and we can do more effective work. Prospects are bright for having a chapter house by next fall.

A chapter newsletter is being planned. The first issue, which will appear in March, will contain a story on the first member of Upsilon Chapter. This issue will also attempt to bring closer ties between members of Upsilon before 1929, when the chapter was deactivated, and the present membership.

NEW YORK

THE SCHOOL OF COMMERCE, Accounts, and Finance of New York University is celebrating its Fiftieth Anniversary this year. We, here at Alpha Chapter, are indeed proud to be students of this fine school of higher education. The School of Commerce, Accounts, and Finance started in the fall of 1901 with the original purpose to prepare accounting candidates for the state Certified Public Accountant Examination. By the next year it was already evident that the school was to be not only the training ground for Certified Public Accountants, but the instrument for the elevation of the whole field of business education. From a humble start of 7 courses and 60 students, the School of Commerce, Accounts and Finance has progressed to the point where its courses, cultural as well as professional, are numbered in the hundreds and the registration is 9000 students. Someone has ably said, "The School of Commerce is not successful because it is big. It is big because it is successful."

During the month of November there was keen rivalry among the brothers, the reason was that the Pinchole Tournament was under way. The contest opened with 14 brothers participating. The field narrowed down to Brothers Bellias and Schwalbach and Brothers Mullery and Veru. First prize went to Brothers Mullery and Veru, while Brothers Bellias and Schwalbach received second prize. Complimentary prizes went to Brothers Mullery and Veru for most points scored over opponent in a single game and to Brothers Folley and Gullander for the least points scored in a single game in a single series. Congratulations are in order to the winners.

Once again we come to the end of another term and we realize that our college days are coming quickly to a close, at which time we shall go out into the business world. This month five of the brothers are graduating. They are Brothers James Crayhon, August Gullander, Frank McKee, Robert McPeters and Jall Sauran. Alpha Chapter is going to miss their fellowship and leadership, and we wish each one a successful career in the business world.

Our December professional meeting featured Mr. J. J. Jones as the speaker. Mr. Jones is sales manager of the vegetable oils division of Best Foods, Inc. His educational and interesting talk was on margarine and vegetable oils.

On January 12, Alpha Chapter had the pleasure of having Brother F. Fraser Bond of the journalism department, and his informative talk was on "What the Public Wants in Reading Matter." There was a fine showing of attendees at both meetings.

Alpha Chapter's social program was highlighted with the Christmas and New Year's parties. The fraternity house was decorated for the holidays and all our friends were invited to our annual Christmas Party. All of the children had the time of their lives when they opened their toy gifts and ate the plentiful supply of cake, candy and ice cream. In the evening the brothers, their wives and dates had their own Christmas Party. Brother Jacobsen deserves a great deal of credit for making both parties a huge success.

MINNESOTA

ALPHA EPSILON CHAPTER'S first professional meeting of the year was held at the house last January 16. Brother Oliver Powell, vice president of the Federal Reserve Bank in Minneapolis, talked on "The Interest Rate Controversy Between the Treasury and the Federal Reserve." Nine new pledges as well as the active chapter attended this interesting and highly informative talk.

What with the University of Minnesota's post-war rise in athletic strength, the chapter felt some of this enthusiasm and entered into three sports for the winter quarter—basketball, bowling, and volleyball.

"Business School Day" is an annual affair at Minnesota and this year our chapter entered into activities with Accounts, and Finance as its professional speaker. Brother Bond is a professor in the journalism department, and his informative talk was on "What the Public Wants in Reading Matter." There was a fine showing of attendees at both meetings.

Our chapter has set up a policy of yearly Christmas aid to a needy family. Last Christmas, we gave food, clothes and toys to a needy family. Through the agencies of the Community Chest and Big Brothers, we have received a heart-warming thanks from the family and the organizations.

For more information, please visit https://illinoischapter.com and https://newyorkchapter.com
happens this would be a worthwhile project for other chapters to undertake for we have seen Alpha Epsilon Chapter have seen the happiness it brings.

While awaiting for our new chapter house to be built, we decided to spruce up the old house a little by new paint and wallpaper. What with the various individual tastes of the men in each room, a common site is to see three walls of red with one wall of yellow topped off by a blue ceiling. Since businessmen are supposed to have some scotch in them, one room received a daring Scotch Plaid treatment. The height of the project was reached however, when an unfortunate mouse hole received a coat of pink enamel around its doorway.—LUMIR C. SEVERSON.

MISSOURI

ALPHA BETA CHAPTER, during recent professional meetings, enjoyed several motion pictures relating to topics of interest to our members. One of the films was entitled “Crossroads of America,” portraying in a very interesting manner the fundamental conflict between capitalism and communism, the infiltrating tactics of communists in this country, and the counter-measures which are being used to counteract the menace. Two other films gave our members some quite interesting and informative audio-visual orientation on the general topic of insurance. At a meeting in the very near future our chapter plans to have as a professional speaker Mr. Bill Taylor, city manager of Columbia, Missouri, to speak to us on the topic, “Problems of City Management.”

This subject should be of interest to all of us, particularly to the aspiring potential municipal administrators of our group.

On Wednesday evening, January 11, 1950, the chapter held a banquet in the Treberry Dining Room for those brothers who are being graduated at the February 1 commencement. Everyone had a very enjoyable time; the meal was excellent, and, as usual, the fraternal spirit was also. Those of us who are leaving may find many pleasant things beyond this campus, particularly to the aspiring potential municipal administrators of our group.

On April 13-15, 1950, students of the School of Business and Public Administration will celebrate Business Week. The program consists of skits, a general panel of main speakers, followed by special panels in the fields of accounting, finance, marketing, public administration and industrial and personnel management. This is to be followed by a dance at which an “Ideal Boss” and an “Ideal Secretary” are crowned. Missouri’s Governor Forrest Smith has been invited to be one of the main speakers. We sincerely hope that Governor Smith will accept and that he will be able to appear.

At this juncture I cannot resist mentioning that President Harry S. Truman is scheduled to deliver the Commencement Address and to receive an honorary degree of Doctor of Laws here on June 9.

Alpha Beta Chapter is right up at the top in the Chapter Efficiency Contest again this year, and we feel confident that we shall repeat in winning the contest as we have done so many times in our history, and as we have done for the past several years in succession.

VERNON H. KNEHRANS

MICHIGAN STATE

THE YEAR 1950 began the first full year of installation of Gamma Kappa Chapter at Michigan State College, and the members are looking forward to a full program of activity under the leadership of our new Head Master, Ronald Hoffman. The chapter lost only two members through graduation at the close of fall term, they were Head Master Robert Hodgson and Chancellor Rudy Paquet.

As the first professional meeting of the new year, the professional committee, headed by Brother Robert Carpenter, arranged a tour through the Oldsmobile division of General Motors at Lansing, Michigan. The tour consisted of a trip through the “Rocket Engine” plant, largest and most modern engine plant in the world, and a tour of the final assembly line, where the members and guests saw the assembly of the new 1950 Oldsmobile. The tour was conducted by Mr. Egbert of the public relations department. After the tour of the plant, an informative movie entitled, “Riding With the Rockets,” was shown in the plant auditorium.

One of the most interesting speakers for our professional meetings was a talk by Mr. Howard J. Stoddard, president of the Michigan National Bank of Lansing, who spoke on the topic, “Inflation and Deflation.” Brothers Edward Healy, John Johnson and William Mccann are serving as junior accountants this term in the offices of practicing Certified Public Accountants in Detroit. This course is given each winter quarter for graduation credit as a practical aid for those desiring to become Certified Public Accountants.

By the time this has gone to press our pledge class of 15 will be active members, having completed their pledge program with the final initiation and the initiation banquet on the evening of February 13. Soon after, the actives will sponsor a semi-formal dance for the new initiates.

The Master of Festivities, Brother Jack Winters arranged several social events, including a ski party at the Caberet and a semi-jormal dance for the active fraternity near Cadillac, Michigan. The ski party has always had to be postponed because of a minor detail—snow! We’re still hoping that the weatherman will provide the necessary flakes. A Hard Times Party in the Forestry Cabin on the college campus was held during the month of February for the members and their dates. Brother Winters has also planned many other social events, so it looks like a full program of social activities for Gamma Kappa Chapter.—JAMES E. WHALTY

PENN STATE

WITH THE CRISP COLD WIND of winter whistling its seasonal tune, a new year, full of bright promises for Alpha Gamma Chapter, has descended upon us. We proudly welcomed this new year by adding 21 new members to our chapter. The formal initiation ceremony was held on December 4, 1949, under the leadership of our capable Head Master, John Wiedenman. A formal dance in honor of our new brothers has been planned and is now being arranged by our Master of Festivities, Brother Bemus. The exact date will be decided at the next business meeting.

The Alpha Gamma Chapter has successfully sponsored a series of luncheon banquets open to all commerce and finance, and economics students and faculty at the State College Hotel. The merits of these communal gatherings have been proven by the attendance and interest developed. Because of this support many more functions of this nature have been planned. The last banquet featured Mr. Johnson, a labor representative from Harrisburg, Pennsylvania. This was provocative in nature and a lengthy heated discussion followed. Among the points discussed was labor’s contention that it is being degraded by the capitalist propaganda of management in the eyes of the average public. Also, the proper courses that a modern democratic college should provide, to adequately prepare a student for a successful career when he emerges from his academic training, were thoroughly scrutinized. In conjunction with this topic, the merits and shortcomings of numerous subjects now required by this and similar colleges were warmly reviewed.

Dr. Hench, the faculty advisor to Alpha Gamma Chapter, announced that a representative from the wheat pit at Chicago has accepted an invitation to visit the campus as a featured speaker of this chapter. This speaker will also show a group of slides to supplement the speech.

A social meeting will be held on January 18, 1950, in recognition of all the brothers who are to be graduated this semester, and to welcome all the newly initiated brothers. In these closing moments of the first semester, we reviewed our progress with pride and look forward to the next semester as the fulfillment of all the goals set last fall, including a first place position in the Chapter Efficiency Contest.—CHESTER A. REED


The DELTASIG of DELTA SIGMA PI
INDIANA

ALPHA PI CHAPTER climaxied the year with one of the most impressive invitations ever put on here at Indiana University. Sixty undergraduates and one faculty member were initiated on the eighth of December. The invitation was held in the beautiful Bryn Road, Union Building. Following the ceremony, a banquet was given in honor of the new initiates at the Rainbarrel Inn. Professor Clare W. Barker, chairman of the marketing department was guest of honor and was presented with a beautifully engraved gold mug from the chapter in recognition of his long years of faithful service to the chapter. Gene Kollermeyer, who was in charge of the banquet, carried out every detail to the nth degree and received a hearty applause from the active chapter.

Plans are being completed for the annual "Rose of Deltasig" Contest, which is to be held on the eighteenth of January, Nick Sarpa, who is in charge of the affair, reports that over 25 candidates will be in the field of beautiful coeds from this campus. He is ably assisted by John Coker, Harry Knudson, Bob Thornton and Horace Foncannon. Soft piano music will form the background while the girls parade in front of the active chapter in the lounge of the Union Building. The queen will be presented with a crown of roses by Miss Helen Aldrich, last year's "Rose" from Alpha Pi Chapter, who finished second in the national contest. The winner will be presented with several gifts from the chapter and local business firms.

The chapter has been fortunate in hearing several excellent speakers this past semester and from all reports, next semester's schedule is filled with many outstanding men of the business world. Several field trips are being planned and educational movies are being secured for the remainder of the meetings.

Alpha Pi Chapter takes pride in acknowledging that they now have more presidents in their chapter than any other fraternity on campus. Besides holding down the presidencies, the chapter has representation in all of the higher activities on campus. Richard Curides is president of the Marketing Club; Max Lien- lange, president of the Management Club; Rex Swing, president of Men's New Halls; Jack Wentworth, president of South Hall; Gerry Eckhart, president of the junior class; Morris Clement, president of the senior class; and Carl Edwards, president of Sphinx Club.

We also have ample representation on the two highest boards on the campus, Board of Acorns and Union Board. Dave Baker, Earl McMahn (president) and Art Schwartz are all on Union Board, and Bob Skiles, Fleming and Dale Alexander are members of the Board of Acorns.

Although at present we are holding down seventh place in the Chapter Efficiency Contest, we expect to be first when the next ratings come out. At present we are over the half way mark and with the excellent co-operation that has been shown thus far by the active chapter, we'll again reach the top as we did in last year's contest. —DAVE BAKER

CINCINNATI

ON JANUARY 15, at the Hotel Gibson, the actives of Alpha Theta Chapter were given an insight into the future. At the banquet that followed the initiation of 12 neophytes into full brotherhood, the alumni were called on to "say a few words to your new brothers." As expected, this took the greater part of the evening. Nostalgia was the keynote as the alumni reminisced of wavy hair long gone, raccoon coats and the Charleston. Our chapter was well pleased with the number of alumni who attended the affair. We extend a sincere invitation to alumni in this area who have not yet been notified to contact either Glenn Beyring, Province Officer, or John Mossbacker, our unofficial and hard working alumni organizer. We honestly enjoy your company, gentlemen.

Lt. Col. Fred Dixon, associate professor of military science and tactics of the R.O.T.C. unit on the campus, and holder of the Delta Scholarship Key, officiated as toastmaster at the banquet. Also at the speakers' table were Brother N. C. Geis, professor of accounting at the College of Business Administration, Brothers Beyring and Mossbacker, Head Master William Wohlwend and Senior Warden Daniel D. Hafle.

The pledge program, under the direction of Senior Warden Hafle, was rather extensive. They are being trained to work for their new brothers. A special invitation to attend a professional meeting held on December 2, Mr. C. A. Smith, head of the accounting department was guest of honor and was presented with several piano selections.

We held our annual Christmas Formal on December 10 in the Rose Room of the Jefferson Hotel. We had a very good turnout for this event, including many alumni. Chuck Sloan and his "Seven-Aires" furnished the evening's entertainment. Sue Stevens was chosen Epsilon Chapter's "Rose of Deltasig." Dan Hoffa, our head master, was master of ceremonies at the intermission, and he presented Sue with a rose bouquet. Our "Rose's" attendants were Shirley Stevens and Marilyn Collison. Our chapter has a big tradition to uphold in the international "Rose of Deltasig" Contest, which Epsilon Chapter has won for the past two years. We are all very proud of Sue and feel that she is well worthy of the honor bestowed upon her.

Epsilon Chapter has been doing very well in intramural sports this semester. Glenn Schultz and Roy Vose won the Professional Fraternity League doubles tennis title, and were awarded a trophy for their accomplishment. Our spirited basketball team has been doing very well this season. They are currently tied for second place in their division. The winner of the playoff for second place will advance into the all-university finals. You can count on the Deltasigs to be in there fighting! We'll need not one number of activities by 20 men. Initiation was held January 15 in Old Capitol. We're very happy to receive these men into active membership and will be looking forward to many accomplishments by them. Two of our members, Wayne Harger and Robert Stille, were recently honored by being elected to Beta Gamma Sigma, honorary scholastic fraternity in commerce.

Epsilon Chapter participated in the Philip Morris Company contest again this fall. During the football season, the three organizations that send in the most Philip Morris cigarette...
STEMBRIDGE, our athletic manager, reports that
league, growing and successful future in the months
January 18. These officers include: James
because of the talent and large turnout for
danced during the spring quarter of this year.
the sports events our chapter will be a
th e proceeds to go to a worthy school activity

t er has entered the intramural sports program
in the interfraternity league. The basketball
La m b d a men are the first to graduate from this chapter
hall season. It will be completed in time for the
beginning of the spring quarter. Plans are
year. The brothers all showed great interest in
year, by ending in third place in the league.
by averaging 2.446 while the All-Fraternity average was 2.597. Of the 43 brothers whose averages were figured in the report, 26 were above the all-man average. The highest individual average for Gamma Chapter was 3.351.
For the past few weeks we have been enjoying our mid-winter vacation, and now we are tackling examinations. Therefore, Gamma Chapter's activities have been restricted. When the second semester begins, we have planned a number of activities. On January 26, the Boston University Inter-Fraternity Conference is holding its annual ball in the Georgian Room of the Hotel Statler. Following the ball, on February 4, we are holding the formal initiation of the pledges into Delta Sigma Pi at the Hampton Court Hotel. In the field of sports, Gamma Chapter has signed up to play in the All-University Basketball League which promises to offer many exciting evenings for the brothers.—PORTER W. DORR, JR.

ALABAMA

TUESDAY, JANUARY 10, 1950 was a big day for the Alpha Sigma Chapter of Delta Sigma Pi. To Brothers Tommy Miller, Jim Youngblood, Harold Wall, Charles Wainright, Walter Garrett, Alan Cochran, Mason Loy, John Lavette, Jack Harris and Ernest Deal, the day was especially significant. They became members in very good standing of one of the largest professional fraternities in the nation.

A banquet was held in honor of the new members the evening of the tenth. Circuit Court Judge Warren of Tuscaloosa was the principal speaker. He made a very interesting talk on the theme, "The Place of College Graduates in Public Life."

The Commerce Association of the University of Alabama is holding its annual Commerce Day, January 19. Delta Sigma Pi Members holding important positions in the association are: Brothers Jim Brice, vice-president; George Kiziah, treasurer and chairman of Commerce Day; Don Cronin, member of the commerce executive committee and chairman of the Commerce Ball. We are very proud of these men and the credit that they reflect on the chapter. Our faculty advisor, Professor James Constantine, is also advisor for the Commerce Association.

The professional committee reports that plans are being made to tour the Gulf States Paper Company plant, the Central Foundry, and the Goodrich Tire and Rubber Company plant, all of which are located in Tuscaloosa. Industrial films are to be shown at several meetings soon.

Head Master Don Cronin has announced that progress is being made on a chapter newsletter which will be printed in the near future.—JOHN H. ELLIS
JOHNS HOPKINS

ABOUT TWO WEEKS AGO, people all over the nation were celebrating the arrival of the New Year. The old year was a part of history thus making 1950 a year open for new accomplishments, new projects, and with that ultimate goal forever in view. So, just as Brother Robert B. Highsaw welcomed the New Year with a wonderful affair under the very able leadership of the social committee. Refreshments were served in a buffet style with all the trimmings. A large showing of alumni club and chapter brothers helped to greet the New Year in all its glory.

Addition to our growing list of outstanding members, we initiated four new members in our fraternity on December 10, 1949. These new brothers are of the caliber that makes us proud to say “He is a brother of Delta Sigma Pi.” The inspiration behind each initiation makes you glow with that certain wonderful feeling knowing you are a member of Delta Sigma Pi.

The membership committee under the leadership of Brothers Robin Odette and Clyde Williams are in order for recognition. This is a rather difficult job, if done correctly and the problem was met and solved. Through the cooperation of every brother we will reach our final goal!

Following the ritual our birthday party was celebrated at the elaborate Gunther Brewery Hall, with a large attendance of alumni club and active chapter brothers and wives. Our congratulations to Brother Stanley Earl and his committee for arranging such a successful affair.

The membership committee has a new plan for meeting our quota for the Efficiency Chapter Contest. A personalized letter will be sent to each prospective new member. In this way, our chapter can draw on a larger field of new members and greatly add to our assets.

We were very fortunate to have Brother Edward Dufty give an interesting talk on “Market Research” at a professional meeting. This was followed by a talk from Charles Palmer on “Need for Investment Capital.” On January 16, 1950, C. R. Zarfas will talk on “Transportation.” All of our meetings have added greatly to our knowledge and understanding in the field of business. With the ending and starting of the fall semester committee, we know our meetings in the future are worthwhile.

The Baltimore Alumni Club, for the first time, is planning a dinner meeting on January 18, 1950, with an address by Mr. Marshall McCord, former professor in accounting at Johns Hopkins University. Plans are all complete for Chi Chapter’s mid-winter formal to be held at the Cadoa on March 18, 1950. This is to be one of our biggest affairs in the New Year.

MISSISSIPPI

THE FIRST DAYS of the new year at Ole Miss were noted as a time of great activity, listing the members of Alpha Phi Chapter. On the night of January 5, we initiated 30 students and 5 faculty members. Our membership now totals 48 undergraduates, and we are planning a big rush program with concentration on sophomores for the second semester to offset heavy losses expected during the year. On the following Saturday night the chapter held its annual dance at the Mississippi Hotel. Highlight of the evening came just before intermission when Miss Ann Lum of Natchez was crowned “Rose of Delta Psi” for 1950.

Head Master Louis Vise presented her with a bouquet of red roses and a loving cup as a token of remembrance.

Brother Robert B. Highsaw is co-author of The Growth of State Administration in Mississippi, a volume just released by the Bureau of Public Administration. The book is one in a series which began several years ago. Brother Highsaw has authorized several other publications in the series. Brother Donald Horne, as the new dean of the School of Commerce, is directing his efforts at the present time in attempts to obtain a commerce building for the university. He is speaking at meetings of various organizations about the state and has been called on to testify before the state legislature on the need for such a building.

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Mississippi

CREIGHTON

THE BIRCHWOOD CLUB was the scene of great merriment last December when Beta Theta Chapter held its annual Christmas Party there. Since this was our last social function of the year, we were determined to make it our most successful one; and indeed it was! Even though inclement weather made driving extremely hazardous, the members turned out in full force to help make it a wonderful evening.

However, the greatest contribution of holiday spirit came after dinner in the form of a speech given by Mr. B. Conwy, an alumnus and distinguished management instructor, Mr. J. B. Conwy. Brother Conway, who is known to all Delta Sigmas as “Hairless Joe,” will, without a doubt, be long remembered for his home-spun philosophy.

Beta Theta Chapter began the new year with the firm resolution to intensify its efforts not only in the Chapter Efficiency Contest, but in the building of an ever stronger and more active chapter as well. Under the guidance of Head Master John Fennell, a full program of activities has been scheduled for the second semester. Included in this list is the Midwestern Regional Meeting which will be held in Lincoln, on April 14 and 15. In fact, plans and hotel reservations have already been made. In addition to these we are eagerly looking forward to the chance to meet and discuss problems with some of our many brothers in Delta Sigma Pi.

Although it is several months away, plans are already being made for our spring formal. Since this function is the social highlight of the season, every effort is being made to assure its success. The Blackstone Hotel has been engaged for the affair and we are eagerly looking forward to meeting and discussing plans for some of our many brothers in Delta Sigma Pi.

Several of last year’s outstanding seniors were back with us during the holidays. Brother Walter Rutledge, who is attending the University of Chicago, John Clayton, from the University of Mississippi, and Howard Bushey were back with us during the holiday. The following Saturday night supper, but the guests were treated to some interesting entertainment during the evening. This skit, which featured a black-face routine and a story about Little Susie Boll Weevil, was performed by Brothers Walter Rutledge, Julian Hogan, Jim Gower and Howard Bushey.

Kappa Chapter did not slow up in its activities because of the Christmas Holidays. On the contrary, the chapter held more social events than usual, including an initiation. Delta Sigmas Lodge was the scene of a New Year’s Eve Party, complete with favors, horns, hats, and a little dancing. Although there was no regular Saturday night supper, but the guests were treated to some interesting entertainment during the evening. This skit, which featured a black-face routine and a story about Little Susie Boll Weevil, was performed by Brothers Walter Rutledge, Julian Hogan, Jim Gower and Howard Bushey.

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Local Deltasigs were again active in promoting the annual Homecoming Banquet here, and many of them attended the banquet and dance. Deltasigs edit both school publications, and are to be in charge of both the Beauty Revue and the Carnival. Many Kappa men are on the Student Council and hold top executive positions in the General Council, so Kappa Chapter continues to be active in extra-curricular affairs of the university.

At the first meeting of the year 1950, the chapter decided to participate in the Intramural Sports League being started for evening students here. Brother Morris Ramsey, who has done an outstanding job as athletic chairman this year, was selected to represent Delta Sigma Pi in this new league, and the fraternity played its first basketball game the following week.

Miss Gwendolyn Staub was selected to represent Kappa Chapter in the "Rose of Delta Sigma Pi" Contest, and also to be our Sunday queen of the school in the Rampway Beauty Revue. Miss Staub is single, a member of one of the local sororities, and is now, as one member stated, a "chapter responsibility." Brother Julian Hogan, along with three other members, was forced to resign as scribe for the chapter because of business reasons. This is the second resignation in this position this year, and a successor had not yet been named. Congratulations are in order for Brother Clyde Kitchens, Deltasig Lodge president, for his appointment as a Grand Council Member replacing Howard Johnson. On the weekend of November 19, 11 brothers from South Carolina were entertained at the Lodge, and seemingly were impressed with the woodland plant maintained by Kappa Chapter and the Atlanta Alumni Club.

The Chapter Birthday Banquet this year is scheduled for March 5, and will also include the usual banquet given to welcome newly initiated brothers into the fraternity. The informal initiation is to be on March 4, and the formal initiation and chapter birthday banquet on the following day, which is Sunday. That particular pledge class, which is planned to number about ten, will undoubtedly be deeply impressed with the number of Deltasigs in Atlanta congregated at one spot.—Gene Kyser

ST. LOUIS

THE BETA SIGMA CHAPTER at Saint Louis University opened this year's social calendar with its annual Pledge Dance on January 7, 1950, at the Hamilton Wilshire Hotel. Dancing started at 8:30 P.M. A mid-evening floor show was furnished by the pledges and was received with enthusiasm. Everyone had a good time. Senior and Junior Marvins D.May and Marilyn Cermak are to be congratulated for the most successful pledge dance in recent years.

"America and Sons," a picture of the economic conditions of the United States was featured at our last professional meeting, causing much comment among the 30 Deltasigs and several alumni. At the meeting, the chairman of the professional committee, Bill Zielinski, announced that a field trip to the St. Louis Globe Newspaper would be sponsored by Beta Sigma Chapter, during the holidays between semesters. All students in the School of Commerce and Finance are to be invited. Other trips are being planned to foster our professional activities and it is hoped that these two will generally participated by the entire student body.

To date, Beta Sigma Chapter has 20 pledges, all eager to become active members. The formal initiation will be February 25, 1950; by the time this reaches print our total initiates for the year will be 30, including 15 new members accepted earlier in the year.

Through the efforts of Junior Warden Larry Hild, a large glass enclosed case has been prominently placed in the lounge of the Commerce and Finance School to further publicize our activities. We hope through the use of this case to attract increased attention to our social and professional activities.—James W. Noble

FLORIDA

BETA ETA CHAPTER at the University of Florida has been receiving favorable publicity as a result of our chapter's radio program. Dr. J. Hills Miller, president of the University of Florida, has praised our group for inaugurating the program and presenting outstanding speakers on current topics of current interest. This semester started with a rush party which was held at College Park; an attractively wooded area, complete with a barbecue pit and tables and benches, sheltered by a rustic canopy.

Three films were shown to the brothers and guests of the fraternity during the semester. The films were "The Search for Security," "World Trade—Two Way Street," and "In Balance." The latter film illustrates the importance of profits in industry and is available through the Burroughs Adding Machine Company.

A lot of fun was had at our informal initiation. Brother Grover C. Harvard acted as head master and kept things moving at a rapid pace. The initiation banquet was held at the White House Hotel, where the brothers enjoyed a fine steak dinner. Brother William H. Pierson, faculty advisor, gave the welcoming address and told the new brothers of the benefits that membership would bring, while at college and after graduation. Our thanks go to Brother Harvard, retiring Province Officer, for his untiring effort on behalf of this chapter.

Delta Sigma Pi will be represented as one of four sponsors of an orientation program to be presented by the College of Business Administration. This program is designed to acquaint the freshmen and the sophomores of Florida with the College of Business Administration and the activities of the business organizations.

PRE-CHRISTMAS INFORMAL DANCE of Beta Gamma Chapter at the University of South Carolina, which honored the new members.

The brothers are looking forward to an all out membership program and winning the Chapter Efficiency Contest during the coming semester.

—Donald R. Corbett

NEW MEXICO

GAMMA IOTA CHAPTER has made great strides in its first full semester as an active chapter. Our first formal initiation was conducted on December 11 at the Alvarado Hotel. From one o'clock until five, 12 promising men were initiated, and a banquet was given in their honor later that evening. After the Christmas vacation, two rush smokers were held. At the second smoker Dean Vernon C. Sorrell of the College of Business Administration gave an interesting talk entitled "Job Prospects for the College Graduate." On January 8, six more men were pledged at a formal dinner at La Placita. At our last meeting officers for the second semester were elected. We all want to take this opportunity to congratulate our outgoing officers on the fine job which they have done. The efforts of these men have greatly contributed to making us a large number of Chapter Efficiency Contest points, and we have as our goal this semester 100,000 points.

We now have a roof over our heads. The acquiring of a chapter room in the Bureau of Business Research has injected even more enthusiasm into the group. The final pledge project of the newly initiated men was to clean and paint the chapter room. We are extremely fortunate to be the first professional fraternity on the campus to have a permanent meeting place.

We are very pleased to announce that Brother John Kinzer, our new head master, has been chosen for "Who's Who in American Colleges and Universities." Brother Don Dorn has become our first member of Phi Kappa Phi, the highest scholastic honorary at the university. Brother Dick Whitehead is one of the leading candidates for the New Mexico Lobo Golf Team, Border Conference Champions the last two years.

Gamma Iota Chapter is looking forward to a spring term crowded with activities. The new Master of Festivities, Ed Gorey, is already hard at work on plans for a spring formal, which we hope to choose our first "Rose of Deltasig." A committee has almost completed arrangements for a series of speakers who will add greatly to our general knowledge of
business. We are expectantly awaiting the Regional Conference in Dallas later in the spring, and we plan to send a large delegation.

We are losing five valuable members through graduation in February. They are: Don Dorn, Bill Hughes, Justus Schomp, George Stevens and Gregory Zaccaria. These men have all made outstanding contributions to the chapter, and we sincerely hope that they will go on to great achievements in the business world.

—Edward A. Driscoll, Jr.

NEBRASKA

ALPHA DELTA CHAPTER ended up the year of 1949 at the top of the Chapter Efficiency Contest. Our goal, of course, is to hit the top first. The Chapter Efficiency Contest Committee, headed by Brother Whitcomb, will see to it that we do. His committee has found no dearth of points this semester with all the various activities that have taken place.

In Lincoln, Nebraska, these days all eyes are focused on the month of April and the advent of the Midwest Regional meeting to be held here. With the help of our regional representative to the Grand Council, Brother Henry Lucas, most of the arrangements have already been made. For those of us who have never found it possible to go to one of the Grand Chapter Congresses the Midwest Regional will offer a chance to meet some of the far-flung ranks of our fraternity. Thirteen chapters have pledged delegations to the meeting. They are: Epsilon, Iowa; iota, Kansas; Alpha Beta, Missouri; Alpha Delta, Nebraska; Alpha Eta, Minneapolis; Alpha Chapter, South Dakota; Alpha Iota, Drake; Alpha Nu, Denver; Alpha Phi, Colorado; Alpha Chi, Washington; Beta Theta, Creighton; Beta Sigma, St. Louis; and Gamma Eta, Omaha. As hosts, we welcome the way in which these chapters have responded to the idea. We will be glad to see them in April.

The tentative plans for the two-day meeting have been arranged as follows: Friday night, April 14, a reception is to be held in the Union Ballroom. All day Saturday the Union will be crowded with Deltasigs as we plan to hold business meetings in various rooms. The meetings will be conducted in a forum type discussion with the floor open for anyone to present their chapter's problems. Saturday night will be a night of entertainment. A dinner dance will be held in the Lincoln Hotel Ballroom to the music of Eddie Garner's Orchestra.

Costs have been minimized by careful preparation. There will be a registration fee of $2.00, luncheon Saturday will be $1.00, and the bids for the dinner dance will be $5.00 per plate.

Just before Christmas vacation, Alpha Delta Chapter formally initiated 19 men. They were, indeed, a welcome addition to our ranks. The chapter is facing the problem of a substantial portion of the present group graduating this January and in June, 1950. All of us must strive to replace these men. The new brothers are: Vincent Adams, West Point; James Atkinson, Owasso; Don Ax, Lincoln; Gary Creams, McCook; Robert Garrett, Ark.; Warren Hardy, Omaha; Thomas Jenkins, Lincoln; Warren Jennings, Kansas City; Leonard Jones, Chicago; Robert Kuhn, Lincoln; Richard Kucierek, Omaha; Kenneth Legg, Nantucket; Leslie LoBaugh, Los Angeles; Richard Michaels, Lincoln; Robert Patterson, Lincoln; Don Richards, Lincoln; Riley Royse, Lincoln; Donald Staie, Omaha; and Raymond VanBuskirk, Beatrice. Welcome new initiates.

As always we wish to issue our standing invitation to all of the brothers in our international fraternity. When in Lincoln, Nebraska, drop in at 1527 M Street to see us.—EDLON S. Ifffe

DE PAUL

ALPHA OMEGA CHAPTER at De Paul University celebrated Founders' Day by having a number of the brothers in attendance at the forty-second annual Founders' Day Banquet held at the Toffenetti Restaurant in downtown Chicago. Grand President Walter C. Sehm of St. Paul, Minnesota, was the guest of honor at this gathering. A few weeks later a party was held to further acquaint the brothers with the new pledges and to see how they responded in a social gathering.

The last in a series of talks sponsored by Alpha Omega Chapter on the "Basic Questions of Economic Life" was given December 2 in the Hotel Sherman. The group of approximately 200 persons in attendance heard Dr. Francis J. Brown, popular and dynamic chairman of the economics department in the College of Commerce expound on "What is the Best Type of Economic Order?" The ending of this series of talks brought it with very favorable comment on the professional and ethical nature of the subjects under discussion.

Alpha Omega Chapter put on its annual dance, the Jarabe, December 10 in the Grand Ballroom of the Hotel Sherman. The chapter's candidate for queen of the Inter-Fraternity Dance to be held in January was presented at the Jarabe. The beautiful candidate, whose escort was Brother Frank Hurley, Miss Matson is also the candidate of Alpha Omega Chapter for the "Rose of Deltasig." She attends the College of Commerce and is a member of Epsilon Eta Phi Sorority. The dance was a financial, as well as a social, success, due largely to the efforts of Brothers Tom Zarccone, Hank Zwaritz, Ray Sodini and John Melnerner, together with the rest of the members and pledges.

A Christmas Stag Party was held during the holidays at which time the books were shelved and things of a more lighthearted nature were taken into consideration. New Year's Eve saw a number of members and their dates at a party given by an alumni member for the obvious purpose of seeing in the New Year. Plans are being shaped for the informal and formal initiations to be held on January 27 and 28 and at the Hotel Sherman. This is the weekend when the fall semester comes to a close, and a few small things, a dinner dance, will be a good time for our entire chapter to become better acquainted with the other chapters in the Central Region.—Wayne P. Hansen

WAYNE

THE GAMMA THETA CHAPTER of Delta Sigma Pi successfully completed its first initiation January 7, 1950, at the Student Center, here at Wayne University. At precisely 2:00 o'clock the pledges entered the Mart Room with paddles, black books and worried faces. They were greeted by actives, alumni, faculty members, advisors, and brothers from visiting chapters. Brother Boutell conducted the initial initiation of the Gamma Theta Chapter. At 5:30 P.M., there were nine new members added to the chapter. The pledges are to be held through the trials, tribulations and ordeals of the initiation, emerged as new brothers. Among the nine pledges was Professor Bernard F. Magruder of the accounting department. The chapter selected the beautiful and famous Stockholm Restaurant for the final ceremonies. A private banquet room was put to immediate use. After dinner, a formal welcome was extended to the new brothers.

An informal survey at the next business meeting revealed a most favorable impression of the initiation festivities. All of the new brothers were appointed to committees to learn more about the work of the fraternity. Plans were laid for the first rush party which will be held February 15, 1950.

The guest speaker will be Brother Hampton H. Irwin, head of the insurance department at Wayne University. The topic of his speech will be "Fraternity Life." A large turnout is inevitable as the chapter expects to pledge the largest class to date. To complete the evening's activities, movies will be shown and refreshments served. Aside from business meetings, the chapter has scheduled four professional meetings and a steak roast. The roast will be held at Brother Magruder's home in Franklin Hills, Michigan.
Throughout the chapter's short history there has been a striving endeavor to achieve 100,000 points in the Chapter Efficiency Contest. Members have worked efficiently and industriously to attain this goal. A point tally after the fall semester, the halfway mark, found the chapter close to the scheduled pace. All committee activities are progressing in the expected manner. Gamma Theta Chapter is moving forward and expects to mellow with age.—ALEXANDER FOLEY, JR.

SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina is on its way to the completion of another successful semester of fraternity functions in college life and is looking forward to another semester with many events during the spring of 1950. On December 9, 1949, one member of the faculty, Professor J. W. Everett and 13 neophytes were initiated in ceremonies here. Following the ceremonies a banquet was given in honor of the new members. We feel that these men will carry on the future functions of the chapter very successfully.

Freshmen and sophomores who have made a place on the dean's list in the School of Business Administration will be awarded a certificate of merit during Awards Day at the university. This presentation will be made for the first time and is to continue throughout successive semesters. Our efforts are aimed toward a higher scholastic average for the whole School of Business Administration.

We have plans for completing an alumni club in Columbia for the Beta Gamma Chapter. Extensive work has been done to promote a club, and we have received good cooperation from the alumni, especially that of Brother Sandford Eppe, general manager of Claussen Bakery.

On December 10, 1949, we had a very good informal dance in honor of the new members at the Cayce Woman's Club in West Columbia. Most of the actives and a large number of alumni were present to enjoy the affair. The dance was climax by the exuberant voice of our new brother, Reginald Comeau, who sang "Because" and "Rose of Deltasi," Brother Larry Duncan provided us with his records and record player for the dance.

A special agent of the Federal Bureau of Investigation, Calton M. Dillard gave a very interesting talk on his work and cases in involved commerce. A large crowd was there to receive the benefits of his speech. The outgoing officers have done a very good job of carrying out the fraternity functions, and we wish to commend them for it. The new officers of the spring semester have elaborate plans for an intensive program to improve the chapter as a whole.

During the past semester Beta Gamma Chapter jumped to new heights in receiving publicity under the capable leadership of Brother Worth Thames, chairman of the publicity committee. The social events of the fall semester were climax with a winter roast held at the lodge of Brother Raymond Finch. This party was labeled a farewell to all the graduating brothers. A very large turnout was on hand for it.

At the publication of this issue we shall have a formal dance to celebrate the chapter birthday, which is on April 13. We hope to have as many Deltasigs present as possible.—JAMES BRANDBURY

SOUTH DAKOTA

PROFESSOR H. E. BROOKMAN, director of the University of South Dakota's Placement Bureau and dean of the Applied Science Department, spoke at our meeting on November 17, 1949. Mr. Brookman explained in detail the function of the placement service offered by the university. As part of our professional program, Alpha Eta Chapter also toured the John Morrell Meat Packing plant at Sioux Falls, South Dakota, on November 29, 1949.

Mr. Tony Javareck, assistant advertising manager of John Morrell took the group through the entire plant in the morning. After a fine dinner at the plant, the entire group split into smaller groups according to their interests and visited the department that corresponded to their interests. The splendid courtesy extended by John Morrell & Co. to Alpha Eta Chapter will not be forgotten.

Fifteen members were initiated into the Delta Sigma Pi, commerce and business administration fraternity, December 1, 1949. William Gibson, editor of the Vermillion Plantalk, was principal speaker at the banquet in the evening. Included in the new members are John Baker, William Bergman, Lloyd Fritzel, Wayne Green, Vernell Holter, Gerald Hoover, Curtis Koehn, John Larkin, Charles Ledyard, Lyle Meoska, Wilbur Hanskauf, Charles Sandsteadt, Alvin Smit, Charles Starkson and John Tanck.

Joe Bickler, who was in the hospital during our regular initiation, was formally initiated at a special initiation held January 11, 1950. Alpha Eta Chapter is taking an active part in intramural sports. Bowling and basketball teams have been organized. The basketball team is actively participating in a round robin tournament. The bowling team has been entered in a continuous tournament in which it is meeting our expectations.

Alpha Eta Chapter's Christmas informal dance proved a success. A novel idea was tested. Two movie reels were rented of name bands and then projected on a screen. Many favorable comments were received on this
unique method of securing music for a dance.

Nine members of Alpha Eta Chapter graduate at the end of this semester. Those that are going out to set the business world ablaze are: Glen Baanmerlin, James Heiser, Larry Kreher, Delbert Malloy, Larry Matejka, James Ryan, Bill Thomas, Wilbur Pritskau and Marwood Isackson. — Norman Buck

WASHINGTON

ALPHA CHI CHAPTER wound up its highly successful rushing program with the formal pledging of six new prospective members at an informal party at the home of Brother Malcolm Bliss. There were plenty of refreshments, ping-pong and good fellowship for all. Junior Warden Jack Dalton began formal pledge training with weekly meetings to train the new pledges in the traditions of our fraternity. Inauguration was held on January 15 at which all six of our pledges were duly initiated. The alumni as well as the faculty were well represented and participated ably in the election of Keeper of the Parchment Scroll. Head Master Oliver Eberhardt has prepared a schedule of events which has been distributed to all active members of the chapter, along with an invitation extending forth to students at the university the purposes of Delta Sigma Pi and of Alpha Chi Chapter which will serve to endow our fraternity with added prestige on the campus.

Several members of Alpha Chi Chapter have gained prominence in campus activities, particularly in the field of business. The Student Publications Bureau, the campus advertising agency and business office for all publications, is very capably run by Brother Charles A. Hamilton, who holds the position of director. Among his assistant directors, each of whom is the business manager of one of the campus publications, are Brother Newell A. Baker, assistant director in charge of Student Life, the campus newspaper; Brother John H. G. Lake, assistant director in charge of Hatchet, the school yearbook; Brother Dick Donnelly, assistant director in charge of Quirk, the campus monthly humor and feature magazine; and Brother George E. Ewing, assistant director in charge of The Cub, the football program. Not only are these men carrying the name of Delta Sigma Pi to the campus, but they are becoming recognized by the most practical and valuable experience in the field of commerce and business administration. — George E. Ewing

GEORGETOWN

ON DECEMBER 3, 1949 Mu Chapter initiated into membership 11 new brothers. Among these 11 was Mr. Roger DeGeorge, a member of the faculty of the School of Foreign Service, Georgetown University, present at the formal initiation stage for many of the participants. Brother DeGeorge was born in France and received his Master of Arts Degree magna cum laude from Notre Dame University in 1948.

For the first time, Mu Chapter has dedicated the December initiation banquet to a reunion of the alumni. Members of the classes of 1924, 1929, 1934, and 1949 were invited to the banquet-reunion to celebrate their respective class anniversaries. Many members of our alumni were able to attend, while many others, unable to be here, congratulated us on our activities. We hope this will establish an annual tradition of Mu Chapter.

The December reunion, coupled with our efforts to complete an up-to-date alumni directory, reestablished contacts with "Musers" in many parts of the world. About 400 letters were sent to the most recent address we had on file. Over 200 letters have been received in reply from interested alumni. The other 200 are still being awaited in anticipation. In our estimation this alumni program has been a surprising success.

The Christmas Holidays were most welcome to all class-wary "Musers." Festivities included the annual Christmas Party at the chapter house on December 17. On New Year's Eve, Brother Thomas Leonard, Brother Jack Mitchell and Brother Jack Rimback, all class of '49, came down from New York to help celebrate along. We all were very glad to see them and hope they can join us again in the near future.

Mu Chapter has conducted a vigorous professional program this year. Among our speakers was Dr. Vladimir Gsovski, director, Foreign Law Library, Library of Congress, who spoke to brothers and their guests on how the Bolsheviks seized and retained power in Russia. At another meeting, Dr. Salazar, deputy director of the World Bank, spoke on career opportunities in Latin America for Georgetown graduates. In February, Mr. Richard Cook, Office of Educational Exchange, Department of State, spoke on student exchanges and the dissemination of information abroad by the Voice of America and other department facilities.

In May, Foreign Trade Week is to be celebrated in the School of Foreign Service, Georgetown University. Mu Chapter expects to assume a leading role in the presentation of the program. We hope to arrange for many prominent leaders of business and government to speak to the student body. Exhibits by school organizations and other events will be included in the program.

Besides the foregoing activities, everyone is preparing industriously for the coming Eastern Regional Conference to be held in Washington the weekend of March 31, 1950. Plans are now in the formulative stage for discussion panels of government-labor-management relations and international trade. The complete program will be announced shortly. — David R. Stenzel


TEXAS

BETA KAPPA CHAPTER entertained rushes with a stag picnic at Bull Creek on Sunday, November 6, and conducted formal pledge ceremonies for them on the fourteenth. After completing their preparatory training, our worthy pledges were formally initiated at a picnic on December 2 at which gathering members revealed in the use of their new three-foot paddles. Having proved themselves to be Spartans, our pledges were formally initiated into Delta Sigma Pi by ritual and a dinner on the following Sunday at the Driskill Hotel.

E. G. "Cap" Smith, professor of marketing, entertained Beta Kappa Chapter with an annual Christmas party in his home on December 18. In keeping with the spirit of Christmas everyone brought an inexpensive gift to be given later to needy children. Due to the warm hospitality of the Smiths, everybody enjoyed himself immensely.

Olin Culberson, Texas railroad commissioner, addressed our chapter at a banquet held at the Campus Co-op Cafeteria on December 19. A likely candidate for the Texas governor's race, Mr. Culberson declared his opposition to a sales tax in any form and to the recent cut in Texas oil production. America could learn something about the lesson of excessive government spending, he commented, from England which is proving definitely living beyond its income. As to whether or not Mr. Culberson will seek the governorship, he said to "wait till the dogwoods bloom." Political candidates announcing for office at "dogwood time" is a Texas custom that originated in East Texas where candidates were invited to state their political aspirations when the dogwoods bloom (around San Jacinto Day).

At the banquet the Delta Sigma Scholarship for maintaining the highest scholastic average of any business administration student during last year was presented to Ed R. L. Wroe, Jr. by Dean James A. Fitzgerald of the College of Business Administration. Wroe is now an accountant with Arthur Anderson and Company of Houston. — William S. Pierson
MARQUETTE

DELTA CHAPTER can look with pleasure on the semester ended in January as one filled with much activity. The smokers were highly successful in that the number of guests interested in our organization was far in excess of our immediate need. The pledge luncheon was a great success and later in the semester 20 pledges were initiated.

Our professional calendar proved quite educational. It consisted of the following topics: "Thirty-Five Years as a Traveling Salesman," "The Marquette Cooperative Movement for Student Experience," "The Consumer Market in Automobiles" and "The Need for Co-operatives in Our Economy" in which we were told that they were needed to promote competition. Delta Chapter acted as co-sponsor for a lecture by Mr. R. H. Palmer of Cluett, Peabody & Company addressed to the entire School of Business Administration. An informal luncheon was held for the members of the chapter after the lecture.

Though much emphasis was placed on professional projects, social events were not forgotten. A Homecoming Party was held. Doors were open to everyone on the campus and many guests and old faces were seen. Our Christmas Party was the highlight of social events. All arrangements were made by Brother Stohba and were executed in a highly efficient manner. Apparently Santa was a busy person at that time because gifts were distributed to the ladies without his help. A beer bust, the final activity for the semester, is to be the great event for all graduating seniors. In most circles it is known as the senior farewell. No doubt it will be well remembered by the departing members.

Present sport activity consists of bowling and basketball. We are out in flying colors this year. Tee shirts with fraternity colors were purchased for all sports activities. The football season is over and we had no choice but to let the best team win. Delta Chapter is most circling looking forward to the activities of the second semester. New officers are busy making plans, highlights of which will be the chapter birthday celebration, the crowning of the "Rose of Delta" at the spring formal, and the co-sponsoring of the Cluett, Peabody & Company lecture which is scheduled for March.

New officers are as follows: William Schenidt as head master, John Wolf as senior warden, Ray Stohba as junior warden, Clarence Krupka as treasurer, William Hertel as scribe, James Bonness as chancellor, Peter Jans as historian, and Gerald Heller as master of festivities. The large problem facing our chapter is that of finding a suitable house and its financing. The Milwaukee Alumni Club is engaged in a thorough study of the problem and is aware that the house will benefit them as much as it will benefit the active chapter. We are looking forward to an early solution. At present another successful year in the Chapter Efficiency Contest is within sight.—Harold L. Nass

OMAHA

ALPHA DELTA CHAPTER at the University of Nebraska played host to Gamma Eta Chapter at their initiation on December 11. Two alumni and one faculty member from Gamma Eta Chapter were initiated. The Alumni members are Brothers Frank Rathbun and A. Dale Agee. At present Brother Agee is executive alumni secretary, and business manager of athletics at Omaha University. Our newest faculty member is Brother William C. Hockett, instructor of business administration, also at Omaha University.

The second annual appearance of Gamma Eta Chapter on the Salvation Army Kettle Day scene marked the opening of the Christmas season for the Omaha Delta Sigma. Saturday, December 17, proved to be quite rainy, adding much to the Yuletide atmosphere. Armed with bells, rattles and all forms of attention-getters, the brothers and pledges manned the kettles in Benson, a suburban suburb of Omaha. Under the able guidance of Chairmen Brothers Bernie Shires and George Wickman last year's collections of $170 were bettered by $101.08, making a grand total of $271.08 collected for Omaha's needy. Much personal satisfaction was felt by all who participated, and the spirit of rivalry which prevailed among all participating Omaha service organizations added materially to the collections. In recognition of the successful campaign, Gamma Eta Chapter was awarded a miniature kettle suitably engraved, which was presented to the historian.

Our first annual Christmas Party was held December 19, in the Pow-Wow Inn, student activities building on the Omaha University Campus. Music was by 40 of the nation's top orchestras a la juke box. Surprise entertainment was furnished by the recipients of the door prizes. Invited guests included the alumni, faculty, pledges, plus active chapter members. Much credit for the success of this, our first annual Christmas affair, goes to Brother Warren Christie and his committee. Their splendid decorations and well-planned program added materially in adding that certain needed touch.

Omaha University's current television show is exclusively Delta Sigma. Chairman in charge is Brother Paul Clayton, faculty member, and assistant professor of business administration. His staff consists of Brothers George E. Wickman and John A. Schuchart, head master and correspondent, respectively.

This particular show is sponsored by the Division of Business Administration at Omaha University, and features a seminar on income tax: filing, exemptions and liability. We hope to see all of you at the Midwestern Regional Meeting in Lincoln, Nebraska, April 14-15, 1950.—John A. Schuchart

WESTERN RESERVE

THE DELTASIGS are again well on their way to a big year of professional activities. On October 28, the Career in Marketing series presented Mr. Harry West, plant sales manager of Swift and Company, who spoke on "Selling and Sales Management." Western Reserve Company was the site of a sold out tour on October 28. The brothers were very much impressed with the motor and truck assembly lines. A combination professional dinner and meeting was held at the Salvation Army. Our chapter initiated members on November 17. The vice president of the Junior Chamber of Commerce, Mr. Fred L. Fuller, spoke on the advantages and benefits of membership. A panel of prominent Cleveland business men gave the assembled body some straight from the shoulder information in their discussion of "Why Should I Hire College Graduates?" Everyone agreed that this was one of the most stimulating meetings and it again reminded us that business employs individuals and not college diplomas.

The brothers thoroughly enjoyed their view of the fabrication of parts for GM automobiles during a plant tour of the Fisher Body division of General Motors Corporation on December 9. The credit for these fine professional activities goes to Brother Edward Pryatel, professional committee chairman.

The Beta Tau Chapter is again taking honors in athletic activities. There is talk of buying Public Hall to display our trophies. Bowling, boxing championships, football, and basketball runners-up are only a few of our accomplishments.

"Imagination" was the title of the Delta Sigma's production for the annual Stunt Night. Writer, actor and producer was our very versatile Brother Al Tereck, who was supported by an all-star cast plus five glamorous chorus boys. Despite warnings not to, the debris did not take first place. We were robbed! An opening night party was held after the Stunt Night at the home of Brother Bob Andree where the cast presented its work.

Senior Warden George Vince reports our ten pledges are all schooled in Delta Sigma lore and are ready for the informal initiation February 5. The formal initiation on February 6 at the Allerton Hotel at 2:00 P. M. Brother Vince states that these are ten fine men, hope they think the same of us after the informal.—Kevin Berry

NEW INITIATES OF PI CHAPTER at the University of Georgia in Athens. Seated, left to right: Edwin Clay, Roy Robinson, Dewey Bell, Joe Murphy, J. Fraser Miller, and Keith Slayton. Standing, left to right: Alvin Rowe, Herb Mahaffey, Carl Battle, Ray Walker, Van Nichols, Marvin Jones, Pondelle Leots, Frank Hill, and William Harris.
DETROIT

THE ETA CHAPTER at the University of Detroit celebrated the New Year with some of the brothers from Xi Chapter at the University of Michigan, and also some alumni who had a party a great success. Over 63 brothers and their dates were at this party. In addition, the pledges and their dates were on the scene. Our first professional meeting for this year featured a very fine talk on Consumer Marketing Research in the Motor Car Industry and the prospects of graduating students in the field of Marketing Research. Mr. R. Russell, of the Ford Motor Company, presented this excellent talk at the Tuller Hotel, January 15, 1950. Our first professional meeting for this year featured a very fine talk on Consumer Marketing Research in the Motor Car Industry and the prospects of graduating students in the field of Marketing Research. Mr. R. Russell, of the Ford Motor Company, presented this excellent talk at the Tuller Hotel, January 15, 1950.

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ONE OF THE HIGHLIGHTS of the fall semester for Beta Zeta Chapter was a trip to New Orleans, December 4, 1949. Fifteen Delta­ sigs participated in the installation of Gamma Mu Chapter. The New Orleans fraternities were highlighted with the annual Deltastas sponsored junior prom breakfast, when over 430 couples attended the grand hotel ballroom event.

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Baylor

THE BAYLOR UNIVERSITY Beta Iota Chapter of Delta Sigma Pi began its scholastic year by electing Miss Jean Roach, the Miss Baylor of 1949-50. Miss Roach is a second-semester sophomore from Texas. Majoring in education, she is selected by the chapter at a meeting held September 26.

A class of 11 pledges was selected for the fall quarter. The new initiates are: Carlos Welch, John Harris, Bill Harris, W. O. Freeds, Harry Poole, P. L. Welch, James Wallace, John, King, Tommy Parker and Dick Griffith.

For a Real Fraternal Treat

At a well-attended professional meeting, brothers heard an enlightening talk by Walter W. Duncan, who discussed "The Importance of Public Speaking to the Man in Business," Mr. Duncan, a graduate of the University of Michigan, is now a speech instructor at Temple University. He has also taught speech at the University of Vermont.

Baylor

THE BAYLOR UNIVERSITY Beta Iota Chapter of Delta Sigma Pi began its scholastic year by electing Miss Jean Roach, the Miss Baylor of 1949-50. Miss Roach is a second-semester sophomore from Texas. Majoring in education, she is selected by the chapter at a meeting held September 26.

A class of 11 pledges was selected for the fall quarter. The new initiates are: Carlos Welch, John Harris, Bill Harris, W. O. Freeds, Harry Poole, P. L. Welch, James Wallace, John, King, Tommy Parker and Dick Griffith.

For a Real Fraternal Treat

At a well-attended professional meeting, brothers heard an enlightening talk by Walter W. Duncan, who discussed "The Importance of Public Speaking to the Man in Business," Mr. Duncan, a graduate of the University of Michigan, is now a speech instructor at Temple University. He has also taught speech at the University of Vermont.
The name of the University is followed by chapter designation and year of installation. Permanent chapter addresses and telephone numbers are shown wherever possible. Abbreviations used for the principal officers are: H.M. for Head Master, and Treas. for Treasurer.

ALABAMA (Alpha Sigma, 1926), UNIVERSITY OF ALABAMA, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, TUSCALOOSA, Ala.

BUFFALO (Beta Iota, 1931), BRYANT UNIVERSITY, SCHOOL OF BUSINESS, WACH, TEX.

BOSTON (Gamma Alpha, 1916), BOSTON UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, BOSTON, MASS.

BUFFALO (Lambda, 1931), ALABAMA POLYTECHNIC INSTITUTE, DEPARTMENT OF ECONOMIC AND BUSINESS ADMINISTRATION, AUBURN, Ala.

BUFFALO, N.Y.

BRYANT UNIVERSITY, SCHOOL OF BUSINESS, WACH, TEX.

COLORADO (Alpha Rho, 1926), UNIVERSITY OF COLORADO, SCHOOL OF BUSINESS, BOULDER, Colo.

DADE COUNTY (Beta Omega, 1928), DE PAUL UNIVERSITY, COLLEGE OF COMMERCE, 64 E. LEK ST., CHICAGO, ILL.

DENVER (Alpha Nu, 1925), UNIVERSITY OF DENVER, COLLEGE OF BUSINESS ADMINISTRATION, DENVER, Colo.

DENVER (Beta Kappa, 1925), UNIVERSITY OF DENVER, COLLEGE OF BUSINESS AND FINANCE, DENVER, Colo.

DEPAUL (Alpha Alpha, 1925), DE PAUL UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, CHICAGO, Ill.

DRAKE (Alpha Iota, 1924), DRAKE UNIVERSITY, COLLEGE OF BUSINESS AND FINANCE, DES MOINES, IOWA.

FLORIDA (Beta Eta, 1925), UNIVERSITY OF FLORIDA, COLLEGE OF BUSINESS ADMINISTRATION, GAINESVILLE, Fla.

FLORIDA STATE (Gamma Lambda, 1940), FLORIDA STATE UNIVERSITY, DEPARTMENT OF COMMERCE, TALLAHASSEE, Fla.

GEOGETOWN (Mu, 1921), GEOGETOWN UNIVERSITY, SCHOOL OF FOREIGN SERVICE, 37TH AND O ST. N.W., WASHINGTON, D.C.

GEORGIA (Kappa, 1921), UNIVERSITY OF GEORGIA, ATLANTA DIVISION, COLLEGE OF BUSINESS ADMINISTRATION, 24 1/2 ST., ATLANTA, Ga.

GEORGIA (Pi, 1922), UNIVERSITY OF GEORGIA, COLLEGE OF BUSINESS ADMINISTRATION, ATHENS, Ga.

GEOGETOWN (Mu, 1921), UNIVERSITY OF GEORGIA, ATLANTA DIVISION, COLLEGE OF BUSINESS ADMINISTRATION, 24 1/2 ST., ATLANTA, Ga.

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KANSAS CITY, MO.—Dinners, fourth Friday every month, 6:00 P.M., Piano Room, Union Station.

Pres.: Charles A. Davis, Standard Oil Co., 40th and Main, Kansas City, Mo.
Sec.: F. Crooker Bacon, Shelly Oil Co., 605 W. 47th St., Kansas City, Mo.

LINCOLN, NEBR.—Luncheons, every Wednesday, 12:00 noon, Lincoln Chamber of Commerce. Dinners, third Thursday every month, 7:00 P.M., Woodlawn Cafeteria Annex.

Pres.: Richard C. Allgood, 2200 Woodward Ave., Lincoln, Neb. Tel.: 3-7982
Sec.: Boyd L. MacDougall, 1337 L St., Lincoln, Neb. Tel.: 5-6015

LOS ANGELES, CALIF.—Luncheons, second Tuesday every month, 12:00 noon, University Club, 614 S. Hope St.

Pres.: Harry H. Beyma, 1376 Vermont Ave., Los Angeles, Calif. Tel.: A. 2972
Sec.: Howard B. Chisholm, 1166 Sherwood Rd., San Marino, Calif. Tel.: AT 1604

MEMPHIS, TENN.—Dinners, second Wednesday every month, 6:30 P.M., Lord Byron Restaurant.

Pres.: Mix C. Saller, 219 D Hill St., Memphis, Tenn. Tel.: 5-0195
Sec.: Frank V. Stiss, 3162 Sportwood Ave., Memphis, Tenn. Tel.: 5-3666

MIAMI, FLA.

Pres.: Gilbert Silver, 433 Birlargo, Coral Gables, Fla. Tel.: 45479
Sec.: Donald M. Post, 6256 S.W. 12th St., Miami, Fla. Tel.: 46792

MINNEAPOLIS, MINN.—Dinners, second Thursday every month, 7:00 P.M., Garden Room, Tice Club, 614 N. Fifth St.

Pres.: Warren W. Carlye, 1536 N. 35th St., Minneapolis, Minn. Tel.: West 4-6688
Sec.: Patrick M. Colgan, Jr., 228 N. Broadway, Minneapolis, Minn. Tel.: BR 2-6636

NEWARK, N.J.

Pres.: Paul W. Singer, 36 Palomar Pl., Bergenfield, N.J.
Sec.: Clifford J. Milton, 9 E. 193rd St., Bronx, N.Y. Tel.: Lido 4-6459

NEW YORK, N.Y.

Pres.: Herman W. Graf, 355 Raleigh Rd., Raleigh, N.C.
Sec.: Robert H. Hudner, 42 Bernese St., Newark, N.J.

NORTHEASTERN, OHIO.—Luncheons, first Thursday every month, 12:00 noon, Sherwood Inn, East Ave. near E. 6th St., Cleveland, Ohio.

Pres.: George W. Snavely, 629 Houston Ave., Z. C., Cleveland, Ohio. Tel.: SU 6738
Sec.: Paul D. King, 1843 W. Clifton Blvd., Lakewood, Ohio Tel.: LA 6699

WASHINGTON, D.C.

Pres.: James H. Cunningham, 4137 Iowa Avenue N.W., Washington, D.C.
Sec.: Harry C. Reed, 718 Jackson Pl. N.W., Washington, D.C.
The blueprints were completed in 1930 for the National Endowment Fund of Delta Sigma Pi. They provided for the eventual perpetuation of the fraternity and the creation of a fund from which chapters could obtain means to finance housing and students could secure loans which would enable them to complete their college education.

1500 Life Members have already provided the foundation for the National Endowment Fund, and the loans which have already been made to chapters and scores of students have convinced the architects of the soundness of these blueprints. Your Life Membership is needed to continue the construction of the National Endowment Fund.

The $50 which it will cost you for a Life Membership is not a gift or donation in any sense of the word as you will receive in return copies of the national magazine, The DELTASIG; the ALUMNI NEWS and all of the services of the fraternity for life.

A beautiful Life Membership certificate and an attractive Life Membership card will be sent to you. You will also have an immeasurable amount of satisfaction in knowing that you have contributed to the growth of the National Endowment Fund, enabling students to complete their education and chapters to obtain fraternity houses.

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