

The

DELTA SIG

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

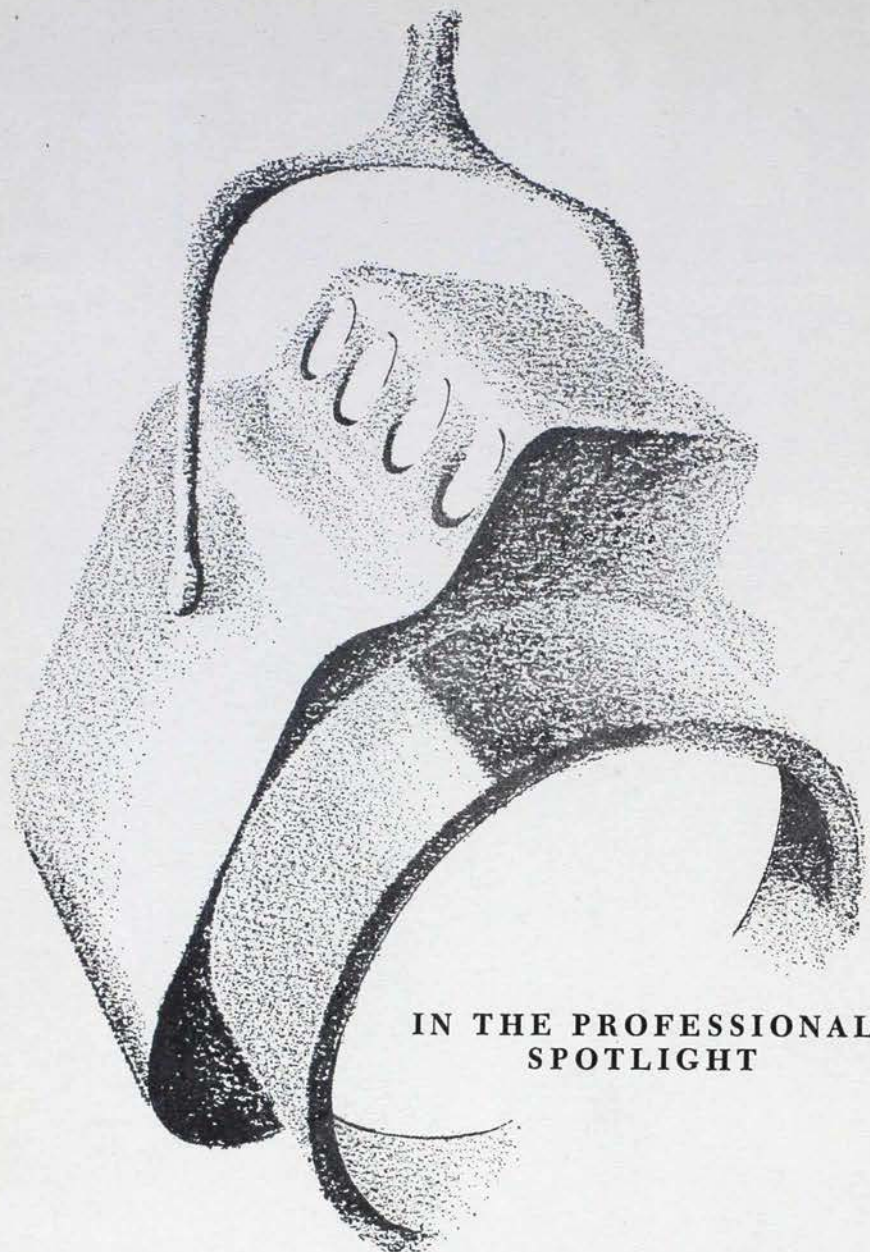


Louisiana State University, Baton Rouge, Louisiana

PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY

FOUNDED 1907

MAY 1966



The International Fraternity of Delta Sigma Pi

*Professional Commerce and Business
Administration Fraternity*

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

**IN THE PROFESSIONAL
SPOTLIGHT**



MRS. INEZ LAND, a prominent Baton Rouge business woman is shown here at a recent meeting of Beta Zeta Chapter at Louisiana State University.

The DELTASIG

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

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Our Cover

Our cover for this issue of The DELTASIG features the main campus of Louisiana State University at Baton Rouge, Louisiana. The principal buildings shown here are from left to right, the College of Commerce, Memorial Tower and the Library. Louisiana State University has campuses in Baton Rouge, New Orleans, Shreveport and Alexandria. Delta Sigma Pi's Beta Zeta Chapter is located at Baton Rouge and Epsilon Nu Chapter at New Orleans.

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DELTA SIGMA PI is a charter senior member of the Professional Interfraternity Conference, organized in 1928. The members of the Conference comprise: ARCHITECTURE, Alpha Rho Chi. CHEMISTRY, Alpha Chi Sigma. COMMERCE, Alpha Kappa Psi, Delta Sigma Pi. DENTISTRY, Alpha Omega, Delta Sigma Delta, Psi Omega, Xi Psi Phi. EDUCATION, Kappa Phi Kappa, Phi Delta Kappa, Phi Epsilon Kappa, Phi Sigma Pi. ENGINEERING, Theta Tau, Sigma Phi Delta. LAW, Gamma Eta Gamma, Delta Theta Phi, Sigma Delta Kappa, Phi Alpha Delta, Phi Beta Gamma, Phi Delta Phi. MEDICINE, Alpha Kappa Kappa, Theta Kappa Psi, Nu Sigma Nu, Phi Beta Pi, Phi Chi, Phi Delta Epsilon, Phi Lambda Kappa, Phi Rho Sigma. MUSIC, Phi Mu Alpha Sinfonia. PHARMACY, Alpha Zeta Omega, Kappa Psi, Rho Pi Phi, Phi Delta Chi.

From The Desk of The Grand President

M. JOHN MARKO
Beta Rho-Rutgers



THE FIRST JOB OF any student enrolled at a college or university is to study. This statement is truer today that it has ever been in the history of civilized man. There should be no question in this regard. One attends an institution of higher learning to acquire an education.

How often, though, do we really consider the true meaning of education? What does it mean to you? Is it merely maintaining a scholastic average high enough to graduate? Is it the development of complicated thinking machines? Is it the development of men?

The late Dr. Albert Einstein noted: "It is not enough to teach a man a specialty. He must learn to understand the motives of human beings, their illusions and their sufferings, in order to acquire a proper relationship to fellow men and to the community."

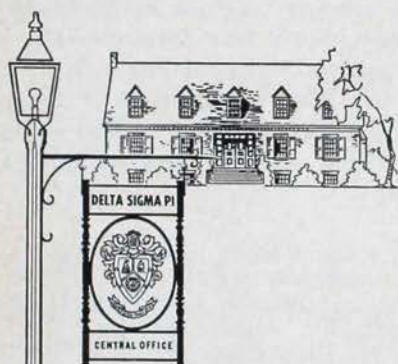
This is most significant especially when related to the world of business administration and commerce. If we look closely about us, we will note the young men who are leaders in that world today are young men who are not only well prepared in their field, but have learned how to communicate their knowledge, how to lead others, and how to accept responsibility.

Through your college or university, you have the opportunity to prepare yourself well in some specialty. It is well

nigh impossible though for the institution to teach a course in individual development or leadership training. This must be learned by participating in everyday situations affording the opportunity of accepting responsibility and learning the all important lessons of sound, positive and intelligent leadership; that opportunity which you willingly and voluntarily accepted upon joining Delta Sigma Pi. Have You Made the Most of Such Opportunities?

Very shortly many of you Brothers will be graduating. No one knows, no one can be sure, what great talent lies among you. Some of you may well be the truly great business leaders of tomorrow. We wish you well in your new endeavors. Be guided always by the highest standards of business ethics and integrity taught by Delta Sigma Pi. May the results of your activities earn each of you the tribute: "the world is better because he dwelt upon it."

This is not farewell. It is welcome to the ranks of alumni. I urge you to take an active part in the continuity and progress of our great Fraternity. Continue your interest in your own chapter and nearby chapters. Affiliate with an alumni club. Seek out and avail yourself of the opportunities for leadership in our vast organization. If you want it to be, this new phase of fraternal association can prove to be the most rewarding facet of your life.



A Word From The Central Office

WE RING DOWN the curtain on another college year, but before we do there are a number of things that must be completed first. Foremost among these are the installations of Zeta Sigma Chapter at Southeastern Louisiana College at Hammond, Louisiana, and Zeta Tau Chapter at California State College at Hayward, California. We are also now com-

pleting plans for the Regional Meetings to be held early next Fall. A complete schedule of these meetings is located on page 151. If you have not already made plans to attend these meetings you should do so now.

May we at The Central Office take this opportunity to wish each of you a very pleasant summer.—CHARLES L. FARRAR



The DELTASIG

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

“Deltasig of the Year 1965” Is Curtis N. Painter

CURTIS N. PAINTER, a charter member of Alpha Beta Chapter at the University of Missouri, and currently Executive Vice President of Armstrong Cork Company was recently honored as ‘Deltasig of the Year 1965’. Brother Painter was selected by the Grand Council at their meeting last summer at West End, Grand Bahama Island, from a large group of other outstanding candidates to receive this award.

The presentation of the award was originally scheduled for a Founders’ Day dinner in Baltimore, Maryland, but because of unexpected surgery which Brother Painter underwent, it was postponed. The award was presented on Saturday, February 12, 1966, at the Holiday Inn in Gloucester City, New Jersey, just outside Philadelphia, Pennsylvania. On hand for the occasion were Grand President M. John Marko, Regional Director H. Melvin Brown, Executive Director Charles L. Farrar, District Director Robert J. Gawlinski and Members of Omega Chapter at Temple University, Epsilon Sigma Chapter at LaSalle College, Beta Xi Chapter at Rider College and the Philadelphia-Omega Alumni Club.

Brother Painter is a native of Greenfield, Missouri. He attended the University of Missouri and received his degree from that institution in 1924. That same year he joined Armstrong Cork Company as a sales trainee. After serving as a Floor Division salesman in Memphis, Tennessee, he became manager of the Floor Division District Office in Minneapolis, Minnesota, in 1930. In 1936 he was named Southern Manager and District Manager of the Division’s District Office in Atlanta. In 1937 he moved to the Armstrong headquarters in Lancaster, Pennsylvania, as Assistant Sales Manager of the Floor Division. He

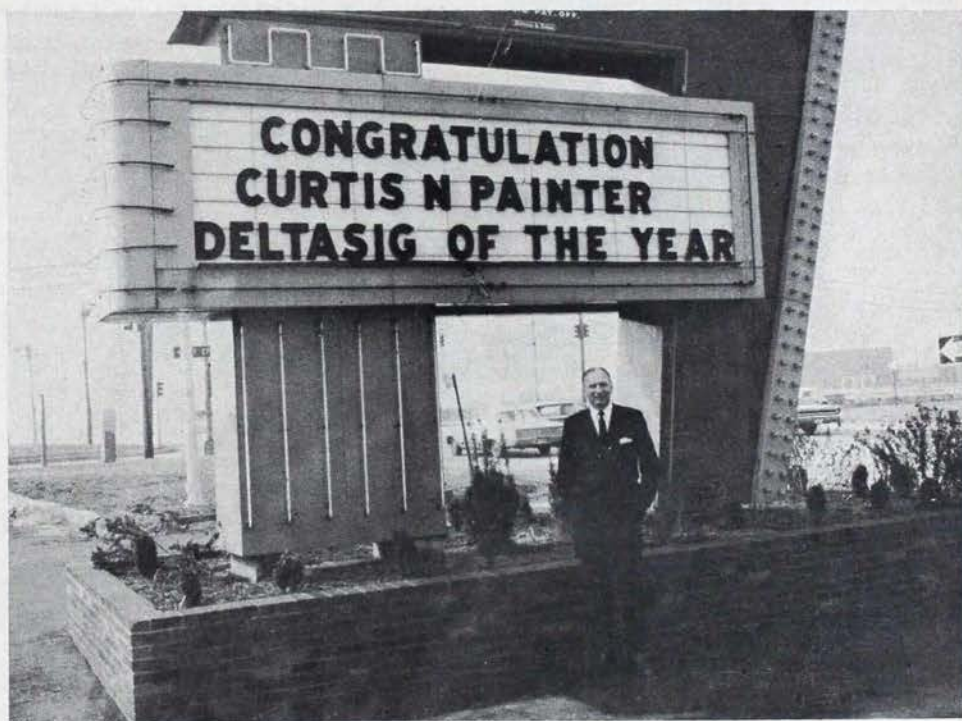
became Assistant Manager and Assistant Sales Manager of the Division in 1941 and served in several other administrative positions in the Floor Division until 1945, when he was named Vice President and General Manager. When the company combined its floor and industrial activities in 1952, Brother Painter became Vice President and General Manager of Floor and Industrial Operations.

In 1961 he became a member of the president’s office when promoted to Senior Vice President. In mid 1962 he was named to his present position of Executive Vice President.

Following the presentation of the award to Brother Painter by Grand Pres-

ident Marko, he addressed the group on the topic “Selling as a Career”. The full text of the address is included in this issue of The DELTASIG.

The “Deltasig of the Year Award” was almost wholly developed by Grand President Allen L. Fowler of Beta Nu Chapter at the University of Pennsylvania, who initiated the proposal for establishing the award at the concluding Grand Council session during his term of office. Upon his death in 1957, Brother Fowler’s family, wishing to perpetuate and permanently ensure this significantly important recognition for exceptional achievement by Deltasigs, endowed the Award with a contribution. This is the 14th Award since its inception in 1952.



“DELTASIG OF THE YEAR 1965” Curtis N. Painter, executive vice president of Armstrong Cork Company, is shown here under the great sign of the Holiday Inn in Gloucester City, New Jersey, proclaiming him as “Deltasig of the Year.”



MISS ADRIENNE BARHAM, 1966 "Rose of Deltasig" represents Epsilon Phi Chapter at Sacramento State College.

MISS ADRIENNE A'LYCE BARHAM, a Riverside, California, coed at Sacramento State College, has been chosen the 1966 "Rose of Deltasig." Miss Barham was chosen from photographs submitted by most of the 130 active chapters of Delta Sigma Pi, and is the candidate of Epsilon Phi Chapter at Sacramento State College.

Miss Barham is 19 years old and has had varied experience in both school and on the job. Having traveled extensively with her Air Force parents, she has had the opportunity to work as librarian, child supervisor, musician, sales clerk, and bookkeeper. In school, she has been in dramatics, journalism, debating, fencing, and languages. In addition to her varied activities, she has maintained a high scholastic average and is active in her church. Miss Barham has three other beauty titles to her credit, and is the chapter candidate for "Playmate of the Sacramento State College Playboy Dance." She is the 19th winner of the "Rose" contest which was begun in 1948 at the suggestion of Beta Xi Chapter at Rider College.

Chosen by the Brothers of Gamma Chapter at Boston University and selected by the judges as the second choice winner is Miss Lisa Hickey from Newton, Massachusetts. Miss Hickey is a senior majoring in Liberal Arts at Boston University.

Our judges, Miss Stella Stevens and Mr. James Mason, chose Miss Sandy Schnepf as the second runner-up in the contest. Miss Schnepf is from Hicksville, Long Island, New York, and is a freshman Spanish major at Ithaca College, Ithaca, New York. The finalist was the choice of Delta Sigma Pi's Delta Lambda Chapter

1966 "Rose of Deltasig" Is Sacramento State Coed

at Ithaca College. It is interesting to note that Delta Lambda Chapter has had two first place winners in the "Rose" contest in 1959 and 1964, and has now placed in the finals in 1966.

The Judges

JAMES MASON

James Mason is in a "Class" by himself when it comes to manifesting vivid masculinity and classical dramatizations in film roles.

The distinguished actor's career is recognized as being one of the most illustrious and successful among the principal film luminaries of today.

Mason, who was acclaimed for his superlative performance in the motion picture "Lolita," recently completed the characterization of Timonides, the Greek philosopher and counselor to Emperor Marcus Aurelius in the Samuel Bronston production, "The Fall of the Roman Empire."

James Mason was born in Huddersfield, England, May 15. After receiving his early education in public schools he enrolled in Cambridge University from which he obtained a bachelor of arts degree in architecture. He went on to gain a master's degree but at the same time began to entertain doubts as to whether he wished to make a career as an architect.



Always deeply interested in the theater, Mason answered an advertisement in "The Stage" magazine calling for a young actor to join the cast of a touring melodrama, "The Rascal." He was able to convince the producer that despite his limited experience, he was suitable for the role. In 1935 he made his debut in an English film titled "Late Extra." Although more widely known for his motion picture work, he has never altogether left the legitimate theater. He tries to alternate his appearances between the three important media—pictures, stage and television.

James Mason lists drawing, writing and directing as his chief hobbies. He is also proud of his extensive library which includes many books on cats, his favorite animal.

STELLA STEVENS

In the roller coaster world of Hollywood, with its innumerable ups and downs, many young stars come along, create a moment of excitement and then disappear. The only evidence of their existence might be yesterday's yellowed newspaper clippings. Only a few are strong enough to resist the erosion of spirit and have that indefinable spark that keeps them going toward the top.

One who has managed by combining beauty with brains, training with talent,





FIRST RUNNER-UP in the 1966 "Rose" Contest is Miss Lisa Hickey who represented Gamma Chapter at Boston University.

to reach the rarified air of international stardom is a scintillating, seductive, sensual blonde by the name of Stella Stevens. She has now established herself as one of the most outstanding film stars in both the dramatic and comedy areas.

She did not, as they are prone to say in Hollywood, "burst upon the scene," but she has developed slowly, taking her career step by step, moment by moment, until today she commands the respect of not only her peers, but also of the public and critics alike.

Stella made her movie debut in "Say One for Me." She then had a larger role in "The Blue Angel." Her big break in films came when Mel Frank and Norman Panama signed her to the starring role as

Appassionata Von Climax in the film version of "Li'l Abner."

Miss Stevens was born in Hot Coffee, Mississippi. She lived in Memphis from the time she was four years old until she moved to California in 1958. She attended Memphis State University where she began her dramatic training. She appeared in many local plays at Southwestern University at Memphis and at Memphis State.

She was modeling in Goldsmith's Department Store in Memphis when she was discovered by 20th Century-Fox talent scouts. Her hobbies include painting, horseback riding and motorcycle riding. She also writes songs in her spare time. She has meticulously kept her private life just that, although paradoxically, she has



THE THIRD choice of the judges is Miss Sandy Schnepf, representing Delta Lambda Chapter at Ithaca College.

become one of the most followed young stars by the world wide press within the confines of her movie career.

We are deeply indebted to Mr. Johnny Friedkin of Rogers and Cowan, Inc., New York, New York for making the judges available to us for the "Rose of Deltasig" contest this year.

DIVIDENDS

To Brother and Mrs. John H. Dugan, *New Mexico*, on March 21, 1965, a daughter, Leslie Elizabeth.

To Brother and Mrs. W. Robert Cox, Jr., *Texas*, on December 8, 1965, a daughter, Ashley Diane.

To Brother and Mrs. David S. Taylor, *Texas*, on October 26, 1965, a son, Allan David.

To Brother and Mrs. Richard J. Ecuyer, *Louisiana State-Baton Rouge*, on December 15, 1965, a daughter, Pauline.

To Brother and Mrs. Philip Murray, *DePaul*, on February 15, 1965, a daughter Renee Gayle.

To Brother and Mrs. William E. Seiffert, Jr., *Florida State*, on October 7, 1965, a daughter, Mary Elizabeth.

To Brother and Mrs. Tracy Nieser, *Western Kentucky State*, on November 8, 1965, a daughter, Naomi Denice.

To Brother and Mrs. Allen J. Paneral, *DePaul*, on June 19, 1965, a son, Joseph John.

To Brother and Mrs. Dennis A. Mac Donnell, *Chico State*, on October 11, 1965, a son, Dennis A. II.

To Brother and Mrs. Dave Aitken, *Rutgers-Beta Omicron*, on July 15, 1965, a daughter, Dawn Colleen.

To Brother and Mrs. Raymond J. Stauder, *Detroit-Gamma Rho*, on March 7, 1965, a son, Kenneth John.

To Brother and Mrs. Bruce G. Lokey, *Texas Tech*, on August 3, 1965, a daughter, Jana Lynn.

To Brother and Mrs. Arthur A. Selby, Jr., *North Carolina*, on June 13, 1965, a daughter, Patti Leeanne.

To Brother and Mrs. Alfred A. Cormier, *Detroit-Gamma Rho*, on October 21, 1965, a son, Robert Joseph.

To Brother and Mrs. Thomas J. Wiedecker, *Johns Hopkins*, on October 4, 1965, a son Paul Andren.

To Brother and Mrs. Gilbert D. McNew, *Johns Hopkins*, on March 30, 1965, a daughter, Monica Yvonne.

To Brother and Mrs. Raymond A. Bulfinger, *Johns Hopkins*, on February 16, 1965, a son, Robert M.

To Brother and Mrs. Richard Martin, *U. of the Americas*, on October 17, 1965, a son, Richard Raphael.

To Brother and Mrs. Harry E. Keim, *Ohio U.*, on November 22, 1965, a son, Kipp Gregory.

To Brother and Mrs. Kenneth Rice, *North Texas State*, on July 2, 1965, a daughter, Kathryn Dianne.

To Brother and Mrs. Steven W. Womble, *Georgia State*, on July 16, 1965, a son, Steven Wallace.



THE MEMBERS OF THE Executive Committee of Gamma Rho Chapter at the University of Detroit are shown here displaying their Honor Roll cards. All the members of the Executive Committee were named to the Dean's honor list. The members seated are from left to right: Tom Hall, senior vice president; Richard Eschrich, president; and Al Attard, treasurer. Those members standing are from left to right: Bob Hendry, Chapter Efficiency Index chairman; Bill Hendry, chancellor; Al Huculak, secretary and Will Williamson, professional chairman. Missing from the photo is Ted Fistler, vice president.

THANK YOU FOR THE AWARD you have given me today. To be selected as "Man of the Year" by an organization such as ours—an organization that has produced so many outstanding citizens, and one that is continuing, in a very direct way, to influence the lives of thousands of young men—is a real and humbling honor.

I was pleased when I was informed that as part of today's program I would be given the opportunity to talk with you for a few minutes about a subject of my choice. Most of you are accustomed to after dinner and luncheon speeches, and I'm sure if I were now to announce my topic as being "The New Discovery of a 14th Century Existentialism among Feudal Serfs," you would not be the least bit surprised—perhaps uncomfortable—but not surprised. After all, it is a fine subject, though maybe a trifle neglected and deserving of research.

Rather, I have decided to discuss a topic that is one of my personal favorites, and one that I feel is of great significance to us in this century, and that is, "Selling as a Career."

The ancient and noble art of selling is not highly regarded by college and university undergraduates these days. As one who started his business career as a salesman, I find this difficult to understand. Selling deserves to be high on the list of desirable occupations, for it is a challenging profession that offers great rewards and satisfactions, but the facts documenting its current low estate are most convincing.

A recent survey, covering 919 senior men from 123 colleges, showed that only five percent intended to take up selling as a career—only one out of twenty. Even more amazing to me were the reasons the 95 percent gave for not wanting to engage in sales work.

They said selling is a dirty word—that it is wasteful, dull, routine, and monotonous—that it requires a man to lie and be deceitful—and that it results in people being forced to buy things they don't want.

Those who have business experience know that these charges are not true—in fact, bear no resemblance to the actual circumstances of selling. Unfortunately, in matters of opinion such as this, it is not what things are that counts—but what they seem to be. Apparently, to many college graduates, selling seems unattractive, and so they are not electing it as a career.

Selling As a Career

Curtis N. Painter, Missouri
Executive Vice President, Armstrong Cork Company
Deltasig of the Year 1965

If this trend continues and a serious shortage of competent salesmen develops, all of us will suffer as consumers—and our economy will lose much of its resilience and vitality. Let's hope the trend does not continue.

In any event, since the misunderstanding is so widespread, let's take a close look at selling to see if these views are based on fact or fiction.

The origin of selling's bad name would seem to be rooted deep in ancient histo-

far corners of the earth and contributed much to mankind's well-being.

It is also not surprising to note that modern music, plays, and novels perpetuate the stereotype of the salesman as less than a noble creature.

We have, for example, Meredith Willson's wily Music Man, Professor Harold Hill, who sells an Iowa town on buying instruments for a whole brass band, with the assurance that he'll teach the kids to play them, even though he can't play a note. A loveable salesman, perhaps, but still a rogue.

At the other end of the scale we have Arthur Miller's pathetic and naive Willy Loman in "Death of a Salesman". Willy's goals in life are all wrong and he is a tragic figure. Ironically, the play could have been written about any one of a number of other types in our society who waste life in search of the unimportant.

However, by either happenstance, or design, Miller chose a salesman. And the label has stuck. Why wouldn't it, with so much historical precedent in the fiction of the past?

Thus, the stereotype of the American salesman is complete as a hard working but shallow fellow, an extrovert without morals—if not downright immoral. We must remember, however, that it is a stereotype and not the real thing even though, in early America, there were drummers, peddlers, and carpetbaggers who lived by their wits and had caveat emptor (let the buyer beware) as their motto.

Times have changed today, and so have salesmen. In the modern business world, selling is a profession commanding genuine stature, importance, and respect. For a good many professions and occupations, it takes time for them to achieve the public recognition they deserve. Surgery is a good case in point. Only 150 years ago, surgeons were looked down upon by the rest of the medical profession as barbers and blood-letters.

Today, however, the surgeon is highly regarded as one of our society's most respected persons. I think that selling, too, will in time achieve similar recognition as



GRAND PRESIDENT M. John Marko is shown here presenting the "Deltasig of the Year 1965" award to Brother Curtis N. Painter, executive vice president of the Armstrong Cork Company. Brother Painter is a charter member of Alpha Beta Chapter at the University of Missouri.

ry. The God-like heroes of Homeric song uniformly regarded the trader as their natural prey. He was the despised stranger, the crafty Phoenician, the fellow who cheated them in horse deals and stole their daughters to sell in slave markets.

Plato, the great Greek philosopher, also had a low regard for the merchant salesman. His "Republic", the so-called perfect state, was to be ruled by philosopher kings and warriors, with tradesmen relegated to the lowest possible station.

Down through history we find the salesman faring no better. Poets, authors, and historians all waxed eloquent about the glorious feats of warriors, but ignored the contribution of the nameless merchants who spread civilization to the

a profession that makes a positive, constructive contribution to our way of life. All that is needed is for more and more people to gain true insights into the actual functioning of the business world.

Now that we have examined some of the reasons why selling is misunderstood, let's look at the contribution it makes to our economy.

What contribution does the salesman make? Before answering, we should define our terms. What is selling? In the first place, it is not the process of pushing a product or a service on someone who has absolutely no need for it as expressed in the trite phrase, "selling ice-boxes to Eskimos."

A good salesman is not a suave, good-looking, fast-talking character who flatters his prospects and plays fast and loose with the truth. He is not a man who embellishes facts so convincingly that he is able to persuade people to buy things they neither want nor need.

Anyone who tries this, anyone who gets people to part with their money for the things they don't want, is either a fool or a charlatan, and always has been. This person may succeed the first time, but he'll never make a second sale to the same customer.

Since most of the selling in the United States today is done by selling the same customers again and again, the slick, untruthful type of selling is obviously not typical of our nation.

One of the best salesmen I know is a mild-mannered fellow who sells life insurance in Lancaster, Pennsylvania, where our headquarters are located. He isn't now and never was the bold, persistent kind of person that is the stereotype of the insurance salesman. His main desire is to give real service. He was one of the pioneers in estate planning.

His analyses of clients' estates were always painstaking and thorough, as well as completely honest and objective. He wanted only to help the client achieve the goals that the client himself had set. He never suggested buying new insurance unless it was really needed to meet the goals that had been set. In short, this man provided a valuable service to his clients, for which he was and is highly regarded.

Is it any wonder that he has been highly successful in selling insurance? Year after year he has written more than a million dollars worth of life insurance. Now approaching 70 years of age, he is working almost as hard as ever, though



THE BROTHERS of Epsilon Sigma Chapter at LaSalle College pay their recognition to Brother Curtis N. Painter, "Deltasig of the Year 1965." They are from left to right: Will Cochrane, Max Sewald, Tom Murray, Drew Sacks, Brother Painter, Walt Migrala, Leo Mullen, Jerry Csulik, Harry Pearce and Jim Knepp.

he does take a day off now and then in the summer months for a golf lesson.

Why does he do it when he has long since made more money than he'll ever be able to spend and has no children to leave it to? Why, indeed, I think it's because he thoroughly enjoys and derives deep satisfaction from helping people in this complicated field of insurance.

It would be difficult to imagine a greater contrast than that which exists between this successful real-life salesman and the futile, fictional Willy Loran of Arthur Miller's play. But I submit that this life insurance man is more nearly typical of today's professional salesman than all the fictional salesmen we know so well.

Most of the great salesmen I have known were honest men. Like the insurance salesman I described, they were disarmingly frank and genuinely interested in serving the real needs of their customers. All of them were successful for the simple reason that their methods deserved success.

History records many examples of such salesmen who founded great businesses on the simple premise of devoting their energies and resources to serving their customers' needs, rather than attempting to force undesired products or services on an unsuspecting public. These

men include John Wanamaker, Thomas Watson, Alfred Sloane, Harvey Firestone, and many others. The principle these men practiced was one called salesmanship. Today, however, we call it by the more modern name of "marketing."

The point of view is the same, whether you prefer the modern term "marketing" or the old-fashioned one of "salesmanship." In our present customer-oriented society, the consumer is really king. The successful business must concentrate on satisfying his needs.

Salesmen have made mass selling possible in America. This is their great contribution to our society, for without mass selling or mass distribution, if you will—mass production would not be possible. Mass production and mass selling together, not separately, are responsible for our high standard of living.

They have made possible the broad distribution of wealth that characterizes our civilization and distinguishes it, sets it totally apart, from all other civilizations that have preceded it on this earth.

Regarded in this light, the salesman takes his rightful place as a benefactor of mankind.

Salesmen in today's large manufacturing corporations could properly be called managers of distribution. With patterns of distribution shifting and changing so

rapidly, he's called upon to be an advisor to many different elements in the chain of distribution. He certainly does not go door to door with an order pad as many people seem to think. For most products this is much too inefficient and costly. Instead, he is the manager, the engineer, the expeditor, who shepherds goods from the point of production through the channels of distribution to the ultimate consumer.

To illustrate, let me describe briefly the kind of work that is done by a typical field salesman in Armstrong's Floor Division. Our flooring products are distributed through independent wholesale firms to thousands of retail outlets and thence to the consumer. This man has the responsibility for a territory within which there may be one or more wholesale firms. Generally he will have responsibility for working with only one.

How does he work with a wholesaler? The preparation for this work begins early. He is taught a great deal about wholesaling during the intensive five month Armstrong training program. By the time he is assigned to his territory, he has an excellent background in the economics of wholesaling, the necessary margins of profit, budgetary control, warehousing, inventory control, salesman's compensation, and sales management.

Every territory presents a challenge and requires a basic understanding of our distribution system. When our salesman is first assigned to the field, he will have to learn many things. Does his wholesaler have the proper geographical location? Is the wholesaler adequately financed? Does he have a well trained sales force, and are territories so assigned that good sales coverage is provided? Is he committed to a program of steady growth in the future? Is the top management of the firm actively involved with the Armstrong product line?

The answers which he finds to these questions will help him become more effective in his work with his wholesaler. The Armstrong salesman and his wholesaler, working together, will be striving for the best possible distribution at the retail level.

In addition to the obvious day-to-day work of introducing new products and helping the retailer promote them, there will be the longer range considerations. Are there sufficient retailers in the territory? Are they equipped to sell today's high-styled products and provide superi-

or installation for the ultimate in consumer satisfaction?

It is an ever changing business, and he must constantly be alert to the basic changes in distribution which are happening all around us. He is learning the distribution business from the ground up, and later, should he move into a position of management, he will have a wealth of experience as a foundation for his judgment decisions.

It is not surprising that from this type of selling experience have come many of Armstrong's top executives. Our chairman of the board started as a salesman, and so did our president. I've already mentioned that I started my career in selling. Others with sales backgrounds include our senior vice-president, three of our four operations vice-presidents, and our staff vice-president.

Thus far I've talked only about the positive contribution the salesman makes to our society in facilitating the distribution of goods to satisfy the needs of people. He makes another contribution that is equally if not more important in serving as the catalyst for change and innovation.

People are reluctant to try that which is new. They prefer to stick with the old—with the tried and true. If someone didn't persuade them to try something new, our society would advance very slowly. There will always be a need for salesmen so long as public skepticism exists.

Let's consider those highly honored warriors in Plato's Republic. If a salesman had been able to offer one of them a rifle, he would probably have refused it. In all likelihood he would have said, "I don't want it. You can't stick an enemy with that wooden handled piece

of metal. It doesn't even have a point. I stick to the sword."

In modern times, the same thing happens again and again until the salesman succeeds. What detail man from a pharmaceutical house first induced a doctor to try sulfa, or penicillin?

What salesman first succeeded in getting the druggist to stock it so it would be available when prescribed by the doctor?

What equipment salesman first persuaded a dentist to try those nearly painless high-speed drills?

What salesman first persuaded an office manager to try a photocopying machine, or an electric typewriter?

What salesman first induced a supermarket manager to stock and display frozen foods?

What chemical salesman first convinced an auto manufacturer it would be good to use year round coolants? I could go on and on, but you can think of the examples as well as I.

Truly, the salesman not only keeps distribution going to sustain our society in the present, but also spurs its constant advancement into the future in his role as the promoter and catalyst of change.

What occupation can have more importance and dignity than this which strives toward the betterment of mankind, encourages it to enjoy a better way of life, and points the way to its attainment? Not many.

He who works with his *hands* is a laborer . . . He who works with his *hands* and his *head* is a craftsman . . . He who works with his *hands* and his *head*, and his *heart* is an artist . . . He who works with his *hands*, and his *head*, and his *heart* and his *feet* is a salesman.



COLLEGE HALL on the Menlo College campus, Menlo Park, California, is one of the newest dormitories on campus. The Zeta Rho Chapter of Delta Sigma Pi was installed at Menlo on January 15, 1966.

Zeta Rho Chapter Installed at Menlo College

THE ZETA RHO CHAPTER of Delta Sigma Pi was installed at Menlo College, Menlo Park, California, on Saturday, January 15, 1966. With the installation of Zeta Rho Chapter the Delta Sigma Pi Chapter Roll reached 140 undergraduate chapters. The new Zeta Rho Chapter is the ninth chapter of Delta Sigma Pi to be installed in the State of California. Other chapters are Rho Chapter at the University of California, Phi Chapter at the University of Southern California, Gamma Xi Chapter at the University of Santa Clara, Gamma Omicron Chapter at the University of San Francisco, Delta Omicron Chapter at San Francisco State College, Delta Sigma Chapter at Loyola University of Los Angeles, Epsilon Theta Chapter at Chico State College and Epsilon Phi Chapter at Sacramento State College.

Grand President M. John Marko was on hand to head the installation team, assisted by Regional Director R. Nelson Mitchell, Field Secretary Ben H. Wolfenberger, District Directors Harold E. Mackenthun and H. Nicholas Windeshausen and Past Regional Director Burell C. Johnson. Also on hand for the ceremonies were members of Gamma Xi Chapter, Gamma Omicron Chapter, Delta Omicron Chapter and the San Francisco Alumni Club.

The installation program began with the registration of the members and guests on the Menlo College campus and a tour of the campus after which the group headed for the Cabaña Motor Hotel in nearby Palo Alto for an informal luncheon. After lunch both the informal and formal initiations were conducted at the Cabaña Motor Hotel. R. Nelson Mitchell, acting as toastmaster for the installation banquet, opened the program with the introduction of Dr. William E. Kratt, President of Menlo College who offered the invocation. After dinner, John D. Russell, Director of the College, extended greetings to the guests and the new Zeta Rho Chapter members. Leon T. Loofbourow then gave a very humorous but very thorough history of the School of Business Administration, followed by a history of Beta Sigma Mu

which was presented by Clarence J. Walters, dean of the School of Business Administration. The presentation of the Zeta Rho Chapter Charter to Jim T. Rea by Grand President M. John Marko was the highlight of the evening program. Field Secretary Ben H. Wolfenberger and District Director Harold E. Mackenthun concluded the program by extending their personal best wishes to the new chapter and the fraternal greetings which had been received from throughout the Delta Sigma Pi world.

History of Menlo School and College

Menlo School and College occupies a 55 acre campus at Menlo Park, California, 30 miles south of San Francisco, and two miles from Stanford University and Palo Alto. Founded in 1914, Menlo School offers a preparatory program for boys in grades seven through twelve and provides thorough academic preparation for University and College work. The School has its own campus which is separate from but continuous with the College campus.

Menlo College has two separate divisions—a two year college division program for men specializing in the freshman and sophomore requirements of the nation's major colleges and universities and providing preparation for upper division standing and the School of Business Administration. The School of Business Administration is a four year college granting the degree of Bachelor of Science in Business Administration. The College division awards the Associate in Arts degree at the end of the sophomore year.

In both divisions Menlo College is a carefully selective educational institution. It is selective in the area of learning and knowledge it undertakes to provide for its students; it is selective in the quality and purposes of its student body, accepting only those who are intent upon a full undergraduate education; it is selective in its curricula, offering no two year terminal courses; and it is selective in the faculties chosen to carry out its purposes.

Menlo College is accredited as a specialized institution by the Western Association of Schools and Colleges.



GRAND PRESIDENT M. John Marko presents the Zeta Rho Chapter Charter to Jim T. Rea, president of the Chapter. Looking on are Dean Clarence J. Walters of the Menlo College, School of Business Administration, and Regional Director R. Nelson Mitchell.

History of the School of Business Administration

In 1949, on the recommendation of a group of San Francisco Bay Area businessmen who felt that the Menlo Park-Palo Alto area had need for an independent undergraduate program of education for business administration, Menlo College established the School of Business Administration to carry students through four collegiate years to the Bachelor of Science in Business Administration.

The School of Business Administration developed its program dedicated to giving young men a good general background, a broad understanding of the problems of management, and sufficient skills and tools with which to cope with them. The program combines the best academic and practical training. Each course is taught with the relatively informal case method or problem study approach.

The four year program of the School of Business Administration is divided into two years of general education and two years of professional education. In the freshman and sophomore years, the student studies subjects designed to provide him with the essentials of general knowledge which every educated man should possess. In the junior and senior years the student devotes most of his time to professional courses for a business career. He is required to take the core of courses which will provide the background of professional knowledge and the skills and tools essential for successful management. Electives are provided in certain other areas of study in which the student may desire to acquire understanding.



THE SCHOOL OF BUSINESS Administration at Menlo College, Menlo Park, California, is contained in this building. It is also the home of the 140th chapter of Delta Sigma Pi.

History of Beta Sigma Mu Fraternity

Beta Sigma Mu Fraternity was conceived, organized and established by Jim Rea, Chris Burton and George Becker. These three students at Menlo College, School of Business Administration, realized the abundant potential for an international business fraternity at a progressive school of business administration. They were convinced that a union between the two would be beneficial to both.

The investigation for the possibilities of a business fraternity for the School of Business Administration was started in the Fall of 1964. Meetings were held to ascertain whether or not enough people were interested in joining a fraternity. Such interest was shown that Beta Sigma Mu became an almost instant reality. The first meeting was held on November 4, 1964. Subsequent meetings were held bi-monthly. Dinner meetings were held monthly at which time guest speakers

were invited. Over the next few months numerous meetings were held to discuss the possible affiliation of Beta Sigma Mu with Delta Sigma Pi. At a formal meeting held on November 11, 1964, the members of Beta Sigma Mu voted unanimously to petition Delta Sigma Pi for a chapter charter.

The Fraternity continued its bi-monthly business meetings and monthly dinner meetings, inviting a number of Northern California businessmen to speak on various fields of business. During the late summer of 1965 the petition to Delta Sigma Pi was completed and mailed to The Central Office for consideration by the Grand Council at their forthcoming meeting at West End, Grand Bahama Island. The petition was favorably received by the Grand Council of Delta Sigma Pi, thus ending the brief history of Beta Sigma Mu Fraternity at Menlo College.

The undergraduate and faculty members initiated as charter members of Zeta Rho Chapter of the International Fraternity of Delta Sigma Pi were: Fahd M. Alireza, Charles D. Baldwin, Allen K. Barker, George M. Becker, David A. Beronio, William H. Bronson, Randall W. Burke, Joe B. Cave, Robert W. Doters, II, John S. Farley, Tucker D. Garner, Donald M. Grimes, Jr., Dirk A. von Guenthner, David S. Hackett, John S. Harnett, Jr., Howard K. Jewett, Sidney K. Kaneta, George V. Nations, Raymond T. Neighbors, Jr., James G. Norman, Stephen H. Pollock, Burton J. Rain, Jr., Jim T. Rea, Frederick E. Weibel, Jr., Rankin K. Whitehall, Robert A. Winkler, Charles A. Vanderlip, and Clarence J. Walters.



SHOWN HERE is the Student Union of Menlo College, Menlo Park, California, where Delta Sigma Pi recently installed its Zeta Rho Chapter.

A Businessman's View of the Business School

George S. Craft, Chairman of the Board
Trust Company of Georgia, Atlanta, Georgia

This is the text of an address before the Southern Business Administration Conference, Miami Beach, Florida

Much has been written in recent years concerning the shortcomings of our business schools, at both the graduate and undergraduate levels; indeed, some analysts have even suggested elimination of the latter, and there has been some activity in this direction. Some writers have criticized business school curricula; others, the faculties; still others have questioned the ability of the business school administrators. I am not here to argue or discuss these points. I am here with the proposition, believing a good job is being done, that we all want to do still better. We can all agree on this, and I think this premise, as a central and basic proposition, is a good reason for my being here today.

Business Schools are not too different from other schools or colleges of general instruction. Particularly at the undergraduate level, they must not attempt to be technical schools. Their function is to instruct and to educate men for careers in business and society. They should encourage, even inspire, some of the best men to select business as a career. They should provide relevant and practical background. The challenge and tremendous fulfillment of business are very difficult to define. But these very elements of change and challenge, constant diversity of activity and approach, are precisely what the excellent student really seeks in a career. Our task is clear, if the path is not.

Now how can we improve our business schools? It is my opinion that the greatest and most fundamental improvement can be accomplished by a "marriage" or melding of the academic and the practical or applied fields of business. It is essential for those who teach and/or provide administration in our business schools to be involved with business. By involvement, I mean that they should know the problems, the opportunities, the challenges that are currently being faced by the business man. The professor teaching a course in investments should know, for instance, something of how the stock market functions. The professor teaching economics should know how the work of the economist at, say, the Trust Company of Georgia provides assistance for management of that bank. As a further example, I wish that every professor who teaches "Money and Banking" would have, at one time or another, worked in a bank.

We bemoan the fact that the fields of

law, medicine, and engineering, and others, seem to be attracting many of the quality students these days, while those young people who cannot get into these activities "back" into the schools of business. In my mind, there are at least two principal reasons for this. First, law, medicine, engineering, and some of the others, are relatively easy to define; whereas, business is so diverse and is in such a constant state of change that precise definition is extremely difficult. Secondly, these other fields of career-development use, in the educational process, people who have been or who are practicing attorneys, practicing physicians, or gainfully employed engineers. These schools of instruction have "beat our pants off" in attracting the high quality student because there has been a marriage between the academic and the applied fields in their particular areas.

In my own company, we have a training program that has been in existence now for over fifteen years. It is the purpose of this training program to take college graduates and teach them the practical aspects of our business and prepare them for official and administrative duties. It has been particularly significant to me that often the student who comes from a college with a non-business related major will excel the student who has been educated in a school of business. Most companies of any size today have similar training programs, and some of them recruit liberal arts graduates in preference to students coming out of the business schools.

Some of you know that I am not the least bit sympathetic to the trade-school approach. It is important to remember always that your institutions are not in the business of training your young men to be clerks or technicians, but rather, for them to be the business leaders of tomorrow. Your schools might well be organized and operated more like several of the well known, inter-departmental

programs in the Humanities, American Civilization, and Public and International Affairs. These programs, through cooperating departments, require or provide the solid academic base in liberal arts and sciences essential to a continuation of the educational process throughout one's life. They also provide some means of relating these diverse subjects to a central problem—the balance of payments of Great Britain vis-a-vis the Commonwealth, the development of higher education in the United States, and of course many, many others. Stress on academic fundamentals, as well as participation of faculty members from strictly academic departments, is essential in your curriculum planning. In my judgment, such participation will bring fresh thinking and more consistent quality to your students and to the curriculum.

We all probably get tired of hearing about how Harvard does it, but if you take a list of those who teach in the Harvard Business School and examine the outside involvement in everyday business that these men enjoy, it would help us understand why that school has been so very successful. Many businesses and industries look to the Harvard Business School for guidance, because the men who teach there, through consulting work, through research, through applied economics, have regularly come up with an assistance that has been directly translated into the profits of a business or of an industry.

Dean George Manners (Kappa-Georgia State) is the one responsible for my being here today, and it so happens that he has on his faculty a man who epitomizes the "marriage" and the involvement about which I have been talking. He is Dr. Kenneth Black, a young man recognized as truly an expert in the insurance industry, a man whose counsel and advice is widely sought by operating insurance companies, and a man who has

built a national reputation for Georgia State College in the insurance industry. Dr. Black, when he was at the University of North Carolina, actually operated his own insurance agency, and today, actively serves as an adviser and as an active business consultant to many in the insurance business. I say that Dr. Black is involved—involved with his industry, with his subject. He will be an inspiration to the students who come in contact with him. He will attract more top-calibre young men to Georgia State.

This discussion suggests some further consideration of your faculty. We have already touched on the use of encouraging—even recruiting—teachers from other departments to help to give the business student a thorough grounding in the fundamental disciplines. As to the faculties of your business schools, there are two major problems: quality, and, as already stated, the necessity for a relationship of these men to the business community.

Unfortunately, some men have “backed” into teaching business subjects as a career, for lack of something more positive to do. Like any top-level administrator, you must carry out a continuous process of weighing, evaluation and improving quality. This task requires vigilance at all times and produces superior performance among your people. I know how difficult it is to measure a staff-member’s classroom performance, but it is much easier to get a “fix” on his outside activities, whether they be in a consultative capacity, research, or direct involvement in business.

In connection with the rapport between faculty and business people, let us look to the legal and medical professions. What has made possible the close working-relationship in these two areas? I believe that academic people in the legal and medical professions have created new ideas, concepts, techniques, and have worked with their practicing counterparts to apply this new knowledge. The role of the medical schools has been a pioneering one, to which is owed many advances in the profession. Can we say the same of business schools? Or do business schools simply teach what the instructors were taught in school ten, twenty, or even thirty years ago?

Quite clearly business has a responsibility also. I suggest again that those of us in business and those of you in education for business get together so that we

are both working toward the same end. Too often this does not seem to be the case. For this to work, I strongly suspect that much of the initiative must come from you, and much of the follow-through, also. A number of the members of our staff are called upon to participate in classroom discussions at Georgia State, Georgia Tech, Emory, Morehouse, and Atlanta University. They are encouraged to accept and do so with enthusiasm. My associates welcome and enjoy such opportunities, and I believe what I know is true of our people at the Trust Company of Georgia is equally true with other banks of size and of many companies in other lines of endeavor. But we need to be asked—and if we do a good job, we need to be asked again.

A professor friend of mine teaches an investment course. He also dabbles in the market, sometimes with spectacular failure, but generally with good results. He has worked with a brokerage house to help build a research department and training program for customer’s men. This man has also influenced a number of his best students in the direction of careers in investment analysis, stock brokerage, securities underwriting, and investment banking. When he teaches his course, he reflects the current thinking of the investment people with whom he comes in contact, as well as his practical experience. His courses are considered among the toughest in his school. He is admired by his students and has a high standing within the academic faculty as well as in the business community. Unhappily, I believe he is an exception. But his life and work do provide a model which others could well emulate.

A demanding curriculum, a first-rate faculty; what more might we lack? Talented students. Some young men I know consider a business school the refuge for students who cannot stand the academic pace elsewhere. Unfortunately too many bright young people everywhere put a business career well down the list. Some indictment is due businessmen here, for we have not always presented an inviting or inspiring picture. The libraries, movies, and television programs are full of tall tales about executive suites, big spenders, big talkers, price fixers, hard-nosed hogs, bulls and bears. But what is to be done to get a fair share of the best talent into business schools and into business? We can help—image creation, and all that—but you must do the job.

A business career is creative and one of great fascination, much more so, I think, than many students and many instructors realize. Young men can make a good living in areas other than business, and the demands from such areas are great. They look on government service, research, social work, as being areas of creativity in our society, rather than the commercial world. But you know, and I know, unless the business world creates gross national product with sufficient excess over subsistence needs, then these other endeavors are not really possible. The creation of business activity, the creation of investment wealth is the fountainhead of every free economic system. Those who have had a part in it over the past twenty or thirty years know of the intellectual challenge, the necessity for innovation and deep thought, the personal satisfaction that is a part of creative business activity.

We in business ask that you help us convey to your students, our sons, this challenge, this fascination, that a business career offers. As suggested throughout my comments today, you and your faculty first must learn of it yourself if it is to become a part, a way of life so to speak, of your required economics courses which are too often rather dreary and, therefore, discouraging to the student who might otherwise be stimulated to take the more advanced courses in this and related areas.

Economic power is a great weapon. Like any weapon, it is effective only where it is wielded by trained, intelligent men. Businessmen are interested in a great many things outside their businesses, other than the football team of their Alma Mater. The role of business in our economy is more clearly recognized today than ever before by political leaders, from the President on down. And the influence of businessmen is extensive in many areas outside business—social, artistic, educational, not to mention political. Bright, capable, and well-oriented people are a necessity in every endeavor.

Faculty, curriculum, students, all are essential ingredients in what you and I are interested in. But as important as these ingredients are, I believe that it can be said that they are not quite so important as the way or manner in which they are put together. And it is up to you deans and administrative officials to put these ingredients together interestingly, skillfully, and effectively, and get a better, even superior, product.



CHAPTERS

U. OF THE AMERICAS

IN THE BRIEF history of the University of the Americas "Rose" dances, never before has Delta Mu Chapter chosen a campus beauty comparable to Sandra Jenkins, this year's "Rose" Queen. Two weeks after this honor was given her, Sandy represented the fraternity at the University's annual Valentine Ball, in which her physical endowments were matched with those representing five other University of the Americas student organizations. She won this contest by a landslide and was crowned "Queen of the University of the Americas" by its president, Dr. D. Ray Lindley, an honorary member of Delta Sigma Pi. These were by no means the first times Sandy's beauty had won official recognition. Her most famous competition was in the renowned Sugar Festival in Louisiana, her home state, in which, after a four-day pageant, she was awarded second place out of forty candidates.

A highlight of the quarter came with Executive Director Charles L. Farrar's visit to Mexico City. Though it was naturally of an official nature, there was plenty of time for a city tour, bull fights, and a welcome banquet at the home of Brother Claudio Medalin.—HOWARD R. HOUCK

LOYOLA—New Orleans

DELTA NU CHAPTER at Loyola opened its rush season with a stag party on February 6, and closed it with an impressive dance held at the Constitution Room of City Hall. Between the two parties, on February 12, a professional meeting was held and all prospective neophytes were invited. Mr. Bob Ice of Merrill Lynch, Pierce, Fenner, & Smith spoke on securities and brought an interesting film. The net result of all this activity was 26 top-notch neophytes. They were formally pledged on February 16.

This took care of serious business for a while, since Mardi Gras was only 6 days later. This year the chapter rented a room in the Downtowner Hotel and had an open party from February 19 through Mardi Gras (February 22). On Mardi Gras day we had two Deltasig visitors from Milwaukee who were miraculously found somewhere in the crowd.

Pledge season is naturally the most important part of the fraternity year with the neophytes discovering how enjoyable it is to cater to the wishes of their future brothers. They are planning service activities and a money raising project. They will also sponsor the annual pledge-member party.

The "Rose" Formal will be held at the University Room of the Roosevelt Hotel on April 30 with Lloyd Alexander and his band handling the musical arrangements. Inside

information has it that the "Rose" presentation will be a repeat performance of last year. Miss Lauralee Horil will reign for another year as "Rose" of Delta Nu Chapter.

Our chapter wishes all of our brothers a successful summer vacation and hopes that many of you will visit New Orleans and the members of Delta Nu Chapter.—JEFFREY FIELDS



Brother Ricardo Delgado and his wife are shown here in their home in San Salvador, El Salvador, following the announcement by the British Ambassador in El Salvador that Richardo is one of 10 Latin American students selected to study at the London School of Economics. Brother Delgado is a member of Eta Chapter at the University of Kentucky.

KENT STATE

BETA PI CHAPTER at Kent State University had a very active Winter quarter. Among the professional activities was a tour of the Carling Brewery in Cleveland, Ohio. Besides learning how beer is made, the brothers had an opportunity to preview some new radio and television commercials developed by the advertising department. Our opinion was sought as to what impact these commercials would have on the buying public and the possibility of using the film for classroom instruction.

We also visited the Chrysler Stamping Plant in Twinsburg, Ohio. There we saw how sheets of steel are transformed into the body parts for automobiles. One of the speakers we had the privilege of hearing this quarter was Mr. David Parker of Merrill Lynch, Pierce, Fenner & Smith, Inc. from Akron, Ohio. He spoke on the buying and selling of stocks and bonds.

For Valentine Day, the chapter held a raffle and along with the donations of Dr. Robert I. White, President of Kent State University and Dr. Bernard Hall, Dean of

the College of Business Administration, we were able to give the children at the Akron Children's Home a Valentine Party. At the party, Beta Pi Chapter presented the home with a large movie screen and a check for \$120 to purchase athletic equipment.

We had our Monte Carlo Party this quarter with the theme being the Roaring 20's. As for sports, the bowling team is undefeated for the quarter and the basketball team was without a winning game.

We are presently remodeling the bathroom and kitchen at the house with the help of our present pledges. They are: Garry Beasley, David Evans, David Harnick, Garry Kerr, Larry Kenn, Richard Konet and Dick Lunney.

Our new officers for the year are: President, Garry Patla; Senior Vice President, Steve Snyder; Vice President, Robert Hall; Treasurer, Greg Price; Secretary, Ron Hughes; Historian, Bob Carter; Chancellor, Richard Weaver and House Manager, E. J. Kub.—RAYMOND MCAFOOSE

ROCHESTER TECH

SPRING IS HERE and with it comes Rochester Institute of Technology's biggest social event of the year, Spring weekend. The theme this year is "Showboat" and Epsilon Lambda Chapter of Delta Sigma Pi is in the midst of organizing their skit and booth. Last year we did very well with a second place over all in our class. This year with a little more spirit and determination we should win first in all competition. While we are retrospecting we would like to express our sincere appreciation to our last year's "Rose" Sally Morgat who gave up her throne to our new and charming "Rose," Miss Ellen Johansen. The crowning climaxed the evening of our annual "Rose" Dance held in February at the Party House and it could be added that the celebration was greatly enhanced by our swinging brother and his gracious wife, Mr. and Mrs. Bill Race who literally outdanced everyone on the floor. Professionally speaking we are planning several events for the Spring quarter including a lecture on the insurance business, its job opportunities and value in today's society, and possibly a trip to a local industry in the area. In conjunction with our Spring rushing program we will sponsor a professional event open to the School followed by a traditional social function for prospective pledges at the Treadway Inn in Rochester. Next year is not so far off and looking into the future we can see another good year coming up with all the brothers of Epsilon Lambda Chapter returning to school and remembering our pledge to our fraternity, alma mater, and fellow brothers.

—RICHARD J. PULLEN

SAN FRANCISCO STATE

THE SPRING SEMESTER here at San Francisco State College is going to be a busy one for the brothers of Delta Omicron Chapter. The semester got off to its usual good start with the handling of registration for all students in the School of Business, and the honor of a visit by Brother Ben Wolfenberger, field secretary.

Our Senior Vice President, Brother Don Krohn, has done an excellent job in the recruitment of prospective pledges. Our first rush was an introductory meeting. Here the rushees learned the who, the what and the why of Delta Sigma Pi. Brother William Niven, dean of San Francisco State's School of Business, is to be the speaker at our second rush, a professional dinner. After our third rush and the pinning of the new pledges, Pledgemaster Mel Robbins will take over. He has planned an excellent program for the education of the pledges.

Other activities for the semester include a tour of the San Francisco Stock Market, Delta Omicron Chapter's Birthday Party, a speaker from the Federal Mediation and Conciliation Service and the highlight of the semester, the annual "Rose" Dance.

Our newly elected Chapter officers are: President Bob Israel; Senior Vice President Don Krohn; Vice President Mel Robbins; Treasurer Bill Bisson; Secretary Tom Shelley; Chancellor Bruce Pohoriles; and Historian Perry Anderson.

Judging from the activities planned and the interest and enthusiasm of the Brothers, this semester is going to be an outstanding and profitable one for all.—PERRY L. ANDERSON

MIAMI—Ohio

ALPHA UPSILON CHAPTER at Miami University has been rebuilding their chapter this year and it is beginning to pay off as shown by our outstanding pledge class of 29. These 29 men have caught the spirit of true brothers and the actives think that they will help us develop the reputation of a great chapter and keep this reputation in the years to come.

Our first professional meeting for this trimester featured a very challenging talk by Frank Caughron of Olin Mathieson Chemical Company. Mr. Caughron spoke on career opportunities at Olin Mathieson and in the whole chemical industry. On March 8, D. J. Klekner of Republic Steel spoke on the steel industry and its challenge to the college graduate.

Mr. Klekner's talk was especially interesting since it followed our February trip to another steel company. All of the brothers who were able to make the trip to Armco Steel in Middletown, Ohio, greatly enjoyed the Open Hearth Furnaces and the hot and cold strip mills.

The chapter has been sponsoring a series of six educational films for the business students at Miami. The films seem to be greatly enjoyed and may become a yearly activity of the chapter. On March 10 we held a joint meeting with Beta Alpha Psi accounting fraternity. There were five industri-

al accountants on hand to give us an idea of the role of an industrial accountant in the modern corporation.

We are having a fine semester and hope to end it with a dinner dance in honor of our present pledge class who will soon be going active. We anticipate meeting our quota of 100,000 points in the Chapter Efficiency Index. We wish all our new chapters good luck in their drive for the top where all of our chapters should be.—JOHN R. MOATS

RIDER

BETA XI CHAPTER at Rider College held their first formal meeting of the second semester on February 8, 1966. The meeting opened with the election of officers. Those elected were: Richard Oelkers, president; Donald Davies, senior vice president; Thomas Hyland, vice president; Martin Stelling, secretary; Ralph Kreitzman, treasurer; Thomas Krokovic, historian; and John H. Heher, chancellor. The outgoing President Sean O'Neil then congratulated the newly elected officers and as his closing remark added that the success and future of Beta Xi Chapter seems inevitable if all the brothers strive enough for it. The new President then proceeded to conduct the meeting.

Committees were formed and the chairmen were selected. The chairmen of the various committees include: Rodney Owens, professional committee, and Mike Geiter, Public Relations. Donald Davies was selected to head the Chapter Efficiency Index and Kenneth O. Hassan was appointed as The DELTASIG Correspondent.

It was then decided that meetings would be held on the first Thursday and the third Tuesday of each month. In addition to the scheduled times, the Professional Committee will arrange to have noted guest speakers for a formal meeting whenever possible.

Brothers Heher and Batog, Beta Xi Chapter's representatives to "The Deltasig of the Year" luncheon, reported a good time was had by all.

Plans are in preparation for the annual "Rose" dance to be held on April 22, 1966. The affair is to take place at the Flagpost Motel. More on that later.

President Oelkers then concluded the meeting by reminding the brothers of their obligations to Delta Sigma Pi and expressed his fond desire for a fine year for Beta Xi Chapter.—KENNETH O. HASSAN

CHRISTIAN BROTHERS

HOMEcoming WEEKEND at CBC was a very successful one for the brothers of Epsilon Psi Chapter. Under the direction of Brother Jerry Schwartz, a homecoming display was erected that tied for second place in the display competition on campus. The display itself was a 27-foot-tall "Buccaneer" steering his pirate ship. In addition to the display, Epsilon Psi Chapter also distinguished itself by sponsoring Miss Connie Jo Anderson, our Chapter "Rose" in the Homecoming Queen competition. Miss Anderson repeated the performance of our 1964 Chapter "Rose," Miss Beth Ann Weischaus, by also being elected Homecoming Queen.

On behalf of the brothers of the chapter, we would like to extend a fraternal welcome to Zeta Xi Chapter, and best wishes for success in all of their endeavors. We would also like to congratulate two of our brothers on their recent marriages; Brother Steve Nowaskie to Miss Laura Jane Richardville, and Brother Carl LaPonte to Miss Beth Ann Weischaus.

A new faculty member was initiated into our chapter on January 9. He is Mr. B. K. Kakkar, a native of India. Mr. Kakkar received his M.B.A. at the University of Mississippi, and is at present working towards his Ph.D. We would like to welcome Mr. Kakkar with the same enthusiasm that he has shown towards the fraternity.

On February 9, Dr. Allen Granoff of the St. Jude Research Hospital spoke to the brothers of the chapter on the subject of hospital administration. A fifteen minute film on the research being carried out at St. Jude was also presented. The brothers found the talk, film and question and answer period most interesting and informative.

Pledging activity for the second semester is scheduled to begin on March 1st. Interest in the fraternity is at a new high with all the business students at CBC. It looks as if our second semester will be very profitable and successful for the chapter.

The last weekend in February will mark the second birthday of Epsilon Psi Chapter. Since we were founded on February 29, we will not officially be a year old until 1968. At that time we are planning to have quite a celebration.

On February 9, Epsilon Psi Chapter held elections for the second semester. Reelected were: Brothers Don Bezub, president; Bob Spotak, vice president; Jim Grobmeyer, treasurer; Rich Mackowiak, chancellor; and Art Schoombs, historian. New officers are: Brothers Jerry Schwartz, senior vice president; and Jack Kenney, secretary. It looks as if Epsilon Psi Chapter along with the rest of the fraternity is destined to have an extremely successful year.—JACK KENNEY

TEXAS CHRISTIAN

THE BROTHERS of Delta Upsilon Chapter have been busy during the past semester. Founders' Day was celebrated by a dinner and a dance. Between the two, Dr. Self spoke to us on "Our Future in Twenty Years." We initiated five new brothers last semester. They were Doug Stillwagon, Larry Warren, Pat Hyer, Bill Flanagan and Tom Sumner.

This semester we got off to a quick start under the leadership of Dick Heartwell, newly elected president. During rush we toured the General Motors plant in Arlington. Upcoming events include the "Rose" formal on March 12, a panel discussion on "What We Can Expect Upon Graduation," and a trip to Houston in April for a tour of NASA and a joint party with our brothers there.

We have recently pledged 10 future brothers who are hard at work raising money for the Houston trip. Also on the agenda is our annual beach party in May.—DAVE BOBBITT

SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota began its second semester with the election of new officers for the upcoming year. Everyone is confident that our newly elected leaders will do an effective job and help our chapter to continue its growth.

In terms of growth Alpha Eta Chapter has 51 actives and 19 new pledges. This is one of our largest pledge classes and we are hoping for great things from them.

Final plans are being made for our projects this semester. Our annual slave labor auction was held in April and shortly after this our spring car wash. The funds raised from these projects will be used toward our field trip. This year we will be going to Minneapolis and we want Deltasigs in that city to be on the look out for us.

Plans have not been laid for our charity project yet, but as in the past we are all working hard to provide some needy charity some financial assistance. The final activities of the Spring will be our faculty picnic and spring banquet.

Alpha Eta Chapter is looking forward to a very busy and rewarding semester. We are confident that we can once again achieve 100,000 points in the Chapter Efficiency Index as we have for the last eleven years.

—JIM ECKERMAN

ARIZONA

OUR RUSH PROGRAM, consisting of three smokers, has been an outstanding success this semester. Gamma Psi Chapter presently has 36 prospective pledges who are invited to our pledge luncheon at the Redwood Gay 90's on March 5, 1966. We are confident that these future pledges will be definite assets to the fraternity and will participate in all of the chapter activities.

Gamma Psi Chapter is presently making plans for the Arizona-Sonora exchange in which we will be host to a group of students from the University of Sonora in Mexico. Last year we were very fortunate to have been the guests of the University of Sonora.

Mr. John Evans, secretary of the Arizona AFL-CIO will talk to us concerning labor management relations. We have several

professional tours scheduled for this semester such as a tour of the Portland Cement Company and the Pepsi-Cola Bottling Company. One additional tour that we at Gamma Psi Chapter are looking forward to is the Titan Missile Silo tour which should be highly interesting. Proposed social activities include the pledge luncheon, a steak fry, and the Spring formal. Gamma Psi Chapter has a full schedule of professional and social activities planned for the Spring semester. We are highly confident that we will again obtain 100,000 points in the Chapter Efficiency Index.—VERNON BARR

MIDWESTERN

THE BIG NEWS on campus now is that Midwestern University's basketball team has advanced to the NAIA national tournament playoffs in Kansas City. Epsilon Zeta Chapter is especially proud of this fact in that one of four brothers on basketball scholarships, Jim Wall, is a starter. Pledge Benny Grill is also in Kansas City with the team.

Before it was decided that Midwestern would make the national tournament, the Indians had to win a play-off with Pan American College from Edinburg, Texas, 20 miles from Mexico. We invited our rushees to make the 600 mile trip from Wichita Falls to Edinburg. This was to promote brotherhood among the members as well as give the members and rushees a chance to get to know each other. It worked surprisingly well!

Midwestern, with no more than 3500 students, is keeping pace with the fraternity in its growth. In the past two years, Midwestern has enlarged and modernized its Student Center and bookstore, built two three-story dorms and is presently adding three additional stories to each and has built a three story library with room for ten years' growth. Almost completed is a new four story science building which includes a greenhouse and a closed circuit TV system. By 1967, we will have our own field house, seating 6000, including gymnasium, swimming pool, and separate departments for men and women. The business department should receive its IBM 1130 Computer shortly.

Midwestern is growing and Epsilon Zeta Chapter has met the challenge. We have pledged 15 future brothers—more than any of the four national social fraternities on campus. This pledge class seems to have more enthusiasm imaginable. There are no "duds" either.

A chicken farm is the next professional trip planned by our chapter. An alumni member has invited us to his farm which has 100,000 chickens. It has been completely automated to ease the work in raising the chickens. Should be quite interesting. Another trip we have in mind is the General Dynamics plant in Fort Worth.

Epsilon Zeta Chapter from Wichita Falls encourages visits to the chapter and our beautiful campus from all members especially those in nearby chapters. If a visit is impossible, correspondence from other chapters is welcomed and will be answered.—BARRY W. WEAVER

MICHIGAN STATE

ONCE AGAIN THE brothers are well on their way to obtaining 100,000 points in the Chapter Efficiency Index.

Gamma Kappa Chapter has elected its new officers for the coming year. Dave Farmer, president; Jeff Osborne, senior vice president; Robert Ossman, vice president; Ed Schrems, treasurer; Mike Morrison, secretary; Henry Cholewa, house manager; and Dale Sommers, chancellor. The new officers are well on their way to directing the Chapter to a successful Spring term rush.

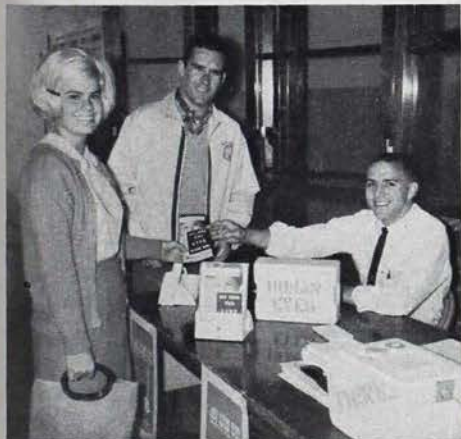
Plans were formalized for the William "Bud" English Scholarship Award. This award, presented in the memory of our late brother, will be given to the brother of Gamma Kappa Chapter who attains the highest grade-point average over a three term period. It will consist of a token which will dangle from the guard chain of the badge.

Professionally, we toured Fisher Body of Lansing and the W. K. Kellogg Company of Battle Creek. Both tours were extremely informative. Patrick Flanders, chief marketing analyst of Oldsmobile, spoke to us on the Toronado. Dale Redburn, head of reliability engineering of Olds, spoke on safety devices of the future.

Our athletic program has been very rewarding. The basketball team, coached by Ken Grossmann, enjoyed a 4-1 season. We also topped Alpha Kappa Psi in a non-league contest. Softball practice has begun and it looks like another good year in this sport.

Our winter term pledge season was a great success and from it we gained nine fine brothers: Stewart Bordman, Alan Erickson, John McWaters, Jim Meech, Bill Motz, Joe Owens, Joe Parish, Dan Smith, Tom Yoder.

The brothers are finding our newly acquired house a very fine asset. It has brought the brotherhood closer together and gives the brothers a central location for meetings. All in all, Gamma Kappa Chapter is on its way to becoming a greater part of Michigan State University.—DALE SOMMERS and RON STONEHOUSE



BROTHERS Ron Turner and Hank Young of Gamma Psi Chapter at the University of Arizona are shown here informing a coed about the Arizona Eye Bank. Also assisting with this community project are Hank Young, Ron Turner and Steve Vlahovich. Over 250 Eye donations were pledged to this community project.

WESTERN KENTUCKY

NOW THAT THE second semester of the year has begun at Western Kentucky University, the Zeta Theta Chapter has elected its new officers and laid out its plans for the coming semester.

Officers elected for the Spring semester were: President, Bobby Melton, Vice President, John Burt, Senior Vice President, Ken Roberts, Secretary, Jerry Givan, Treasurer, Bill Price, Historian, Mike Sears, and Chancellor, Bill McElhoney. These officers and the various committees are outlining a very good program for the brothers and for the prospective rushees.

At the first smoker there were over 20 rushees who heard Dr. William M. Jenkins, Jr., Dean of the College of Commerce, address the group on the purpose of a professional fraternity such as Delta Sigma Pi. Brother Jenkins also spoke of the new developments in store for the College of Commerce now that Western has become a University.

Pledgemaster John Burt impressed upon the rushees that a fraternity member should put into a fraternity as much as they expect to receive from it.

The rushees were also told about the professional meetings and the professional tours planned by Professional Chairman James Smith and his committee. There is one professional speaker and one tour planned for each remaining month of the semester.

With all of the plans of President Melton this should be one of the best semesters that Zeta Theta Chapter has had right down to the annual spring formal in May.—D. E. BURCHETT

SACRAMENTO STATE

EPSILON PHI CHAPTER of Sacramento State College is on its way to another record pledge class that will exceed last semester's record of 22, thanks to a fine effort by Larry Crother, senior vice president. Pledging officially starts March 13 when approximately 25 pledges will be given pledge pins during the pledge ceremony. The actives are getting into shape for the traditional pledge-active football game, with the losers paying for "refreshments" after the game.

Epsilon Phi Chapter lost several good men at the February graduation including Past President Ray Nielsen, Secretary Ed Ferguson, Ed Condon, Ron Grigsby, Ron Hottman, Jim Lincoln, and Dennis Sbarbaro.

Our main money making project last semester, administering a spending pattern survey on campus for a company out of New York, netted the fraternity \$150, thanks to a lot of drive by Brother Dave Harvey. Along with our newly elected officers, Dr. Danellis was elected as our new Faculty Advisor, along with Dr. Windeshausen who will act as co-advisor.

Professional Activity Chairman Al Enos has two field trips planned as of this time. A visit to Campbell Soup Company and Procter and Gamble are both slated for April. A number of fine speakers has been lined up for our weekly professional meet-

ings on Thursdays. Our Community Project Chairman, Bill Dosch, is making arrangements for Epsilon Phi Chapter to host underprivileged children, and is making arrangements for the brothers to contribute to Sacramento State's Blood Bank.

Social Chairman Dan Larsen has an adequate program for the Spring Semester including the initiation dinner-dance, the May 5 Chapter Birthday, and the annual Senior Recognition dinner. Dan has also entered our "Rose," Alice Barham, in the college "Playboy" dance and beauty contest.

Epsilon Phi Chapter is working for a closer affiliation with the Alumni Club. Tentatively, the Alumni Club and our chapter plan to go into San Francisco to see the Giants play a game during the month of May. We are also working for better student-faculty relations by co-sponsoring the second Student-Faculty get-together within the Business Department.

As of the December standings, Epsilon Phi Chapter was number one in the nation in Chapter Efficiency Index points, with much of the credit going to Chapter Efficiency Index Chairman Larry Crother. Because of the full professional, community, social, and athletic program that is planned for this semester, Brother Larry predicts that Epsilon Phi Chapter will finish first in the nation, come June.—JOE ATCHISON

NORTHWESTERN—Zeta

ZETA CHAPTER at Northwestern University closed its winter quarter program of professional meetings with an address by officials of Seno and Son. Among other interesting meetings during the quarter was an informal question and answer period with both the Dean of Men and the Dean of Students. Both of these meetings were highly informative, and excellently attended.

The successful social program climaxed with the "Rose" Formal, held this year at the River Forest Country Club. This year's "Rose" Buds were Miss Marie Wallace and Miss Diana Beczkalo. The Rose Queen was Miss Deanna Becker. Next quarter's social program will include the Plain Old Party, as well as the ever popular all-day party, traditionally held at Lake Geneva.

During open rush this quarter, Zeta

Chapter of Delta Sigma Pi more than doubled the size of its pledge class. This is the start of what is expected to be a highly successful open rush program.

Spring quarter will see brothers involved in many campus activities, as they were in Winter quarter. Winter quarter saw Deltasigma in prominent positions in the highly successful Dolphin Water Show, as well as Northwestern's Mock Congress. Spring quarter sees brothers in prominent positions with the WAA-MU show, the Freshman Carnival, and the May Sing program.—H. S. R. STEWART

WAYNE STATE

GAMMA THETA CHAPTER has completed a project which we believe is a truly meaningful endeavor, one that lends itself to use by others in the Brotherhood. This term Gamma Theta sponsored a musical show for the benefit of the American Cancer Society. It was entitled the "A. B. C. Musicale, A Benefit for Cancer," and featured some of the best entertainers from the Detroit area. The show ran for three days in the student union with a total of 858 students in attendance. A check for the net proceeds of \$153.19 was presented to the Honorable John Canfield, Mayor of Dearborn Heights, Michigan, the 1966 Crusade Chairman for the American Cancer Society, by Dr. James McCormick, Vice-President of Wayne State University.

The Winter term has been a productive one in other ways as well. The Brothers proudly crowned their "Rose" queen for 1966. She is Miss Pat Webster, a junior representing Delta Zeta Sorority. Professional events have included a luncheon with members of the Businessman's Advisory Council to the School of Business Administration, Wayne State University; a demonstration of I.B.M.'s latest computer system, the "360"; and a tour of the Hiram Walker Distillery in Walkerville, Ontario, Canada. The Brothers also won back the coveted Bucket Bowl from Alpha Kappa Psi, defeating them in basketball, 40 to 36.

On the more serious side, the Brothers had the pleasure of assisting the Sisters of Alpha Gamma Delta in raising funds for the Girl Scouts through a Scout Cookie bake sale.—RONALD J. BERRY



MEMBERS OF GAMMA PSI Chapter at the University of Arizona are shown here during a recent tour of the Tucson International Airport. The members are also shown inspecting the fire equipment at the airport.

COLORADO

ALPHA RHO CHAPTER successfully launched the spring semester with a business meeting on February 10. After the business was transacted the members heard a talk by Mr. Lee C. Ashley, first vice president of the First National Bank of Denver. Mr. Ashley spoke on "Branch Banking" and on "The Effect of Banking on the Community."

Each semester the chapter has one event which is especially anticipated. Last semester the major event was the "Rose" Ball which was held January 14. This year produced one of the largest turnouts that Alpha Rho Chapter has ever received. Everyone seemed to enjoy themselves as many danced well past midnight. The highlight of the evening was the crowning of the "Rose of Deltasig for 1966." This year's "Rose" was very beautiful and charming Lynn Hamilton, a sophomore majoring in Spanish. This year's "Rose" will be entered in the national "Rose of Delta Sigma Pi" contest which was won by Alpha Rho Chapter last year.

The event which is eagerly being anticipated this semester is the Spring Picnic which will be held either on the last Saturday in April or the first Saturday in May. The picnic will be held in the mountains and is assured of having plenty of food, beverage, and activities.

The chapter is currently in the process of pledging new members for this semester. Besides being a professional fraternity, the Alpha Rho Chapter is also a semi-honorary in the sense that a cumulative 2.5 grade point in business courses is required for membership. Invitations were sent out to all business students who met these qualifications. The formal initiation ceremony and dinner which was held March 20

was well attended by pledges and faculty and student brothers.

Fall semester graduation cost the chapter nine members including two officers. The chapter now has over forty active members, including new pledges. This Semester the officers of Alpha Rho Chapter are Pat Dougherty, president; Jack Towne, senior vice president; Bill Ragland, vice president; Larry Lane, secretary; Larry Drake, treasurer; Bob McHugh, chancellor; and Russ Bond, historian.—RUSS W. BOND

GEORGIA STATE

KAPPA CHAPTER at Georgia State College experienced a very successful winter quarter. The eight pledges initiated into brotherhood implemented the progress of chapter activities.

Ceremonies were held February 2, 1966, to break ground for the new Business Administration Building at Georgia State. Deltasigs participating were Brother George E. Manners, dean of the business school, Brother Eli Zubay, a faculty member, and Kappa Chapter President, Jerald Phillips, who extended the appreciation of the business school students.

Mardi Gras Day at Georgia State was celebrated February 25, 1966. Kappa Chapter was among the Greek letter fraternities to enter a booth. Brother Bob Rainey, chairman of the booth committee, Brother Lloyd Dosier, Brother Fred Chambers and several others did an outstanding job in putting the booth together. Pledge Ronnie Cobb contributed his artistic ability in painting the background of the booth. Brother Robert Jones used his salesmanship ability to keep the project from being a total liability. Our reward for the many hours of hard work

was a trophy signifying, "Best Concession for an Independent Group."

A weiner roast and dance took place February 26, 1966, at the Deltasig Lodge. During this festive occasion Brother John Boyle and Brother Larry Womack were thrown into the lake as a result of becoming engaged. As part of the activities, the pledge group presented an excellent skit. Several older brothers were portrayed in the skit.

During winter quarter our "Rose," Marsha White, was selected as one of State's "Ten Best Dressed Coeds."

On March 12, 1966, Kappa Chapter's Birthday party was held at the Deltasig Lodge. Brother John Webster, chairman of this function, did an excellent job in its preparation. Attendance was well beyond expectations. During this function the annual award of The Outstanding Deltasig of the Year was presented to Brother Clyde Kitchens. Brother Kitchens has been with us for a long time and his participation in Deltasig activities over the past year made him well deserving of this award.

Final activities for winter quarter were informal and formal initiation.—BOB W. DANIEL

RUTGERS—Beta Rho

BETA RHO CHAPTER at Rutgers-The State University held its first semester initiation at The Coronet Restaurant in Irvington, New Jersey on January 22. Guest speaker for the occasion was Mr. Bruce Steiner, professor of management at Rutgers University College.

On February 9th, the membership took a trip to Perth Amboy, New Jersey, for a tour of the American Smelting and Refining Company foundry. The brothers were welcomed by their hosts, Mr. S. Steifiuk, President of Federal Bronze Products, Inc., and R. W. Bailey of American Smelting. A lecture, given by Mr. Steifiuk, and visual aids explained and demonstrated the art of bronze casting and the different processes employed as well as the uses of the finished product in industry. At the end of the lecture, the group was guided through the four story plant to observe the modern installation in operation.

After touring the American Smelting installation, the group returned to Newark to visit the plant of Federal Bronze Products where they witnessed expert craftsmen performing the ancient process of sand-casting while Mr. Steifiuk explained the art.

The evening was culminated with a buffet at The Ramp Restaurant, another courtesy of Mr. Steifiuk and Federal Bronze Products.

Highlighting the coming chapter activities are: The pledging party and installation of new officers on April 13th; on May 7th, University College Day will be celebrated in New Brunswick in conjunction with Rutgers' 200th Anniversary Party; and an all day tour of the campus for the brothers and their guests is planned. The second semester initiation will be held on June 4th to close the activities for the year and bid the brothers a pleasant summer.—JOSEPH E. MARTINEZ



PRESIDENT QUINCY DOUDNA of Eastern Illinois University, third from the left, is shown here inspecting the State of Illinois flag recently presented to the University by Epsilon Omega Chapter. Participating in the presentation are from left to right, Timothy D. Gover, faculty advisor of Epsilon Omega Chapter, Robert Little, Jon Merz, President Doudna, Michael Kelly, Thomas Roberts, Richard Black, Roger Martin, and John Pajkos.

NEW MEXICO

GAMMA IOTA CHAPTER at the University of New Mexico, after two successful rush smokers, one of which was held at the home of our Regional Director, Warren Armstrong, is looking forward to a pledge class of 14 new members and a very successful semester in business activities.

Our Chapter Professional calendar consists of speakers from Quinn & Co., members of the New York Stock Exchange, a lawyer from a local firm and a speaker from the nearby Government Installations.

At the beginning of the Spring semester, we launched a successful program of chapter publicity with the posting of placards displaying Delta Sigma Pi as a Professional Fraternity, during which many of our brothers assisted in registration of new students in the School of Business.

We also would like to announce the installation of our new officers for the Spring semester of 1966, who are as follows: President, John Patton; Senior Vice President, John Elliott; Vice President, Tommy Robinson; Secretary, Richard Moore; Treasurer, Robert Barnes; Chancellor, John Rice; Historian, Bill Wells.

Gamma Iota Chapter anticipates a very profitable semester in all of its activities, and extends to all Brothers in Delta Sigma Pi success in all of their programs.—RICHARD E. MOORE

WESTERN STATE

MISS LINDA CLARK, the prettiest and youngest deputy sheriff in Colorado, wore the crown as the first "Rose" of the Zeta Kappa Chapter of Western State College, Gunnison, Colorado. Don Vickstrom, the chairman of the dance and social director, was Linda's escort and date. Highlighting this beautiful formal affair was a yellow sunburst with a unique center of red roses, created by Brother Robert Stevenson, chancellor. Mrs. Whitting, the wife of one of our business faculty, was one of Linda's attendants, accompanied by Miss Sue Diamond. The faculty, brothers, wives, and dates seemed very impressed with the first to our credit.

The previous weekend, Deltasigs were involved in professional field trips in Denver and Steamboat Springs. The tour through

Gates Rubber Friday evening was excelled only by the "reception" with the airline hostesses following. The next morning found us underground in the experimental mine of the Colorado School of Mines. Plans for other field trips and speakers are already completed for the balance of the year.

Since the last issue of The DELTASIG, the chapter has grown to 30 men, as a result of a formal initiation. We recently pledged six new business men who will be compiling an all school schedule of events to be published quarterly, as their pledge class project. Before their initiation towards the end of the year, they will also be participating in a new invention the Zeta Kappa Chapter will introduce to the college labeled Mud Day.—RICHARD SNEARLY

OHIO STATE

NU CHAPTER ACCENTED both its professional and social programs during Winter Quarter of 1966. The highlight of our professional program was an industrial exhibit sponsored in part by Delta Sigma Pi. The exhibit was held on campus on February 14 and 15 as a part of the celebration of the 50th Anniversary of the founding of the College of Commerce and Administration of The Ohio State University. The student sponsored exhibit highlighted the outlook for the future in each of the 17 majors offered by the College with the Bachelor's Degree in Business Administration. Delta Sigma Pi played a major role in the planning and execution of this project. We made arrangements for six major displays for the exhibit and provided a staff of actives and pledges who served as hosts for the duration of the two day exhibit. This was, of course, an excellent opportunity for us to promote Delta Sigma Pi and our Chapter's rush program.

Complementing our professional program was Nu Chapter's active social program, the highlight of which was the selection of Brother John Waldo as a finalist in the traditional Ohio State University Golddiggers Contest. This is just the opposite of a campus queen contest. For a change the girls elect a king and then take the boys to the Golddiggers Dance—hence the name Golddiggers. As a Golddiggers finalist John performed a short skit at most of the sorority

houses and girls' dormitories. John sang to songs at each house with a chorus line of trusty Deltasigs backing him up. We feel that win or lose this will be a major victory for Delta Sigma Pi since we were the only professional fraternity to participate in the contest. We all have our fingers crossed and are hopeful that John Waldo of Delta Sigma Pi will be chosen the 1966 Golddiggers King at Ohio State University.—DAN ALD J. CARRICO

Midwestern Region Holds Annual Basketball Tournament

Epsilon Chapter at the University of Iowa was privileged to host the 1966 Midwestern Regional Basketball Tournament on February 26, 1966. The purpose of the tournament is to give all the brothers of the Midwestern Region a chance to associate and compete in the true fraternal spirit of Delta Sigma Pi.

The weekend got underway Friday evening with registration and a party at Doe Annex in Iowa City. Accommodations for all the members of the chapters were arranged with the Old Capitol Inn in Corvallis.

On Saturday, the Midwestern Region was honored with the arrival of Grand President M. John Marko at the Iowa City Airport where he was met by representatives of the Midwestern chapters, Regional Director LaVerne A. Cox, Epsilon Chapter's first "Rose" candidates and was also presented with an engraved humidor from the Midwestern Region.

In tournament competition at the Iowa Field House, nine chapters competed for the trophy. Chapters from Creighton, Mankato State, Kansas, Washburn, Nebraska, South Dakota, Drake, Omaha and the University of Iowa competed in the tournament. In the final game, Beta Theta Chapter from Creighton University defeated Alpha Delta Chapter of the University of Nebraska 65-42 for the trophy.

A banquet was held Saturday evening at the Old Colony Inn in the Amana Colonies where 160 hungry brothers from the Midwestern Region feasted upon fried chicken, steak and ham served in the famous Amana family style.

Featured speaker for the evening was Grand President M. John Marko who spoke to the brothers about the "Spirit of Fraternity" and the importance of "The Development of Sound, Positive and Intelligent Leadership Generated by the International Fraternity of Delta Sigma Pi."

District Director James Dowis was introduced and then the trophies were presented to the chapters from Creighton and Nebraska by Regional Director LaVerne A. Cox. After the banquet, the brothers attended a party held in Solon.

The Midwestern Regional Basketball Tournament is an annual event and is instrumental in drawing the brothers of the Midwestern Region into a more closely knit unit and is a true exemplification of the concepts of friendship and brotherhood held by the International Fraternity of Delta Sigma Pi.—DAN SCHLAPKOHL



GRAND PRESIDENT M. John Marko is shown here addressing the members who attended the Midwestern Regional basketball tournament in Iowa City. Dr. William Mauer, Epsilon Chapter advisor, admires the engraved humidor presented to Grand President Marko at the basketball tournament for the chapters of the Midwestern Region sponsored by Epsilon Chapter at the University of Iowa.

WASHBURN

DELTA CHI CHAPTER has again expanded its activities on campus to put the fraternity name in front of the entire student body and the community. We kicked off the semester with a book exchange which grossed 1500 books and over \$7000 with a profit of over \$200. The publicity afforded by the exchange was a great success in reaching 40 to 50 per cent of the student body and making Delta Sigma Pi a common phrase on campus.

The schedule for Spring is overflowing with activities. To start the semester we had a speaker on The Auto Industry on the District Level. As the Semester progresses we will have speakers on the subjects: The Advantages of Having a Business Degree Coupled With a Law Degree, Public Relations, and Stocks and Bonds. Other professional and social activities will include a computer party, a field trip through the large aircraft industries at Wichita, Kansas, our traditional Business Day, and a "fairwell to seniors" banquet. The computer party has been programmed by our own Brother Sykes.

Scholastically Delta Chi Chapter is even farther above the fraternity average and we have pledged 14 men for Spring whose membership will greatly enhance the chapter and the fraternity.—JAMES H. LONG

LaSALLE

THE BROTHERS OF Epsilon Sigma Chapter are instituting many new programs and activities this semester as we strive for 100,000 points in the Chapter Efficiency Index. Although the 1966 Spring Term has just begun, we have been hard at work and have many achievements.

The most important event of the new semester, thus far, has been the election of officers on February 10. Brother Walt Migrala is our new president, succeeding senior Harry Pearce. Other members of the new administration are: Senior Vice President, Joe Kredatus; Vice President, Tom Murray; Secretary, Tom Lambinus; Treasurer, Drew Sacks; Chancellor, Bill Heron; and Historian, Dave Schenkel. New committees have also been appointed to aid the new officers with their work.

Our Spring rush program has been quite successful under the direction of Senior Vice President Joe Kredatus. Joe has revised the rush program itself to give the rushees a better opportunity to become familiar with the fraternity before they are given the opportunity to pledge. Brother Jerry Kelly, our social director, has also highlighted the rush program with many fine parties.

The professional committee has been very active and has scheduled two tours to local business firms in addition to inviting many interesting speakers to our campus. The first tour will take our Brothers to Leeds and Northrup in March, and the second will come in April with a visit to Edgcomb Steel.

On the Spring social calendar, we find the weekends are crammed with parties and special activities. The highlight of it all will be our April dinner dance, being held at the Riverton Country Club in Riverton, New Jersey.

Several Deltasigs have been quite active politically on the LaSalle campus. We are proud to support Brother Jim Kopaz in his campaign for Student Government president. Bill Herron and Bill Gallagher will also receive our support in the coming weeks as they seek election to class offices.

The Brothers of Epsilon Sigma Chapter want to congratulate Curtis N. Painter on his selection as "Deltasig of the Year," and are happy that we were able to attend the luncheon given in his honor on February 12.

In the months ahead we will be looking forward to another pledge period, working towards the fulfillment of our goals, and striving to score 100,000 points in the Chapter Efficiency Index.—JAMES RUBISCH

CINCINNATI

ALPHA THETA CHAPTER's social event of the year, the annual "Rose" dance, was highlighted this year by the crowning of Miss Barbara Burg as "Rose" Queen. Miss Burg, the Kappa Delta entry, was chosen from among 15 contestants. She is a junior, majoring in fine arts, at the College of Design Architecture and Art at the University of Cincinnati.

Alpha Theta Chapter has been very busy providing an active and interesting quarter for its brothers. Professional activities have included tours of Union Central Life Insurance Company and the Chevrolet-Norwood Division of General Motors Corporation. Speakers have been from the advertising and management areas, including the Chairman of the Board of Directors of Abbey Rents Inc., Mr. Stanley S. Slotkin.

Ten men have been pledged as a result of the spring rush period and will push the total number of new brothers of Delta Sigma Pi initiated by the Alpha Theta Chapter to 32. There have been attempts to introduce more activities in conjunction with the Cincinnati Alumni Club of Delta Sigma Pi, and several enjoyable evenings have resulted where functions have been combined.—JOE E. BLANKENSHIP



ALPHA THETA CHAPTER President C. Andy Belew is shown here dancing with the new Chapter "Rose," Miss Barbara Burg.

BOSTON U.

GAMMA CHAPTER at Boston University, College of Business Administration, having been reactivated last May, is currently planning a banquet for this Fall in observance of the Chapter's 50th anniversary. Invitations will be sent to Brothers at The Central Office, Chapter Alumni, who now number over 500, and Brothers from the local chapters in the Boston area. This event is expected to be the largest ever held at Gamma Chapter.

On February 5, nine pledges were initiated into the chapter as brothers. After the initiation, a dinner was held at the Parker House. The current rush program, under the direction of Brother Zakon, vice president, has begun on a most promising note. It involved three specific functions in less than a week. First, a general introduction to the activities of the local chapter; second, an informal party; and finally, an informal smoker. The success of the rush program can be measured in our presently having 20 pledges.

Gamma Chapter is also proud to announce that President Masse has been awarded the distinction of inclusion into *Who's Who in American Colleges and Universities* for 1965-66.—ROBERT E. DARBY

MINNESOTA

ALPHA EPSILON CHAPTER at the University of Minnesota is continuing to grow at a rapid rate. There are currently 35 active members, and, if all the pledges are initiated, there will be 50 actives. With one pledge period remaining, it looks as if this is going to be one of Alpha Epsilon Chapter's most productive years.

Because of our rapid growth in the past year and the increasing interest in Delta Sigma Pi within Minnesota's School of Business Administration, we are considering the possibility of getting a fraternity house. A committee has been formed to investigate the matter.

Dinners, parties, and professional tours have kept the fraternity busy. The speakers we had at our two monthly dinners this quarter proved to be entertaining as well as instructive. Mr. Allan Ruvelson, who is president of First Midwest Capital Corporation, talked about small business investments. Our other speaker, Dick Wilson, was from Campbell-Mithun Advertising Agency. He discussed the value of creativity and music in advertising as well as the value of creativity in any profession.

Our Chapter took advantage of Washington's Birthday by visiting the Minneapolis *Star and Tribune* newspaper offices. After touring the press area, we were given the opportunity to ask questions of three top *Tribune* executives. This question and answer session proved to be of great interest to all and we learned, in essence, how a newspaper was organized and run.

Alpha Epsilon Chapter has again volunteered to manage the business end of Campus Carnival. This is a social service project which annually raises over \$10,000 for scholarships.—GRANT WOOD

RUTGERS—Beta Omicron

THE SPRING SEMESTER of 1966 looks very promising to the Beta Omicron Chapter at Rutgers University. The Fall semester was concluded with the initiation of five new brothers: John DeMars, George Hillenbrand, Jim Neigherbauer, Keith Shutz, and Tony Bevilacqua. We are also proud to announce the initiation of a new faculty brother, Dr. John P. Cullity, a professor of economics at Rutgers.

Our Rush Smoker was held on February 23 and was a tremendous success with approximately 15 prospectives attending. Brother Sam Malangone provided the refreshments, an Italian dinner for all present.

Under the direction of Al Berger, our professional chairman, a series of five professional programs have been scheduled. The first professional speech on February 14 was extremely informative to the brotherhood. A speaker from IBM discussed the functions, future, and opportunities in his vast and growing company.

An extremely diverse and exciting social calendar has been set up by Matt Zebrowski, our industrious social chairman. Social functions include six house parties, three mixers, and the highlight of our social year, the formal dinner-dance on June 4 in honor of the former dean of the Business School, George Esterley. During the summer a picnic, house party, and beach party have also been scheduled.

Beta Omicron Chapter is well on its way to winning the coveted Inter-Fraternity Council All-Sports Trophy with undefeated seasons in basketball and table tennis nearly certain.—HARVEY M. GUTMAN

LOYOLA—CHICAGO

THIS YEAR HAS been by far the most active and productive that Gamma Pi Chapter has had since its organization. The effort exhibited along with the attitude of professionalism which the brothers demonstrated in last semester's "Orphans In Viet Nam" drive did much to enhance the position of professional fraternities and especially Delta Sigma Pi. As a result of this reputation Gamma Pi Chapter has acquired the fame of the "New Look On Campus."

Presently many of our brothers are lending their business know how and organizational abilities to several campus groups who are interested in having members of a business fraternity run the complex co-ordinating technicalities of anything from money making mixers to the annual Loyola Variety Show. We're doing great business here at Loyola University. Among the other professional events that we have planned for this semester are speakers from O'Malley and McKay, Insurance Brokers, and Leo Burnett, Advertisers. A proposed tour of the Inland Steel Works is well beyond the planning stage and past success with schoolwide participation has prompted us to open all our professional events to everyone.

It is rather evident that it will be difficult to balance our professional events with comparable social gatherings, yet this semester we have planned enough parties to keep the brothers more than happy as well as

pleasing the school with the famous annual "Bal Rose." As can be expected, the social event of this semester will be the much awaited Formal Spring Dinner-Dance. We must not forget that this dance is the occasion for the formal initiation of the new brothers which Pledge Master Jim Hynes has patiently guided through the perils of pledging. The success of such pledging will assure the continuing prominence and reputation of Gamma Pi Chapter at Loyola University.—VINCENT E. RANGEL III

TEXAS

BETA KAPPA CHAPTER at the University of Texas began its Spring semester activities with several informal parties. These were held at the apartments of Brothers Ray Simpson, Jim Evans, Riha and Ward, and Ray Hereford.

On Monday night, February 28, the First Smoker was held. Dr. K. J. Walraven, associate professor of Finance, a Deltasig faculty member, was the speaker. There was a fine turnout of prospective pledges. At the Second Smoker, held on the following Monday night, March 7, Mrs. Jerry C. Moore, Director of the Placement Office of the University of Texas School of Business Administration.

A Pledge Banquet was held in the Ambassador Room of the Villa Capri Restaurant in Austin on Friday night, March 11. It was held in honor of Dr. John Arch White, a Beta Kappa Chapter faculty member, who is the retiring Dean of the School of Business Administration. Hon. Donald V. Yarborough, a businessman-attorney of Dallas, Texas, who is on the Board of Directors of Infotronics, Inc. of Houston, Texas, and an alumni member of Beta Kappa Chapter (Class of 1933), gave the after-dinner speech.

Beta Kappa Chapter activities for the Spring calendar include a Stag Party, a "Rose" Dance (complete with band and Go-Go girls), a Round-Up Party (Round-Up is an annual event at the University of Texas which draws visitors and alumni from all over the state), a Picnic, an Officers' Installation Dance, and a Field Trip.

Beta Kappa Chapter has been very active this year in campus intramural sports, including football, volleyball, and baseball.

A special project is now under way in the chapter. An order has been placed for a four by five foot custom made banner. It incorporates the fraternity and chapter names, and the Deltasig Coat of Arms. The banner will be used to create a more formal atmosphere at meetings and other activities.

The chapter has voted to undertake a class ring sales project whereby chapter members will sell John C. Roberts rings on a cash down payment basis, with the chapter treasury receiving a set percentage. Participating members elected Brothers Bill Reese and Paul VanLandingham as sales managers.

Upon the resignation of the chapter's secretary when he withdrew from school, Brother Rob Sutherland was elected to fill the position.—CHARLES D. YARBOROUGH



GOVERNOR HAYDON BURNS of Florida is shown here purchasing the first pair of socks from Don Wilkerson, center, chairman of the sale, and Jack Bonino, president of Gamma Lambda Chapter at Florida State University. Gamma Lambda Chapter has initiated the sock sale this trimester to raise money for the fraternity fund.

DETROIT—Theta

THETA CHAPTER at the University of Detroit has recently begun pledging. By the time of this issue's printing we plan to have five new brothers—Horst Karl, Karl Gustenbrand, Tom Voelker, Dick Vogt and Ken Messerschmidt. The pledging activities are going well. A skit party, which has become a tradition, was held at the home of Ken Messerschmidt. Several special events highlighted the evening. Our Man "Swampy" once again escaped loss of title.

Horst Karl, the Skrewdriver, is going to be a special asset to the fraternity. He is 28 years old, married, and has three children. He is here from Germany on a scholarship from the German Air Force.

The executive board of our chapter was fortunate in being able to meet with Brother Tom Mocella recently. We were informed of plans for the next Regional Meeting which already sounds like a success. Roses were handed out but Theta Chapter didn't receive any because we had maintained our high standards rather than come up from behind. Plans for the Regional Meeting of 1968 are already taking place, with Detroit as the intended meeting place.

Our professional program this semester has included a tour to the Stroh's brewery (long in the planning stages), a tour of Ford Motor Company's Rouge Plant, several speakers on campus and possibly a tour of Chrysler.

Our social program has been well rounded with a mixer with Delta Zeta sorority, rushing and pledging activities, formal initiation, and the Communion Breakfast and election of officers. Our Spring Formal will be held at the Dearborn Inn. It should prove to be a very successful affair.

We of Theta Chapter extend our best wishes to Brothers Bill Harvey, Peter Bender, John Hogan, Kevin Heintz and Wally Burns for their recent successes in their relationships with the fairer set. Marriages, engagements, and pinnings are coming about rapidly.—KEVIN HEINTZ

GEORGIA

PI CHAPTER at the University of Georgia celebrated the chapter's birthday with a semi-formal dance which was held at Charlie Williams' Lodge. Many brothers, neophytes, and their dates enjoyed the gala evening. Thanks are in store for Brother Kramer who contracted a fabulous band for the event. The evening seemed to have hardly begun when it was time to make the dash to get our dates to the dorm. During the party, our industrious, though mischievous, neophytes relieved the use of our front door, giving the fraternity house a new air-conditioning unit in the heart of winter.

On February 21, the brothers and neophytes made a tour of Carling Company in Atlanta, which proved to be very rewarding.

Intramurals were rather slow this quarter. While participating in a scrappy basketball game, newly elected President Gordon Jones suffered a broken nose.

Our thoughts go with ex-president, Lee Olsen, who will be practice teaching during the Spring quarter. Lee guided us to a great year which saw the initiating of 7 new brothers. Initiates are Frank Elrod, Randall Pugh, Howard Montgomery, Bob Whitney, Smiley Weatherford, Lonnie Price, and Mr. Bill Chesshire of the faculty.

As we near a new quarter, we are anticipating a big rush function. A publicity campaign has been launched with the use of posters and concentrated visitation. Spring quarter will bring many tours, speakers, and social events, thus continuing one of our best years.—WILLIAM R. KUHN, Jr.

MANKATO STATE

EPSILON IOTA CHAPTER at Mankato State College has been enjoying the advantages of its new house as of last Fall quarter. The house has added a tremendous amount of fraternity spirit to our chapter as well as a central location for all of our events. Our second rushing program in the latter part of January yielded another 12 pledges to our present total of 43 actives. These pledges will be experiencing formal initiation very shortly. Professional Chairman, John Sonntag, has organized several interesting programs plus a tour of the Hubbard Milling Plant and another one at St. Peter State Hospital.

Epsilon Iota Chapter made it to Iowa City, Iowa, for the Midwestern Regional Basketball Tournament, with 26 brothers and pledges attending. The trip gave us great insight into our fraternity as a whole. The address and presence of Grand President M. John Marko was appreciated by all.

Our social activities were in full swing again this last quarter. We were lucky enough to have our candidates, Miss Mary Ayres and Brother Rod Youngquist, as royalty finalists in the Mankato State Snow Week. Also during Snow Week we won 1st place in the tug of war contest on Frost Day. Our chapter again won, to its distinction, 1st place (most thematic) snow sculpture for the fifth straight year. We held the traditional roaring 20's party again this year

complete with double breasted suits, spats, and other paraphernalia within the theme.

In the field of scholarship we have initiated several new programs in the hope of improving grade point averages. First, we are holding steak and bean feeds each quarter; steak for those who improve their grades from the previous quarter. Second, we have established scholarship teams of two brothers each, comparing the improvement, and awarding money to the best. Thirdly, we award money to the highest grades of each quarter for some well deserving brother in the chapter.

Presently, we look forward to excelling in the College Charity Carnival and also toward the 7th annual Luau late in May.—WILLIAM H. SACKRIDER

WAKE FOREST

GAMMA NU CHAPTER at Wake Forest College embarked upon an enthusiastic and well organized rush program for the second semester headed by Brother Squires, newly elected vice-president. The result was a fine group of prospective pledges. Gamma Nu Chapter was fortunate to have Brother Gaines Rogers, dean of the School of Business Administration at Wake Forest, as its featured speaker at the recently held smoker.

Our chapter officers for the Spring semester are: Doug Darmstaetter, president; James Long, senior vice president; I. R. Squires, vice president; Sam Safrait, secretary; John Garrity, treasurer; Nathan Alberty, historian; Jim Bolling, chancellor; and Doug Hunt, chapter efficiency index chairman. The Deltasigs are anticipating a high standing in the Chapter Efficiency Index with these newly elected officers in charge, and with the stepped-up pledge program.

The brothers of Gamma Nu Chapter are looking forward to a well rounded activity calendar. Scheduled are such outstanding speakers as Thomas I. Storrs, senior execu-



MISS CHRISTINE DRESSEL, representing Delta Sigma Pi at Monmouth College's Winter Carnival, is shown here with her escort, Epsilon Pi Chapter President Bruce Pleune.

tive vice president of North Carolina National Bank, I. R. Squires, senior partner with A. M. Pullen and Company, and Carman Blough, noted CPA. Industrial tours of the P. Lorillard Company and Western Electric have also been scheduled. Other activities include a dinner at the General's Club in Winston-Salem with Brother Dean Rogers, Tom Storrs, Wilson N. Brown and the officers of Gamma Nu Chapter attending. Heads of the Departments of the School of Business Administration of Wake Forest College will be the guests of Gamma Nu Chapter at this dinner.

The brothers are proud of their scholastic record which boasts an average well above that of the School of Business Administration. The brothers are also proud of their newly elected "Rose of Deltasig," Miss Nancy Cox, who will be officially crowned March 5. Especially proud is Brother Steinle who will be her escort.

Bob Newsome, newly elected co-advisor of the chapter, is heartily welcomed by all the brothers. A special vote of thanks goes to Leon P. Cook, co-advisor, for his continued assistance through times of personal hardship.—BUCK PATTON

MONMOUTH

EPSILON PI CHAPTER at Monmouth College is looking forward to a very successful Spring pledge class. Several of the brothers anticipate good results as they helped to distribute pamphlets and letters to all the freshmen as well as contact all our faculty brothers for recommendations of upperclassmen as potential prospects for Deltasig.

Our professional chairman, Dan Garreffa, has organized a well-rounded program for this Spring's activities. Faculty brothers and established businessmen from the area are scheduled to meet the brothers. Already, two brothers from the Business Administration Department, Mr. Collins and Dr. Langbein, have discussed topics that were unique and informative.

This year's annual Homecoming festivities were moved up to December because of the interest by the Alumni to return in the Spring. The efforts of the brotherhood were fruitful as evidenced by our two trophies. The first award was given to us for our determination and spirit that we showed in our labored restoration of the accidentally burned float. The second award came that night at the Winter Carnival dance when our candidate, Miss Christine Dressel, achieved the position of second runner-up in the contest for Winter Carnival Queen. As the Chapter "Rose," the brothers hope she will meet the standards for "Rose" of Delta Sigma Pi on a national basis.

Recently, several of the brothers traveled, for the second time this year, to the Alpha Chapter's rush party. The brothers from St. Peter's College and C. W. Post College were also in attendance. Some interest has been expressed from the brothers in our house for a Spring outing with these Chapters. Also, the brothers have planned a fishing trip with their dads and faculty brothers.—WOODY MEYERS

TEXAS TECH

THE BETA UPSILON chapter at Texas Tech proudly announces the initiation of 19 men into pledgship. We believe that this group is one of the best we have taken in several years and if all goes well it will boost our membership to over 70.

The beginning of the Spring semester brought the election of officers. The new officers included: Bill Nesmith, president; Arnold Phillips, senior vice-president; John Ray Wiggins, vice-president; Ron Dill, secretary; and Bruce Loughridge, treasurer. We have placed our confidence and trust in these men, and even now it is evident by their immediate action that they deserve the offices, and will serve admirably.

Our professional program, under the guiding hand of Danny Holubec, has received campus-wide recognition. This Spring Beta Upsilon Chapter is sponsoring its second annual Careers Conference in coordination with the Texas Tech faculty and the Placement Service. The ultimate objective of this conference is to try to acquaint the students of Texas Tech with the operations of several different companies. The program was a big success last year and we expect it to be even bigger this year.

Our social director, Robert Struve, is frantically trying to get ready for our "Rose" Formal. This event always highlights our social year along with our initiation banquet. Our "Rose" Princesses this semester are Miss Karon Butler, Miss Patti Merritt, Miss Mary Miller, Miss Chris Pate, and Miss Susan Rampy. The queen was chosen by secret ballot and will be presented to the chapter at the Formal. No matter who wins, Beta Upsilon Chapter will be represented by a lovely girl.—STEWART HUNDERE

NEW MEXICO STATE

EPSILON UPSILON CHAPTER at New Mexico State University is conducting a 1,000 volume book drive from February 21 through March 5. The purpose of this book drive is to help enlarge and improve the selection of current reading material in the New Mexico State Prison Library. All books are acceptable since the prison library has very few current volumes on any subject. After all the books that were donated have been collected, they will be packed and taken to the prison when the chapter takes a tour of Santa Fe, New Mexico, and the surrounding area. This tour should encompass such things as the State Legislature, the Governor of New Mexico plus any additional points of interest, keeping the whole tour in a professional atmosphere.

On December 12, 1965, Epsilon Upsilon Chapter at New Mexico State toured the Kennecott Copper Mines, Division of Chino Mines Inc., at Santa Rita and Hurley, New Mexico. Approximately 25 brothers made the trip. The brothers viewed the entire operation of producing copper. The operation started with the raw ore and was followed until the finished product was set onto the railroad, taking the copper to various manufacturers and different industries.

On Saturday, January 8, 1966, Epsilon

Upsilon Chapter held formal initiation for the fall semester. Selected new brothers were: Clyde Abe, Paul Black, Joseph Bertinetti, Richard Garcia, Joe Granucci, Don Hice, Kirke Johnson, Wayne Kido, Gary Slates. The formal initiation concluded that evening with a banquet honoring the new members. Guest speaker for the occasion was Mr. Harvey Jacobs of the Mass Communications & Journalism Department.—JOSEPH F. BERTINETTI

WISCONSIN

PSI CHAPTER has a full program to round out a full year. Evidence of this is the great possibility of our making first place in the Chapter Efficiency Index.

The professional program will offer a variety of functions. We will make use of films, something we have not done before. The highlight of the program will be a field trip to Chicago, where we will visit Kraft Foods and one other organization. These trips have always proved interesting, and the brothers are all looking forward to it.

We have initiated a public service project this semester. Psi Chapter and one of the campus sororities will sponsor an Easter egg hunt for retarded children. We hope this will improve relations between campus fraternities and the City of Madison.

As always, the social program is full of surprises, particularly for our dates. The pajama party is one of the foremost of the surprises. This is just what the name implies

—everyone wears pajamas. While not unique, it's a good event for a social calendar. We highly recommend you to consider it.

The formal will be the zenith of the spring program. This year it will be held at Alpine Valley Ski Resort, about 50 miles from the campus. In addition to the regular dinner and dancing, the resort offers a variety of sports from horseback riding to swimming. We also look forward to seeing many alums back for the day.

Dads' Day, an annual event, is slated for May. The central idea is to get fathers of the brothers over to the house for a full day of fraternizing. It includes a dinner, bowling, card playing, and a chance to show the fathers what their sons do at school. This is a very popular event with both fathers and brothers, and the parents leave the house with a very warm, fraternal feeling.

Psi Chapter is attempting to organize a "Miss Management" contest. This will be a beauty contest held in the spring. Marketing research projects are being run to see whether the event will be run in the commerce school or city-wide. If held in the School of Commerce, each of the thirteen organizations would submit a candidate, to be judged by a panel of professors. Some alums have expressed great interest at making it a city-wide event.

Psi Chapter does have a full program for this semester. We cordially invite any other chapters to take part in it with us, if they so desire. Just drop us a line to make the arrangements.—HANS BIBERSTEIN



SHOWN HERE ARE scenes of the initiation banquet of the first pledge class of Zeta Nu Chapter at Texas A & I in Kingsville, Texas.

DENVER

THIS YEAR HAS been a successful year for Alpha Nu Chapter. We are expecting to receive 100,000 points in the Chapter Efficiency Index. Our pledge classes have done fine. They have taken some responsibilities and they will be an asset to our chapter.

Our professional programs have been rewarding. We toured the Denver Stapleton International Airport and the well known May D & F department store. These tours were excellent.

Alpha Nu Chapter recently sponsored a major program for the Business Administration College. It was called, "A Master's Degree Information Program". The idea behind it was to provide a beneficial program for the campus. Attendance was high and the speakers were very good.

Scholastic wise, our chapter did very well. Our average was well above the all-men average for the last three quarters. Two of our brothers, Bill Buie and Ken Emerson, were elected to Beta Gamma Sigma, National Honorary Society.

When school closes for the summer, our membership should be about thirty. This is an accomplishment that should be given credit to our brothers for being so active. Our fraternity has grown since September and the responsibilities have grown also. Ken Emerson, our president, deserves the thanks from all of us for guiding us through our difficult times. We cannot overlook the work of our brothers who served so diligently on different committees for our fraternity.

I wish all our fellow brothers in chapters all over the country a pleasant summer.—VINCENT WU

SOUTHERN METHODIST

BETA PHI CHAPTER has recently finished with the successful initiation of our Fall pledge class and is now working with our Spring pledge class. Dr. Aaron Q. Sartain, dean of the School of Business Administration, is to become a brother along with our Spring initiates. Dean Sartain received his B.A. and M.A. from S.M.U. and his Ph.D. from the University of Chicago and is an internationally acclaimed educator and

businessman.

Our Chapter Efficiency Index Chairman has promised President Allen Kimberly that our goal of 100,000 points will be achieved and that Al will get his free life membership.

All of the brothers have been very enthusiastic about our increased social and professional programs. Through increased publicity, due in part to the fraternity's new sign in front of the School of Business Administration, participation and attendance have been at an all time high in our social and professional programs. Beta Phi Chapter has three excellent speakers each month, and we have just returned from our first Spring tour at the General Motors Assembly Plant in Arlington, Texas. The brothers joined Zeta Mu Chapter and the Dallas Alumni Club in celebrating Founders' Day at the Melrose Hotel in Dallas this past Fall. We are anxiously awaiting our annual "Rose Ball," Western Party, and Birthday Party this Spring.

The brothers welcomed Brother Charles L. Farrar to Big D and the Lone Star State this semester and were pleased to have him on our campus. Each member is enthused about the excellent year we are having and sincerely hopes all other chapters are also doing as well.—DAVID E. OTSTOTT

FLORIDA STATE

GAMMA LAMBDA CHAPTER at Florida State University pledged 31 new members this Spring trimester. This large pledge class has been kept busy with a wide variety of activities.

In the latter part of January, we sponsored a campus-wide sock sale. For two weeks the brothers and pledges visited fraternity and sorority houses, dormitories, and apartment houses in an effort to raise money for the "fraternity fund." The result, over \$600 net profit. Thanks go to Brother Don Wilkenson, coordinator of the sale. Any chapter interested in such a sale may write our chapter in Tallahassee, Florida for further information.

New Orleans was the scene of this trimester's field trip. Those places toured included the Federal Reserve Bank, Blue Plate Foods, American Can Company, National

Aeronautics Space Administration, and every inch of Bourbon Street. Brother Al Green had such a wonderful time that he came home empty handed. Brothers Rogers, Hackenburg, Lustig, and Kennedy found the trip very self-satisfying.

On February 11, Gamma Lambda Chapter held their Third Annual "Rose" Ball. Miss Vicki Palmer of Kappa Alpha Theta Sorority was crowned our new "Rose of Deltasig." Miss Palmer was selected over 17 other lovely Sorority girls.

After six years of dedicated service, our Faculty Advisor, Mr. Howard P. Abel, will take a one year leave of absence in order to earn his doctorate at New York University. Mr. Abel has shown tremendous devotion to Delta Sigma Pi, and to this chapter in particular. His absence will be felt.

On April 2, Gamma Lambda Chapter will hold its initiation banquet at the Holiday Inn.

DE PAUL

ON JANUARY 20, Alpha Omega Chapter initiated 12 new men into our Brotherhood. They are: Pete Benzinger, Greg Bork, Rich Brani, Larry Dionne, John Dooley, Terry Egan, Pete Heraty, Ken Krajci, Jim Larkowski, Jack Quinlan, Randy Shaw, and Jay Stieber, who was the recipient of the Best Pledge Award.

Our second semester smoker was held on Sunday February 20 at the Beta Chapter House, with 17 prospectives in attendance. Movies and slides of our chapter's activities were shown and our chapter scrapbook and trophies were exhibited. The guest speaker of the afternoon was Mr. Robert Hoefler, Alpha Omega Chapter's moderator. A "Well done" should go to our Senior Vice-President, Ed Maier, for the fine job he did on the smoker.

Alpha Omega Chapter's professional program has been very active during the second semester. Mr. Richard Schutter of Inland Steel's Finance Section addressed the brothers at our February meeting. At our March meeting, Mr. Robert McDunn of Carson, Pirie, Scott and Co. spoke on Retailing. Mr. Duke Morrison of Commonwealth Edison Co. was the professional speaker at our April meeting. On April 4, the brothers toured the International Harvester Plant in Melrose Park. Those who attended found it a very worthwhile experience.

Our social program has also been on the upswing during the second semester. In March we sponsored a mixer with Delta Zeta Sorority. In April the annual Mayhem was held at the Embassy Ballroom. The dance proved to be a success through the efforts of Ed Maier, executive chairman; Tom Carroll, adbook chairman; John Cynkar, publicity chairman; and Jim Larkowski and Jack Quinlan, ticket co-chairmen.

To sum up the 1965-66 school year, it can be said that Alpha Omega Chapter had a very fine year. We are confident that we can hit 100,000 points in the Chapter Efficiency Index. At this time I would like to thank all the brothers who made Alpha Omega Chapter a very good chapter. Also, I would like to wish a most pleasant vacation to all Deltasigs.—MARTY CALLAGHAN



THE FIRST PLEDGE class of Zeta Nu Chapter at Texas College of Arts and Industries, Kingsville, Texas, is shown here.

C. W. POST

ZETAOMICRON CHAPTER at C. W. Post College has been quite active since its installation last semester. On February 18, we went on a field trip to Bethlehem Steel Corporation. After a luncheon at the Hotel Bethlehem, we were taken on an interesting and informative tour of the steel plant, where we witnessed some of the many stages of production.

Our Spring semester pledge program is now underway. Early in February, we held two smokers during which we selected eleven men to pledge. The pledge period will run about seven weeks and will conclude with the formal initiation and banquet, scheduled to take place on April 30.

We invited Mr. Nathaniel S. Rosengarten from Ronson Corporation to speak to us on February 23 about opportunities in the field of marketing, with particular emphasis on the selling function.

We have completed our volleyball intramural schedule and have just started the basketball season, which will run into early May. Our first year in existence has been profitable in terms of active support by all the brothers.—BARRY LESSER

LEWIS

ZETA XI CHAPTER at Lewis College began the second semester with a rush party and accepting 21 pledges. The new neophytes participated in an eight week pledge period, followed by the initiation and a formal banquet.

In February the Brothers of Zeta Xi Chapter participated in the Lewis College Mardi Gras. Two booths were entered in the carnival—the “cane rack” and the “over and under” booth. Since this participation the Brothers have anticipated cooperation in the May Las Vegas Night sponsored by the College.

The month of March featured two outstanding activities by Zeta Xi Chapter. The first was the appearance of the Ramsey Lewis Trio on campus. The Brothers volunteered their services as ushers at this festive occasion.

Also in March Zeta Xi Chapter conducted the annual Chicago Educational Television, WTTW, fund drive. The project consisted of the canvassing of the Lockport area by all of the brothers and pledges. This project proved to be both charitable and enjoyable.

The professional committee sponsored four guest speakers plus a professional tour. The Brothers in attendance showed much interest toward broadening their knowledge in the field of Commerce.

The Brothers of Zeta Xi Chapter extend best wishes to our chapter's first “Rose of Deltasig,” Miss Kathleen O'Hara. Kathy was sponsored by Brother Milani.

Best wishes are also extended to the graduating Brothers of Zeta Xi Chapter. Even though they have been a part of Zeta Xi Chapter only since October 30, 1965, may they always remember, “once a Deltasig, always a Deltasig.”—ROBERT J. KEMPIAK

LIFE MEMBERSHIP

LAST CALL TO GRADUATING SENIORS:

It is still not too late for you to become a Life Member in Delta Sigma Pi at a *discount* rate.

Why not take advantage of the bargain price of \$40 right now?

Send your first payment to the Central Office today.

REMINDER TO ALUMNI BROTHERS:

If you have not already joined as a Life Member in Delta Sigma Pi, your fraternity urges you to become one.

We solicit your membership to perpetuate your active interest in the affairs of the fraternity.

Your joining as a Life Member will support the National Endowment Fund.

The cost is still but \$50. This may be paid in regular installments.

Won't you make out *your* check right now and mail it to The Central Office?

REMEMBER—ALL LIFE MEMBERS RECEIVE:

National alumni dues paid for life

The Deltasig magazine for life

A handsomely inscribed life membership certificate and a wallet card.

William W. Myers, Chairman
Life Membership Committee.

BOSTON COLLEGE

THE DELTA KAPPA CHAPTER has spent the first few weeks of the second semester organizing our plans for the coming term. Our program includes a speech by the Honorable John W. McCormack, the present Speaker of the House of Representatives. The entire student body of the University has been invited to the afternoon address. Professional Chairman Brother Tom Redgate has planned five meetings at which top business men from the Boston area will speak to the brotherhood.

It was a pleasant surprise to see some old faces at our last social affair last semester. Among the alumni returning were past President David Wilson, now with Dow Chemical; former Historian John D. Frechette now employed by U. S. Rubber; and David Schillpp, employed by Coca Cola.

On Saturday, December 11th, a Dinner-Dance was held at the Sherry-Biltmore in honor of the newly initiated brothers and our new faculty brother Rev. John D. St. John, S.J. The new brothers are: William Bates, Joseph Bonavita, T. X. Cronin, Sal DiMasi, David Driscoll, Chris Flynn, Edward Frazier, James Garafolo, Vincent Giordano, Mike Granwher, Kemp Hannon, Joe Hartigan, John Hoyle, Carter Hunt, John Journalist, Bill Kerivan, Tom Lee, Paul Lenardson, David McClean, Patrick Murphy, Robert Nurchinski, Duane O'Connor, William Stetz, Stephen Vozella, Paul Scarlata and Dennis Reardon.

Our Social Chairman Ric McKay has a few parties planned one of which is to be a Cape outing. Also in the works is Parents

Weekend under the direction of Historian Charles J. Palmer.

In closing the Brothers would like to extend their best wishes to the three brothers who were married during the past semester. They are Kevin Mahony, Dick Powers, and Mike Violante.—ROBERT SLATTERY

LOYOLA—Los Angeles

DELTA SIGMA CHAPTER is off to a fine start this spring semester. Two activities are at the forefront of chapter planning. One is the rush program. The other is Loyola University's annual homecoming.

Crucial to this chapter is the rush program. The Delta Sigma Chapter is top heavy with graduating seniors. Accordingly, Brother Tom Mestanyk is directing the most dynamic effort in chapter history toward eligible sophomores and juniors. All signs now point to a rewarding pledge class.

“Gay 90's” is the theme for Loyola's annual homecoming carnival. Delta Sigma Pi will be represented by both a lovely contestant in the Queen contest and a colorful booth on the midway. In past years the chapter has been successful in both endeavors. The Queen contestants have either won or placed in the Queen's court. The booths have been among the profit leaders and Delta Sigma Chapter thus expects to earn both recognition and dollars with its carnival endeavor which is being headed by Brother Mike Coy.

With a successful Spring nearly assured, the Brothers of Delta Sigma Chapter extend their greetings and wishes for similar successes to all of Delta Sigma Pi.—LOUIS R. FISHER

KANSAS

THE DELTASIGS of Delta Chi Chapter from Washburn University made the journey a short while ago to our campus. The date was February 15, and the occasion was to see Kansas' fine basketball team run over the opposing Missouri Tigers. A very fine time was had by all the members of Iota and Delta Chi Chapters.

Our chapter's membership roster is growing by leaps and bounds. A total of 15 were initiated recently in a ceremony and dinner held in our Student Union. One of our fine alumni gave the dinner address to 55 Deltasigs and Mr. LaVerne Cox, our Regional Director. Steve Frieson, our current rush chairman, reports that 25 prospective pledges attended the recent rush smoker held at the University.

Two events coming soon are held in great anticipation. Five members of our chapter are planning to attend the oncoming basketball tournament which is being held by the Deltasigs in Iowa City this year. Our entire chapter is looking forward to the tour of Armco Steel in Kansas City, Missouri, coming up soon.—HARRY G. WILES

DAYTON

DURING THIS SEMESTER a project was started whereby a loan was made to a needy student in Business Administration. Certain assets of the fraternity have been set aside for such a purpose, but this is the first time an actual loan has been given. A loan of a fixed amount will now be given annually to a needy student outside the fraternity.

Mardi Gras weekend was held on February 12 and 13. One of the activities was a bed race in which Delta Sigma Pi's "The Sleeper" took second place. "The Sleeper" was a go-cart decorated in the form of a bed.

Epsilon Tau Chapter was contacted by the dean of our School of Business Administration who asked us if we would help establish a Co-operative Grocery Store. The store is a part of the Dakota Street Project which was established to help the Negro communi-

ty of the Dayton area. The store will sell non-perishables at standard prices. This will be an economic help to the people who are now overcharged by local stores. The savings of the store will be put into an account in the consumer's name. The entire store and its establishment will be worked out by the fraternity.

The annual "Rose" dance was held on February 5 at the Christopher Columbus Hall. It was attended by the brothers, many alumni, and the faculty advisors. It started with a champagne party, was highlighted with the crowning of the queen, and ended with a gathering at the fraternity house. The queen chosen was Lynn Gerschutz, a sophomore in the Secretarial division of the School of Business Administration.—JAMES C. O'HARE

SHEPHERD

Epsilon Kappa Chapter welcomes Brothers John Warnich, John Williams, Norman Sites, Tommy Thomas, Don Snively, Dick Snyder, Calvin Whittington into the Fraternity. They were initiated February 19.

Epsilon Kappa Chapter held an initiation banquet February 19. Mel Brown and Ed Langer were guest speakers. Epsilon Kappa Chapter was formally placed in the Eastern region at this time. Little Brothers presented their big Brothers with paddles. Mrs. Dawn Massey, Brother Jerry Massey's wife, was presented with red roses upon the announcement that she would be the 1966 "Rose of Deltasig." The evening was concluded with dancing to the music of Brutus and the Romans.

Epsilon Kappa Chapter plans to tour the Federal Reserve Bank in Richmond, Virginia, in April. Several local tours of industry are planned. On February 28 members enjoyed listening to Edward Schrock speak on "Quality Control."

Epsilon Kappa Chapter wishes to thank everyone for their cooperation in helping us get in the Eastern Region. The Chapter would also like to thank Ed Langer for all the Fraternal help he has given us as our District Director in the East Central Region.

ARIZONA STATE

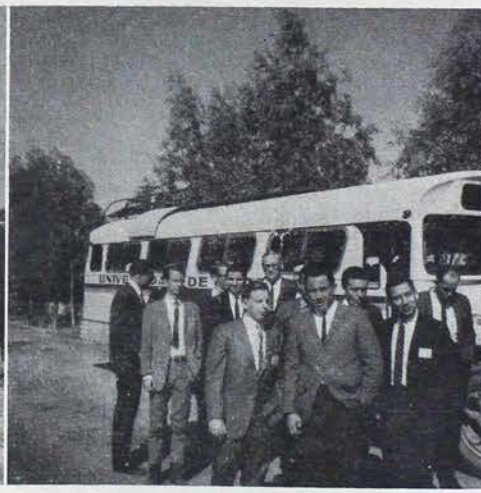
GAMMA OMEGA CHAPTER at Arizona State University had an initiation and banquet for the new brothers on January 8, 1966. There was a good turn out at the banquet which included alumni, present members, and new brothers. At the banquet Jerry Sweazea, the outstanding pledge, was presented a jeweled badge of the fraternity.

During February the professional meetings have featured Gary Pickard, who spoke on business in Mexico. He had been in the insurance business there for ten years. Others were Jack Reynolds, who works for American Airlines, who spoke on transportation; and William Carr, from the Office of the Small Business Administration in Phoenix, who spoke on the organization and function of the administration.

Nineteen members of the chapter and Professor Acevedo, a Spanish instructor at Arizona State University, went on an exchange trip down to the University of Sonora at Hermosillo, Sonora, Mexico. The exchange proved to be very interesting and educational, with tours of different businesses such as Portland Cement Plant, a retail store, a flour mill, a poultry farm, the University experimental farm, and a plastic industry. Another feature was a tour of the campus at the University of Sonora. Brother John Havland did an excellent job on the scheduling and arranging of transportation for the trip. Brother Larry Ashby, who speaks Spanish, helped out on the interpretation of their language.

Gamma Omega Chapter decided to have their ritual team give the initiation ceremonies for Gamma Psi Chapter at the University of Arizona. In turn, a Gamma Psi Chapter ritual team will give the initiation for our chapter.

March 2, 1966 was Business Day at Arizona State University. Brothers of Delta Sigma Pi helped with the different functions of the day. With the new semester started, our chapter is planning rush functions which include two rush smokers, a professional meeting, and a rush luncheon.—BILL BRYANT



MEMBERS OF Gamma Omega Chapter at Arizona State University continue the exchange visits with business students at the University of Sonora, Hermosillo, Mexico. Members of the chapter appear to be ready for breakfast prior to their industrial tours. The first stop is the modern Library and Museum of the University of Sonora. A stop at Mezquital del Oro, Latin America's largest poultry farm, completes the tour for these traveling ambassadors of Delta Sigma Pi.

DETROIT—Gamma Rho

GAMMA RHO CHAPTER at the University of Detroit is off to an excellent start for the Winter term of 1966. A first was achieved in the Fall Term by having every member of the executive committee on the Dean's Honor List in addition to over half of the brotherhood.

On February 5, the rush party was held at the Pick Fort Shelby Hotel, which resulted in five new pledges and one faculty member, everyone of whom is a potential asset to Delta Sigma Pi. Our pledge program is off to an excellent start through the hard work of Brothers Ted Fistler and Jim Dean. Initiation activities are set for Saturday, April 2, followed by an initiation banquet with a faculty member as the featured speaker.

Gamma Rho Chapter has been awarded 46,600 points in the Chapter Efficiency Index. This puts Gamma Rho Chapter first in the Central Region and seventh nationally. We should have no trouble meeting our quota in the Chapter Efficiency Index and anticipate a final score of 100,000 points.

Our social program this term includes the "Rose" Dinner-Dance, Outgoing Officers' Party, and a Family Picnic.

Tragedy struck Gamma Rho Chapter on February 3. Brother Roger Smith died at Martin Place East Hospital from injuries received in an automobile accident. A member for only two months, Brother Roger Smith was a loyal Deltasig. His death is a tremendous loss to Delta Sigma Pi. Funeral services were held on Monday, February 7, at Pontiac, Michigan—RALPH K. ERZ

CREIGHTON

THE MEMBERS OF Beta Theta Chapter at Creighton University once again have displayed their basketball ability by overwhelming all opposition in the annual Midwestern Regional Tournament. This is the 6th year in a row that we have succeeded in taking the championship. The team was led by "Moose" Coury, Rick Flynn, Joe Carpenter, Jim Kearney, Bernie Nave, Berger Cogie, Google Eyes, Rail and other talented hard-court ball players. The victory jaunt let Mankato State, Washburn, and Nebraska coast into the depths of defeat. The trophy was presented by Grand President M. John Marko.

Brother Pilgrim, senior vice president, is currently organizing our annual Career Seminar. This is an all university function in which seminars are held featuring outstanding businessmen in their respective fields. These areas of business include accounting, economics, finance, management, marketing, psychology, sociology, and the like. Success is anticipated through tireless hours of preparation.

Beta Theta Chapter is sponsoring a student dance on March 26th to be held in the Main Dining Hall. Brother Mike Spinharney has taken charge and is attempting to surpass last year's total profits in excess of \$250. This income will help cushion expenses for two business dinners tentatively scheduled to take place in April and May.

Our "Rose" Dance is to be held at the Diplomat Hotel, in the heart of downtown Omaha, on April 16th. Candidates for "Rose of Deltasig" are Peggy Warner, Sarah Lepo, Diane Moren, Mary Dell Lish, Sharelee Badiatto. The "Rose" Dance will be preceded by a cocktail party, and followed by a mixed slumber party.

We recently attended a business dinner at Peony Park sponsored by the Administrative Management Society (AMS). Feature guests were Don Schoeller, President of the Management Process Company, and Alfred Drucker, President of IBM Corp. A wonderful time was had by all, and the future establishment of a collegiate chapter here at Creighton was then discussed.—STEVE KELLENBERGER

EAST CAROLINA

DELTA ZETA CHAPTER begins a new decade of service May 21. An all time high number of brothers, forty, is an appropriate first for the start of our second decade. The chapter has served well the Brothers, Alumni, our College, Community and Delta Sigma Pi.

Our professional activities this past winter included speakers from DuPont Industries, Burlington Industries, and from the North Carolina Ports Authority. Field trips were made to a J. P. Stephens hosiery mill spinning operation, to a vast computer controlled Independent Groceries Association warehousing operation in Warsaw, N.C., and to the ultra-modern Burlington Industries plant and office complex at Burlington, N.C. Each of these opportunities enabled the Brothers of Delta Zeta Chapter to learn more of the complex world of commerce.

Social life in Delta Zeta Chapter was highlighted by our annual "Rose" Ball. We proudly crowned as our queen Miss Gloria Dare Welch, fiancee of past Chapter President James Robert Dickens. Both are from the Fuquay-Varina, N.C. area. The Ball was held March 18 at the Greenville, N.C. Moose Lodge and was a splendid success.

The Chapter eagerly looks forward to new challenges and new opportunities to learn, grow, and to serve the Brothers and the community.



PICTURED ABOVE are some of the members of Epsilon Omega Chapter at Eastern Illinois University during a recent tour of the Harris Trust and Savings Bank in Chicago. They are from left to right: Thomas Roberts, James Harper, Bruce Yergler, Michael Gunn and Timothy D. Gover, chapter advisor.

MARQUETTE

DELTA CHAPTER at Marquette is anxiously awaiting the arrival of the formal dinner dance which is the biggest event of our Spring social calendar. The annual extravaganza, to be held this year at the Pewaukee Country Club on Saturday, May 7, will be the highlight of a great three day weekend which includes a Bermuda party on Friday night, the dinner dance on Saturday, and a picnic on Sunday. Delta chapter "Rose" of 1966, Miss Jeanne Carr, will reign as queen of the dance. Congratulations and thanks to Brothers Joe Mann and Chuck Frankowiak for the fine organization and work which they have put in to make this year's dinner dance a sure success.

Congratulations should also be extended to brother Jerry Calderone who has been elected President of the Marquette student senate. This marks the third year in the last four that a brother of Deltasig has held this office. Congratulations also to Brothers Jim Trainor and Bill Grant. Jim is now serving as president of Brooks Memorial Student Union Council and was recently elected as one of two student senators to serve on next year's senate as a representative of the College of Business Administration.

We are also pleased to report that Brother Dan Ticcioni has been selected "Mr. Fraternity" at Marquette for 1966. The announcement was made at the Interfraternity Council Ball held on March 4. This is certainly a great honor for Dan and for Delta Sigma Pi at Marquette.

Our best wishes for success go to the forty brothers who will graduate this June. A plaque in honor of this "Class of '66" has been added to the decor of the house.—HARVEY SPODIENE

SAM HOUSTON STATE

EPSILON MU CHAPTER is once again enjoying a wonderful Spring semester here on the campus of Sam Houston State College in historic old Huntsville, Texas.

Officers leading us toward the anticipated 100,000 points in the Chapter Efficiency Index are: John Weaver, president; Walt Hargraves, senior vice president; Jerry Young, vice president; Philip Spitzer, secretary; Ronnie Carr, treasurer; and Tommy Lively, chancellor.

Once again, the Spring semester brought on a rush of activities that everyone enjoyed. The "Rose" Ball was the highlight of the year. Miss Linda Kay Smith was chosen to be our "Rose" of the year. She is a junior business administration major, member of Alpha Chi Omega and Phi Chi Theta.

Our field trip to Dallas and the surrounding area was truly enjoyed by all of the brothers here. The trip was arranged by Brother Jerry Hatton and we are very grateful to him for his efforts.

A Spring picnic, chapter birthday, and initiation of 18 new brothers brought this academic year to a close. We hope that all of the chapters have enjoyed the success that we have enjoyed here at Sam Houston State.

MISSISSIPPI COLLEGE

ZETA IOTA CHAPTER at Mississippi College recently received 18 outstanding business students into the brotherhood of Delta Sigma Pi. At an impressive rush party, held in the business and economics building, President Charles Cartee, and the brothers of Zeta Iota Chapter introduced these fine men to the program and purpose of Delta Sigma Pi. After successfully completing pledge training all of these men were found worthy of membership in Delta Sigma Pi.

The brothers of Zeta Iota Chapter were privileged to be addressed by Mr. Fred Adams, of Mississippi, voted one of the ten most outstanding young businessmen of America, by the National Junior Chamber of Commerce. Professional activities for this semester were highlighted by two of our field trips. The brothers of Zeta Iota Chapter toured the brokerage firm office of Merrill Lynch, Pierce, Fenner, and Smith, in Jackson, Mississippi. A most interesting tour was that of the B. C. Rodger's Poultry Processing Plant, of Morton, Mississippi. Mr. Rodger's corporation is the largest poultry processing plant in the world. These are but a few of the activities that help to make Zeta Iota Chapter a growing unit in Delta Sigma Pi.—GARY A. HOUSTON

MISSISSIPPI

AS THE UNIVERSITY of Mississippi recovers from first semester exams, we of Delta Sigma Pi have moved into activities and events scheduled for the Spring semester.

The professional programs, which ended for the first semester with a Christmas banquet highlighted by a talk by Jackson, Mississippi, Banker J. T. Brown, were renewed in February with an address by Perrin C. Caldwell, president of North Mississippi Insurance Agents. Plans at the present time include dinner meetings on the first Monday of each month.

Alpha Phi Chapter's rush program, set up by Senior Vice President Fred Bourn, this year has been one of the best in recent years. First semester, we initiated twenty new undergraduates and one faculty member, Dr. Ben B. McNew, Acting Dean of the School of Business and Government. We hope to continue to succeed in our efforts to increase our undergraduate membership and also to gain increased interest and support from Ole Miss faculty members.

This spring the business school will hold Commerce Day and it will be co-sponsored by Delta Sigma Pi in cooperation with the School of Business and Government. Brother Jimmy Love, president of the School of Business and Government, announced that Commerce Day will feature outstanding businessmen from our own state and from throughout the nation to speak to the Ole Miss business school students. Commerce Day is scheduled for the third week in April.

We of Alpha Phi Chapter believe that the period now before us will be one of the most successful in our history.—MORRIS J. KEESSE



THE OFFICERS of Epsilon Chapter at the University of Iowa are shown here at their recent rush meeting. Members in the photo are from left to right: Gary Dickensen, Vice President Charles Koberg and President Lee Lawson.

SOUTHERN MISSISSIPPI

GAMMA TAU CHAPTER started the Spring quarter with a new slate of officers, and we are looking forward to the 1966-67 school year. New officers are Stevie Sims, president; Ken Sayers, senior vice president; Brad Castleberry, vice president; Ken Litton, secretary; Gene St. Andre, treasurer; Lynn Patterson, chancellor; and Don Combs, historian. Mr. James M. McQuiston is Advisor for the fraternity and Dr. Joseph Clements is Speaker Coordinator.

The following young men became new brothers of Delta Sigma Pi as the result of Winter quarter initiation: Don Burkett, John Jones, David McIntyre, Frank Pinnix, Mack Pitts, Stewart Ramsay, Tommy Rose, Dudley Slay, John Stubbs, Jerry Tharp, Harry Turpin, and Jack Yuran. The outstanding pledge was David McIntyre.

Gamma Tau Chapter was proud to hear that Brother Ray Crawford gained national recognition as being the number one salesman in the college division for the Rio Grande National Life Insurance Company. Brother Crawford is just one of many brothers who participates in the business world.

In keeping with professional activities, our chapter had as its guest speakers Professor Martin P. Wehling of St. Louis University, a former Gamma Tau member at Southern, and Don Kingery and R. R. Dunning from Hercules Powder Company. Also, we made several field trips during the Spring quarter.—KEN LITTON

NORTH CAROLINA

ALPHA LAMBDA CHAPTER began this semester with a small but very successful rush. We had seven boys pledge our chapter. They are Dick Yarborough, Clarence Floyd, Bill Rogers, Bill Scurry, Clark Egeler, Robert Lowery, and Larry McAdams. We are looking for some fine work from these pledges and for some good future brothers.

On February 24, Brother Vadovsky visited our chapter, and on this date we elected new officers. They are Mike Herndon, president; Ron Barden, senior vice president; Bill Clark, vice president; Tom Hyatt, secretary;

Page Winchester, treasurer; Fletcher Wright, House Fund treasurer; Dave Hall, chancellor; and Frank Potter, Historian. These men have a lot of hard work ahead of them, and our chapter is behind them 100 per cent.

The big project for our chapter this semester will be the purchase of our chapter house. We have started our fund raising campaign and our projects directed toward raising the necessary down payment. If all goes as planned we hope to have the necessary money when this school year ends.

Three of our brothers completed their years at Carolina in January. We wish Ed Adams, John Myers and Howard Wrench the best of luck in their business and personal lives and much success.

We would like to congratulate Brother G. C. Petree who was selected "Outstanding Deltasig" of 1965 for our Chapter.

During rush several alumni from the Greensboro Alumni Club came to visit us. We appreciate their visits and the help that they gave us in rush. We hope that many more of our alumni will come to see us whenever they have the opportunity. Our doors are always open and we welcome you.—FRANK POTTER

MISSISSIPPI STATE

GAMMA DELTA CHAPTER came through with the big punch this spring as it pledged 25 outstanding students at Mississippi State University. Under President Larry Broadhead and Rush Chairman Bobby Walker, Gamma Delta Chapter has now more than doubled its quota for pledges during the 1965-66 school year. Rush parties featured a panel of Deltasigs who explained the purpose, functions, and benefits of being a Deltasig. After the discussion a number of questions were fired at the panel, who were prepared with the right answers. The result is a tremendous prospect for a bigger and better Gamma Delta Chapter now and in future years.

On February 15, Gamma Delta Chapter was proud to present Archie K. Davis, President of the American Banking Association, to the student body of the College of Business and Industry. Brother Dean W. Colvard, president of Mississippi State University and Brother Walter Gomel, president of the student body of the College of Business and Industry, formed the cordial welcome committee for Mr. Davis. He delivered a most interesting speech concerning the rapid growth of the South Central section of the United States, and presented some astounding forecasts for the area based on economic research.

Gamma Delta Chapter has big plans for later this spring as Mississippi's Secretary of State, Heber Ladner, and Mississippi's Attorney General, Joe Patterson, have been scheduled to speak to the chapter. Also, on the calendar is the annual "Rose" Banquet and proposed plant tour. A project aimed at increasing the financial prosperity is taking shape and is rated as a "can't miss."

To sum up the situation briefly, Gamma Delta Chapter at Mississippi State University has gone "boom"!

WESTERN RESERVE

AT THE JANUARY initiation of Beta Tau Chapter, the following new active members were initiated: William Gottschalk, William Cummins, Walter Copeland, Jerry Theus, John Kaiser and Franz Pussel. Following the Beta Tau Chapter policy of bringing new members into executive responsibility, Brother Kaiser was elected vice president; Brother Copeland, secretary; and Brother Cummins became everybody's hero as social chairman.

Other officers elected for this semester are Ted Diego, president, Tom Korn, senior vice president and Dennis Amato, chancellor.

Miss Nancy Lane Templeton has been selected by the brothers to be this year's "Rose of Deltasig." Miss Templeton, pinmate of Brother Terry G. Pasqualone, will be honored at the annual "Rose" party on March 19.

President Ted Diego has made rush reorganization the prime situation now facing the chapter. A committee composed of the pertinent officers and more rush experienced members has met to evaluate and reconstruct the program. Rather than broadly rushing the entire business school, the chapter will rush more intensely a smaller, more selective group. It is believed this more efficient and selective rush will help familiarize prospective members of the merits and advantages of Delta Sigma Pi. This rush program consists mainly of a "Meet the Deltasigs" smoker at Brother Don Bellante's home; a professional meeting featuring a guest speaker from the Cleveland Electric Illuminating Company; and the "Rose of Deltasig" party.—TERRY G. PASQUALONE

LOUISIANA TECH

BETA PSI CHAPTER at Louisiana Tech initiated 20 men on January 9, 1966 into the fraternity. The new actives are Sydney Boone, Thomas Bridges, Jack Byrd, James Fuller, Robert Goodwin, Gary Gordon, Danny Griffin, Craig Henderson, Joseph Hough, James King, Stanley McGee, Frank Miller, George Simonton, Ronnie Timmons, Charles Watson, John Gray, Phil Guthrie, Ronnie LePoint, Lynn Stevens, and Donn Tarter. A banquet was held following the ritual, at which James King was cited as the outstanding pledge. The speaker for the evening was Dan Wigley, District Director of the South Central Region.

Spring rush for the chapter was held on February 18 and 24, with 20 rushees in attendance. On March 3, 16 men were pledged. Mr. Kenneth Fox, a faculty member, also pledged to the fraternity. We are sure these pledges will be an asset to the fraternity. This semester we also received Mr. John A. Dominick as faculty advisor, replacing Major James Webb of the Air Force ROTC.

Among the spring activities we have discussed is the annual "Rose" banquet to be held in Monroe this year. It will be held on Friday evening, April 29.

At our first professional meeting of this semester we had the privilege of hearing Field Secretary Ben H. Wolfenberger.

Activities for the spring semester will be conducted under the capable leadership of Woody Reeder, president; Ronnie Stewart, senior vice president; Billy Hutchens, vice president; Bill Enis, secretary; Stanley Hays, treasurer; Randy Hogan, historian; Bobby Copeland, Chapter Efficiency Index chairman; Dickie Lewis, chancellor; and Don Brunson, Ritual chairman—Robert Goodwin and Charles Watson.

IOWA

EPSILON CHAPTER at the University of Iowa got well underway for the Spring semester with its new administration led by President Lee C. Lawson. Other officers are: Jerry Lamp, senior vice president; Chuck Koberg, vice president; Bob Jensen, secretary; Roger Burken, treasurer; Dan Schlappkohl, chancellor-historian and Dave Moore, Chapter Efficiency Index chairman. Paul Powers, president for the Fall semester, was elected President Emeritus serving in an advisory capacity and continuing the active leadership we have had in the past in our social and professional programs.

The Spring semester was initiated by the recruitment of prospective rushees. In the recruiting process, a booth was maintained during the two day registration period where prospective rushees were informed as to the professional and social program of Epsilon Chapter. Correspondence and an informal smoker followed, and these activities resulted in 47 prospective rushees showing interest in Epsilon Chapter.

On February 9, the five "Rose" candidates were presented to Epsilon Chapter. The candidates are: Sue Junge, Sally Hildreth, Connie Corcoran, Sara Horstman and the Epsilon Chapter "Rose of Deltasig," Carol Bunn, Miss Muscatine of 1965 and a finalist for the crown of Miss Iowa.

On February 16, the first professional meeting was held when J. H. Allen of

Quaker Oats presented to Epsilon Chapter members and prospective pledges the basic aspects of management, marketing and financial theories and practices of the Quaker Oats Corporation.

On February 22 and 23, Epsilon Chapter took an active part in the planning and coordination of the 23rd Annual Business Careers Conference, where top echelon personnel from all aspects of the business and industrial world gave helpful advice to all business students of the University of Iowa.

On March 1, Epsilon Chapter will again be honored with a visit from Regional Director LaVerne A. Cox. Guest Speaker for the Banquet will be Robert S. Ray, vice president of Iowa National Mutual Insurance Company who will elaborate upon the "Operation Iowa Native Son" program, of which Mr. Ray is Executive Director.

On March 9, formal pledging ceremonies will be held followed by a business meeting for actives. The first pledge meeting will be March 16 with a professional meeting following. The Spring semester's industrial tour will take place on March 19 with all the brothers and pledges of Epsilon Chapter going to the DuPont Administrative and Industrial Complex at Clinton, Iowa. Pledge meetings are again scheduled for March 23, 30 and another on April 13 followed by a professional meeting and film. April 20 and 27 are scheduled pledge meetings, with the business meeting to be held on April 27.

The goal of all Deltasig pledges will be attained May 15 when initiation will be held in the Iowa Memorial Union. The last business meeting of the year will take place on May 18, when the chapter will elect new officers to serve when the brothers return for the Fall semester. The semester will be rounded out with a Spring picnic held on May 21, when all the brothers of Epsilon Chapter will gather to celebrate the chapter birthday.—DAN SCHLAPKOHLE



PAST REGIONAL DIRECTOR Burrell C. Johnson, left foreground, is shown with members of Zeta Rho Chapter during the installation ceremonies at the Cabana Motor Hotel in Palo Alto, California.

TEXAS A & I

ZETA NU CHAPTER started off the spring semester with two well attended smokers. We pledged 15 good men in the Beta class. Spring initiation is scheduled for April 2, following which the members will attend the Lantana Coronation and Ball, the social event of Texas College of Arts and Industries for the Spring semester.

President Forbes Baker and Chancellor Frank Bain were selected for *Who's Who Among Students in American Colleges and Universities*. President Baker, Vice President Bob Butts and chapter "Rose" Sandra Felder made a 4.0 average for the Fall semester. Zeta Nu Chapter's average for the Fall semester was 2.54 compared to approximately 2.0 for the school.

Our speakers for the Spring professional meeting will include Dudley Haas, Dr. Jack Clark, and Brother Frank Rommanelli, an alumni of Gamma Kappa Chapter. Zeta Nu Chapter's first "Rose of Deltasig" Ball will be held late in April.

Senior Vice President Pete Malek recently became the chapter's first Life Member. The members are striving for 100,000 points in the Chapter Efficiency Index to set a precedent for future members. May and August graduation will find 21 of our members receiving diplomas.—HOWARD E. WHEELER

PENNSYLVANIA STATE

ALPHA GAMMA CHAPTER at the Pennsylvania State University has become a thriving organization since the last issue of *The DELTASIG*. President Joe Kiedaisch with the guidance of our executive committee has done a notable job of organizing this term's activities. Through increased chapter publicity and work projects we hope to give new life to the fraternal ties among the undergraduate brothers and the Deltasigs of the faculty of the College of Business Administration.

During this term we have had two noteworthy speakers at our professional meetings. Mr. George Bartlett, director of college recruiting at Crucible Steel Company, spoke to us about our future careers—what we should expect from today's business world and what will be expected from us as college graduates. Brother David H. McKinley, associate dean of the College of Business Administration, gave a talk to the chapter about the history and future of our College of Business Administration. After the talk Dean McKinley answered questions from the brothers about such topics as graduate school at Penn State and the relative status of Penn State's College of Business.

Alpha Gamma Chapter's most important project this term has been to pledge 11 new members. Their most important project has been to begin a statistical survey of business students at Penn State; the second half of the survey will be completed by our Spring pledge class. All in all, the future looks bright for Alpha Gamma Chapter.—JAMES C. SCHNELL

ILLINOIS

UPSILON CHAPTER at the University of Illinois is well into its second semester and this one is turning out to be the best yet. Our two rush smokers were complete successes with Dean Paul M. Green speaking at the first and Professor Lloyd DeBoer addressing us at the second. Because of the tremendous job done by Senior Vice-President Don Patz, we have pledged 21 neophytes.

Our field trip to Hiram Walker Distilleries was a smashing success and the Brothers are anxiously awaiting our next one to Staley's. Upsilon Chapter has also completed a "Card Party." A good time was had by all.

The Chapter is looking forward to our dinner-dance which will be held soon. The dance last semester was a complete success and this year's dance is shaping up to be big-

ger and better. Brother Tony Stepper, social chairman, has indicated that there will be a big turnout.

On May 22, we will hold our initiation ceremony. This will be followed by a dinner banquet at the Moose Lodge. If it is anything like our last one, it will be a rousing success. Meanwhile all the Brothers are anxiously awaiting for that long summer break.—STEVEN ZIPKOFF

INDIANA STATE

WE RECENTLY HELD our "Rose of Deltasig" Dance at the Phoenix Country Club. Miss Donna Ray reigned as our "Rose" and she was attended by Miss Donna Hanson and Mrs. Gene Jaynes.

On our last professional tour, we toured the Indiana National Bank in Indianapolis. Most of our brothers were thoroughly amazed by the internal workings of a full service bank such as INB.

The highlight of our professional activities for this semester will be the Student Marketing Conference. Delta Tau Chapter, together with the College Relations Committee, is sponsoring the conference. The conference will include several addresses, panel discussions, and will be concluded by a question and answer session.

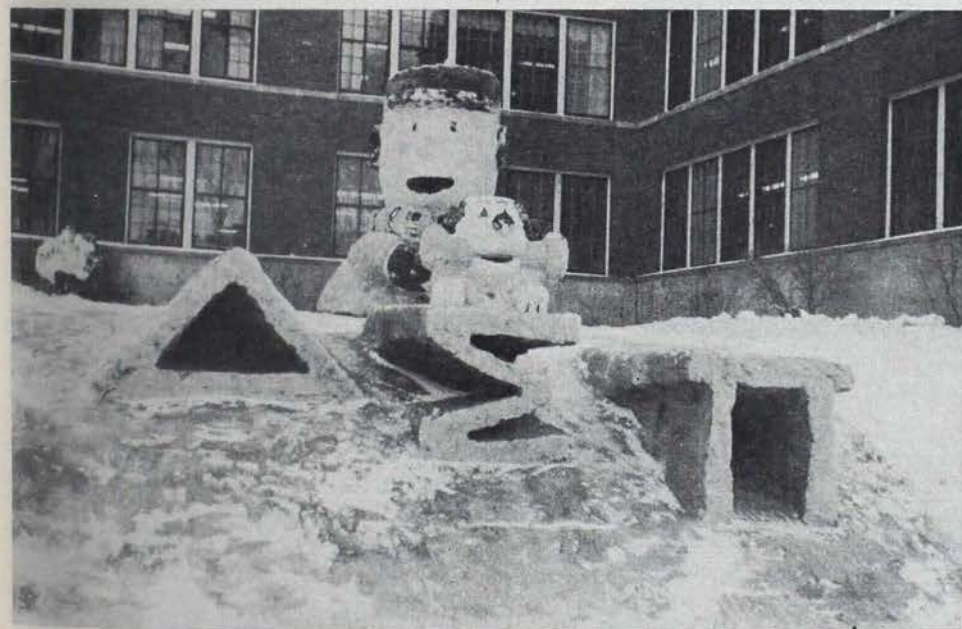
With the current term drawing to a rapid close, we are again striving for a first place in the Chapter Efficiency Index. This would complete an already successful year.—STEPHEN TODOR

LOUISIANA STATE— Baton Rouge

WE OF BETA ZETA Chapter began the year with a good start after initiating 10 new members. All of these members will be of great value to the Fraternity and have proven so in the few short months they have been brothers.

The coming events for the semester are: Jambalaya Jamboree, in which Deltasig is an active participant; a skiing party at one of the brother's camps on False River; and a pledge-active basketball game with our new pledge class; not to mention of course the "Rose" Formal which is soon to take place. We are now in the process of trying to form an Alumni Club in Baton Rouge, and have found many Deltasig Alumni in the area who hold key positions in many varied professions who will receive, and be of great benefit to such a club.

Our rush program for the second semester consisted of three events, the first being an informative smoker at which Max Barnett was able to come and give prospective members a look at Deltasig. The second was a professional program on "Labor-Management Relations" given by a prominent Baton Rouge attorney. The third was a social function at a brother's river lodge which proved to be of great success for both rushees and actives. For the second semester we have now initiated fourteen pledges. With our new pledge class we hope to initiate new ideas into our chapter and further the brotherhood of Delta Sigma Pi.—BOB MCNABB



FOR THE SIXTH straight year Epsilon Iota Chapter at Mankato State College has captured First Place in the snow sculpture contest during Snow Week at the college. This snow sculpture was judged the most thematic.

NEBRASKA

THIS NEW SEMESTER has already been one of successes. Early in February, Alpha Delta Chapter initiated 15 new brothers. With the initiation of these new brothers and the pledging of 16 neophytes this semester, Alpha Delta Chapter will certainly surpass its membership goal for the 1965-1966 school year.

On a professional note, Alpha Delta Chapter held this semester's first professional dinner on February 28. Our guest-speaker was Mr. Gordon Ganka of the Lincoln Grain Corporation. Mr. Ganka's talk was something more than informative for this was the first time that the brothers have heard a speaker talk on transportation. We hope to have Mr. Ganka back soon.

Turning now to sports, Alpha Delta Chapter's basketball team didn't fare too well in intramural play, but we finished second to Creighton at the regional basketball tournament held at Iowa City, Iowa. With spring almost here, Alpha Delta Chapter is looking forward to another strong softball team as well as a good intramural golf team.

Coming up later this semester are a professional tour to Omaha, a house party, our "Rose" formal, and our spring initiation—at which we will reach the 1000 total initiates mark.—MARK B. DRESSELHAUS

INDIANA

ALPHA PI CHAPTER at Indiana University recently held elections for chapter officers. The new officers assumed their responsibilities on February 9, 1966. They are: Dick Gottlieb, president; Rick Barron, chancellor; Gary Haire, senior vice president; John Pefer, vice president; Steve Rinehart, treasurer; Rick Clements, secretary and Lou Schwitzer, historian. With the support of every member, we hope to attain even higher goals this year.

We are still in the process of Rush and have many outstanding rushees under consideration. We are taking only the most qualified, even though nearly half of the active chapter graduates this June. We plan even more projects involving both pledges and actives this semester to build an even stronger chapter for the future. One such project is our tour we plan of The Central Office in April.

Plans are under way to participate with the faculty in the opening of the new School of Business building on campus this Fall. We are all quite proud of the imposing structure and look forward to attending classes there in the forthcoming year.—LOUIS H. SCHWITZER, III

GEORGIA TECH

SINCE THE LAST issue of The DELTA-SIG the members of Zeta Lambda Chapter have been working hard to build up what we believe to be the backbone of any outstanding chapter; an excellent membership. Just recently we pledged over half the number of students which we had planned as a minimum base for a strong chapter. Participation has been shared most enthusiastically by all the brothers in trying to contact wor-

thy students for future membership in Delta Sigma Pi. Zeta Lambda Chapter feels that of all the organizations on the Tech campus, Delta Sigma Pi has more to offer the student of business and commerce than any other organization. This enthusiasm seems to be shared by many members of the faculty also.

In due respect, a great deal of credit must be given to the efforts of our new officers which were elected in January, and are as follows for the top five offices; Henry M. Hatcher, Gerald T. Bryant, Edwin A. Hood, James G. Brumit and Billie E. Hester. It is mainly through their leadership that this chapter has had such an active participation, and such an influence on this campus.

Future plans are now in the making for our first celebration of a year's activity as Zeta Lambda Chapter of Delta Sigma Pi.—JAMES L. JACKSON

NORTH TEXAS STATE

MANY OUTSTANDING events took place this past Fall semester in which the Delta Epsilon Chapter participated.

The semester started with 26 men accepting bids in Delta Sigma Pi. During their pledgship, the pledges had several parties with the Alpha Delta Pi and Zeta Tau Alpha pledges. This was done to increase the relationship between our chapter and various sororities on campus.

Also, during pledgship our pledges aided the membership in building a float to be entered in the annual North Texas Homecoming parade. Due to the excellent work done on the float, we won the Grand Sweepstakes Award for the best float. The same evening at Homecoming, the fraternity celebrated Founders' Day with a party in the ballroom at the Greater Southwest International Airport near Fort Worth.

At the end of the semester 18 men and two faculty members became Brothers of

Delta Sigma Pi. These new Brothers are: Mike Allen, Sonny Alvarez, Terry Rogers, Tim Marlin, Tim Ramsey, Roger Rimmer, Ken Conwell, Robert Korman, John Owens, Tom Naler, Gary McDaniels, Bob Freeman, Steve Roth, James Parish, Ted Hyle, Don Higginbotham, Luther Eddleman, John Gayhart, Mr. Burr, and Mr. Schober.

At the writing of this article rush for the Spring semester is well under way. To date we have had three parties, two smokers, and a stag party.

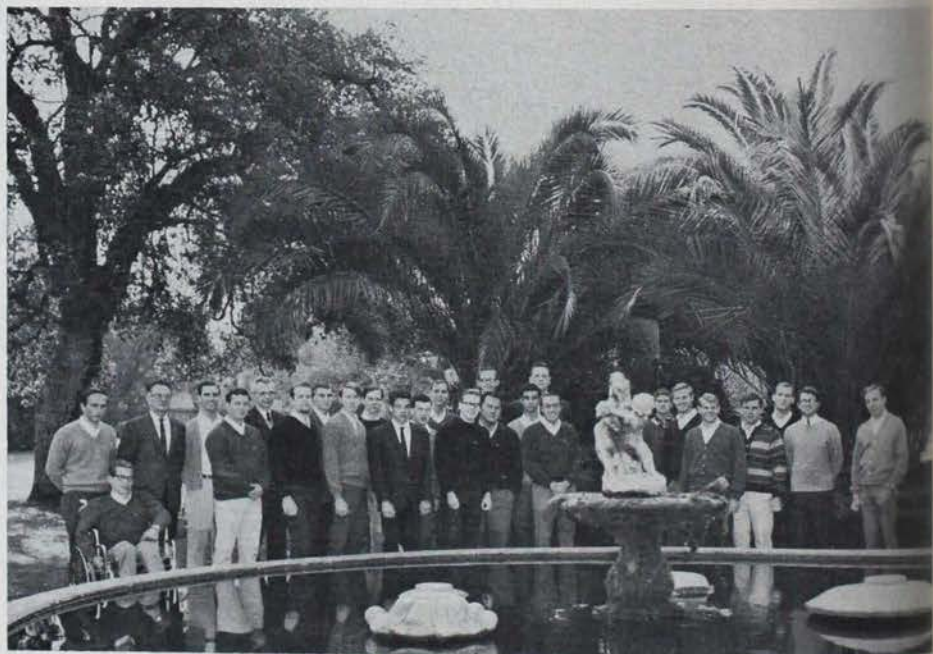
All in all the Delta Epsilon Chapter enjoyed a wonderful Fall semester, and we are looking forward to a bigger and better Spring semester.—JIM PARKER

TENNESSEE

LEADING ALPHA ZETA Chapter this year is President Tom Wagner. Assisting him as senior vice-president is Hal Canary. Jackson Downey is junior vice-president. Other officers are secretary, David Dostson, treasurer, Mike Gambill; and Historian Don Tate.

Proud owners of bright new Delta Sigma Pi skull and crossbones are: Phil Parkey, Tom Kelso, Haynes Patterson, Ray Lewis, Jack Bailey, Bob Sauage, Jim Brownlow, Max McAlester, Tom Rinehart, Esmond Rudolph, and Ed Nichols. Alpha Zeta Chapter is now in the midst of winter rush and is looking forward to a large and enthusiastic pledge class.

Mr. Dan La Chine, who is manager for the Knoxville office of Ernst and Ernst, C.P.A. firm, was the first speaker in the chapter's professional program. Mr. Bill Cherry, a University of Tennessee instructor, also produced a large crowd with his speech on Transportation Geography. Future plant trips to Alcoa Aluminum Company of America and Plastiline, Inc., are being planned to climax this quarter's professional program.—DON TATE



THE MEMBERS OF Zeta Rho Chapter at Menlo College, Menlo Park, California, pause for this photo at a campus fountain during a tour of the campus during the installation ceremonies.

OMAHA

GAMMA ETA CHAPTER at the University of Omaha is in the process of formal rush. During our first professional smoker Mr. John Adair spoke to us on the various aspects of life insurance. At our second smoker Mr. Keith Carter informed the group as to the problems of the Chamber of Commerce and what they were presently doing to promote the City of Omaha. March 4 will see the formal pledging of new members and it looks as though there will be a larger than average group.

At present the chapter is planning its "Rose" Formal. The brothers will soon vote on their choice for "Rose" queen and the dance will be held on April 2. We also have planned various tours this semester to broaden the members' views of the business world.

Gamma Eta Chapter recently elected Brother John Anstey as Chancellor to replace Brother Jack Sands who is presently attending graduate school. The chapter is looking forward to an outstanding semester, scholastically, professionally, and socially.—DON MAHAN

TAMPA

EPSILON RHO CHAPTER at the University of Tampa is ready to increase our potential as a chapter by the initiation of 22 men.

The new officers for the semester are: President, Rey Neville; Chancellor, Ronald Makinson; Vice-President, Bob Kronick; Senior Vice President, Mike Greep; Secretary, Robert White; Treasurer, David Landver-sicht; and William Honrath, historian.

We took a tour of the Hydraulic Equipment Company on March 16, and most interest seemed to stem around the extensive Data Processing Department and the Production Department.

On March 19, we had a party in honor of Karen Porter, our "Rose" for this year. This affair was looked forward to by all the brothers and pledges.

Our standing in the Chapter Efficiency Index is on the upswing. We at Epsilon Rho Chapter have all intentions to better ourselves as a chapter. We are on our way to first place in our region and that is our goal for the semester.

Our professional program is shaping up nicely. We have a tour of Hav-A-Tampa Cigar Company on the agenda for sometime this semester. We also have a number of speakers planned for the rest of the year. We are looking forward to many activities for the remainder of the year.—GEOFFREY H. BRICE, JR.

MENLO

ZETA RHO CHAPTER at Menlo College School of Business Administration desires to express its appreciation to the Grand Council for its installation on January 15, 1966. Our utmost thanks are directed to Grand President M. John Marko; Field Secretary Ben H. Wolfenberger; Regional Director R. Nelson Mitchell; and District Director Harold E. Mackenthun. We extend thanks to the delegations from Gamma Xi Chapter,

Gamma Omicron Chapter, Delta Omicron Chapter and Epsilon Phi Chapter and the San Francisco Alumni Club. The Chapter would also like to acknowledge the aid of Burell C. Johnson, Past Regional Director and R. Nelson Mitchell for their help in petitioning and pledging of Zeta Rho Chapter.

"Thank Goodness Its Friday," marked the beginning of our pledging. The event was a great success as many Menlo men were introduced to Delta Sigma Pi. Formal pledging was held February 22, with four pledges undergoing pledge education.

The fraternity initiated a library project and is proud to have well over a thousand books in its possession. These books are kept in the School of Business Group Study Room. This room is proctored by the Fraternity for the use of the student body.—JOHN HARNETT

MISSOURI

IT HAS BEEN A busy winter for Alpha Beta Chapter. We have had our fall industrial tour to Kansas City, initiated 18 new actives, elected and installed our second semester officers and our social calendar has been filled also. The high point of our social

year was the "Rose of Deltasig" Dance held this year in the University of Missouri Memorial Student Union. Miss Donna Jo Shoe of Kansas City was named Alpha Beta Chapter's "Rose" for 1966.

The second semester officers are Dave Elston, president; John Albright, senior vice president; Charles Spittler, vice president; Gary Caler, secretary; Jerry Wollard, treasurer; and Mike Rose, chancellor.

Our second semester rush has begun and we now have fifteen new pledges. The new pledges are Frank Bush, Linn Chew, Art Fleming, Alan Fugit, Michael Gerken, Dan Gutsell, Steve Messmer, John M. Reichert, Don Sappington, Bob Schauman, John Strebler, Bill Westmoor, Whit Worcester, Larry Reynolds, and Bill Ravenscraft.

Our major project for the second semester is participation in B&PA Week. There are three awards for which we will compete: Skits, Service Award, Ideal Boss and Secretary. Alpha Beta has been working on B&PA Week diligently for several months and we expect a fine showing.

We are looking forward to an active spring with professional programs and an industrial tour to St. Louis.

Delta Sigma Pi 1966 Regional Meetings

SEMINARS

Luncheons
Entertainment
Buffet
Yellow Dog

CONDUCTED BY

EASTERN

Philadelphia, Pa.—October 8-9
Sylvania Hotel

SOUTHEASTERN

Atlanta, Ga.—October 15-16
Parliament House

EAST CENTRAL

Dayton, Ohio—October 8-9
Imperial House North

CENTRAL

Chicago, Ill.—October 15-16
Hotel Knickerbocker

WESTERN

Sacramento, Calif.—October 8-9
Sacramento Inn

Professional Activities
Scholarship
Membership
Finance
General Activities

SOCIAL ACTIVITIES

Regional Directors
District Directors
The Central Office Staff

SOUTH CENTRAL

Baton Rouge, La.—November 5-6
Capitol House

MIDWESTERN

Mankato, Minn.—October 22-23
Inn Towne Motel

SOUTHWESTERN

Dallas, Tex.—October 29-30
Melrose Hotel

INTER-MOUNTAIN

Albuquerque, N.M.—October 22-23
Western Skies Motel

CHICO STATE

EPSILON THETA CHAPTER at Chico State College is well on its way to what we feel will be one of its most productive semesters. Outstanding work by the 11 newly initiated brothers is more than compensating for the tremendous loss to Epsilon Theta Chapter of Brothers Eichner, Davis, Hoagland, Burroughs, and Tacy due to January graduation.

Our professional program this semester under the planning of Mike Marks is proving to be one of the best ever. In all, there are seven professional programs slated on the calendar. These include lectures entitled "What Interviewers Look For" given by Mr. W. R. Rees and Mr. John O'Neil of Pacific Telephone and "Mechanical-Electronic Billing Systems" given by Mr. David Campbell of Monroe Calculating Machine Company. Also, on April 26 the chapter will be guests of the new Kimberly Clark Pulp and Paper Mill in Anderson, California, for a tour and discussion.

With our Spring rush planned for March 11, brother Walt Grimes is looking forward to another fine pledge class to supervise. The chapter is going out of its way to find him another Dan Bequette, his pride and joy of last semester's pledge class and now a member of the active chapter.

To complement the professional and the membership programs already mentioned, brother Walt Lake has a scholarship program planned which he hopes will increase the grades of the chapter even higher. Incidentally, our 3.0 grade point average of last semester was tops on campus, so Walt has his work cut out for him.

Epsilon Theta Chapter's schedule also includes many social activities which always will include working together on a float and annual participation in Pioneer Week. This seems to strengthen brotherhood among the members. The foremost of these will be our operating a booth at Ghost Town held during the celebration.—RONALD W. LANE

MIAMI—Florida

THE BETA OMEGA CHAPTER continues in its aggressive campaign to select from the School of Business Administration the best qualified men to join our pledge class. After two rush dinners and an informal initiation banquet, we now have a pledge class of 13 men. From our fall pledge class we have 20 new brothers. Brother Gary Brown is to be congratulated on the fine speakers he has had for these dinners, especially for having Mr. Henry Cabelero and Mr. Anthony Badali speak to us about Bacardi International.

At the moment the brotherhood is busily building our booth for Carni Gras. We expect that the Beta Omega Chapter of Delta Sigma Pi will be first in our division again, as we have been for the last two consecutive years. At our last initiation banquet, a special plaque was presented to Brother Curt Sibley for his outstanding work on behalf of the fraternity.

We are eagerly making preparations for the "Rose" dance, which will be held this year on April 23, on the roof garden of the Everglades Hotel which overlooks Miami. Our social program, as usual, is quite busy with a full round of parties, baseball games, and boat trips.—FRANK J. CROTHERS

BALL STATE

THE BROTHERS of Epsilon Xi Chapter recently elected their 1966 "Rose" candidate. Our "Rose" for this year is the lovely Debbie Smith of Sigma Sigma Sigma. Her two "Rosebuds" are Marsha Burns, Pi Beta Phi, and Janice Fern, independent. These young ladies will be honored at our spring dinner-dance, which will be held later in the quarter.

Our professional program since January has included a tour of the Coca Cola plant in Muncie, a speech by Mr. James T. West of Penrod Tool and Dye Co., and a panel discussion of administrative officials from Purdue University. The panel discussion was organized by an alumnus from Ball State now employed at Purdue, Brother Tom Paxson.

Two of our brothers, Ed Bush and Don Fern, were selected for *Who's Who Among Students in American Colleges and Universities*.

Pledging activities are due to start March 9 and finish approximately May 5. We took a very fine pledge class in January and we hope that the Spring will repeat Winter's results. The Outstanding Pledge award given to one of the pledges of each pledge class was received by Tom Murphy, a junior from Fort Wayne, Indiana.

Best of luck to all chapters in achieving your goals for the remainder of 1966.—DAVID LEE

DRAKE

ON FEBRUARY 26 the Alpha Iota Chapter at Drake University participated in the Midwestern Regional Basketball Tournament hosted by the Epsilon Chapter at the University of Iowa. After drawing a first round bye the Alpha Iota Chapter team was edged by Delta Chi Chapter from Washburn, but more than made up for the loss with enthusiasm.

After the tournament a banquet was held in the Amana Colonies where Grand President M. John Marko addressed the assembled chapters. Regional Director LaVerne Cox and District Director Jim Dowis were among the dignitaries. A party following the dinner rounded out the activities. The Alpha Iota Chapter would like to extend a word of thanks to the Epsilon Chapter for their fine job in organizing the tournament.

March 19 was the date of the "Rose of Deltasig" dance at which the 1966 "Rose" was crowned. The dance was the highlight of the year's social activities.

After Spring break the brothers journeyed to Minneapolis for the annual regional field trip. Tours were arranged with the 3M Company, IBM, and other firms in the Minneapolis-St. Paul area. The trip provided insights into the workings of the business world and afforded a welcome break from studies.

Plans for the remainder of the year include the annual Chapter Birthday Party slated for May 24, and the election of next year's officers. A strong social and professional program has made the year a success for the Alpha Iota Chapter.—WILLIAM N. PLYMAT



ATTENDING THE INSTALLATION ceremonies of Zeta Rho Chapter at Menlo College, Menlo Park, California, are these members of the College administration and the Fraternity. They are from left to right, front row: John D. Russell, director of Menlo College, Menlo President William E. Kratt, Grand President Marko and Clarence J. Walters, dean of the School of Business Administration. Shown in the second row, from left to right are: Charles A. Vanderlip, advisor, Senior Vice President George Becker, President Jim T. Rea, Regional Director R. Nelson Mitchell, Field Secretary Ben H. Wolfenberger and Professor Leon T. Loofbrouow.

GEORGIA SOUTHERN

EPSILON CHI CHAPTER at Georgia Southern College has just completed its winter rush activities. Successfully completing the initiation were four outstanding men. They are: Bill Kingery, Jack Jones, Charles Timmons, and Lewis Williams.

The elected officers for 1966-67 are: President, Len Latimer; Senior Vice President, Stan Rockett; Vice President, Bob Arsenio; Secretary, Jimmy McMasters; Treasurer, Joe Norwicki; Chancellor, Darrel Stephens; Historian, Robley Rigdon; and Advisors, Jerry Halpern and L. J. Billard. The chapter, however, will only achieve higher goals through every member's contribution.

The professional activities of our chapter included a Business-Week that proved both interesting and informative. Many representatives were present from several leading firms. "A School of Business is a School for Business" was the theme of our program.

Our chapter is currently planning a professional trip to Charleston, South Carolina. We also have several interesting speakers scheduled for the next few months.

We are planning a spring rush which should attract many fine future pledges who will further the advancement of Epsilon Chi Chapter and Delta Sigma Pi. With these plans and projects, we anticipate a promising quarter.—ROBLEY RIGDON

OHIO

ALPHA OMICRON CHAPTER at Ohio University held its spring semester rush March 3 with over 30 prospective initiates present. The actives, as well as the rushees welcomed Professor R. F. Beckert of the Accounting Department as the speaker for the evening. Afterwards coffee was served while the rushees learned of the many advantages associated with being a Deltasig.

New officers for the Spring and Fall semesters of 1966 were elected at the Feb-

ruary 10 meeting. The new officers are as follows: President, John Marsh; Senior Vice President, Larry Levitt; Vice President, Rich Clemens; Treasurer, Dick Meacham; Secretary, Mike Prots; Chancellor, Jerry Simmons; Historian, Tom Kuehn; and Faculty Advisor, Dr. Victor Grieco.

Alpha Omicron Chapter is glad to have as our new faculty advisor Dr. Victor Grieco, Associate Professor of Management. He has a wide background in the business world as well as business education which should prove to be very beneficial to our chapter. He has lectured at several universities including Duquesne, Penn State, and Marshall; in addition he served as football coach at the University of Buffalo. In addition to this, Dr. Grieco held various staff positions at Westinghouse Corporation and is currently a consultant to many industries.

Besides the customary social events and field trips planned for the coming year, our chapter has initiated a counseling service on the Ohio campus to aid students of Business Administration in preparing their class schedules. This service will help the students, especially incoming freshmen, arrange a four year plan of academic endeavor.—THOMAS W. KUEHN

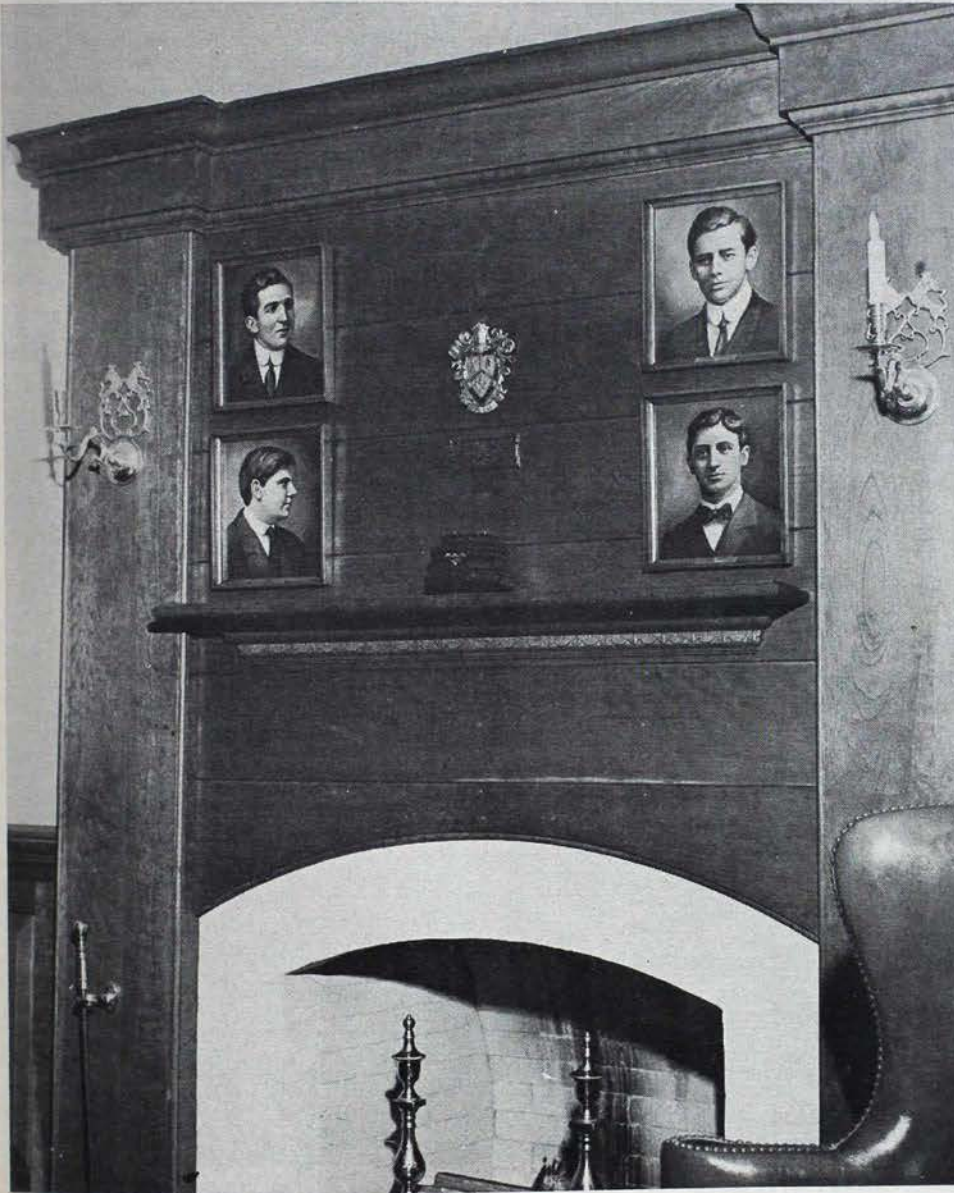
WEST LIBERTY STATE

DELTA OMEGA CHAPTER held its "Rose of Deltasig" Dance on March 19, at the Sokol Club in Benwood. Miss Jennifer White was given a bouquet of red roses by the Brothers, to symbolize her title. The dance was very successful, and the music was provided by the Centuries. They were terrific, just as they were at the Founders' Day Dance.

Our mid-semester field trip to Cincinnati was a great success. While there we toured Formica, Procter and Gamble, Chevrolet, Cincinnati Gas and Electric, and Southwestern Publishing. Four of the Brothers also had the honor of meeting and talking with Brother Andrew Fogarty. On their way back to WLSC, these same four Brothers stopped at the Nu Chapter at Ohio State. They wish to express their thanks for the hospitality shown by Brother Rem Beitel and the rest of the Brothers at Nu Chapter.

At this point, plans are being formulated for our annual business conference held each Spring. We hope that it will be a big success. Our second semester rushing got started with a smoker on February 22. The rush party was held on March 2, at Chimney Corner, Sherrard. There were over 20 prospective pledges there. Everyone had a good time, playing ping pong, pool, and bowling as well as watching a few color films. We look forward to another fine pledge class. Formal initiation will be on April 30, followed by a picnic the next day.

At this time the Brothers of Delta Omega Chapter want to extend the best wishes to all of the Brothers of Delta Sigma Pi for a very good year end, and the best of luck to all Brothers who will be graduating in June. Delta Omega Chapter will be losing 10 fine Brothers, and we wish them the very best of luck in all their future endeavors.—ANTHONY KAVALIEROS



THE FOUNDERS' ROOM of The Central Office has received a new look. During the recent Executive Committee meeting held in The Central Office, opaque oil photographs of the Founders and a bronze coat of arms were erected to honor the Founders of Delta Sigma Pi.

SOUTH CAROLINA

SINCE THE BROTHERS of Beta Gamma Chapter at the University of South Carolina feel that one of our most important purposes is to encourage scholarship, the Delta Sigma Pi—Frank T. Meeks Scholarship Fund has been established. This fund will eventually amount to \$10,000 and will be given to a Business Major—not necessarily a Delta Sigma Pi Brother—and will be administered on the basis of scholarship and need.

Our efforts are presently concentrated on several other projects, including establishing an Alumni Club and sponsoring for membership in the Y.M.C.A. two underprivileged boys in our community.

Tours and speakers planned for this semester will include a speaker from the Selective Service Board who will speak to us on our duties and obligations under the Selective Service System after graduation and a tour of the J. Spencer Love Hosiery Division of Burlington Industries and the P. Lorillard Company in Greensboro, North Carolina. Seventeen new spring semester pledges will accompany the Brothers on this tour.

Under the leadership of our new officers, President, Jim Cushman; Senior Vice President, Larry Brandt; Vice President, Ken Shealy; Secretary, Charlie Boswell; Treasurer, Guerry Taylor; Chancellor, Gary Twelkemeier; Historian, Barry Whaley; Senior Guide, Walt Twelkemeier; Junior Guide, Frank Free; and Faculty Advisor, Dr. Charles E. Edwards, we are looking forward to another successful year.—KENNETH B. WHALEY

LAMAR TECH

DELTA ETA CHAPTER is now in preparation for another active and challenging second semester. Brother Tommy Townsend, our Senior Vice President, reports that prospective pledges are now being screened. Two rush parties are planned for March 2 and 12 and the Pledge Acceptance dinner for March 19. Professional meetings are planned for March and April along with a field trip April 1 and our Birthday Dance April 16. Formal initiation will be May 7 and our annual "Rose" Ball May 14.

The scrappy Deltasigs streaked home with first place basketball honors in December. The team was supported by many brothers and the crowds were enthusiastic as the team placed first in its division and second in over all college competition.

Five individual honors were won in December as Brothers Lee and Townsend were elected to *Who's Who* and Brothers Baskin, Miller and Lee were initiated into Phi Kappa Phi.

Brother Bill Lee advises that the Chapter Efficiency Index has amassed over 50,000 points and is well on the way to 100,000.

Each brother was pleased to receive a semester end letter from our Chapter President Alvin Stephens. Brother Stephens carefully summarized and commended the chapter efforts for the past semester and concluded urging all the brothers to "continue

to display the fine spirit which distinguished the first semester." It is through the leadership and untiring effort of such as he that our chapter maintains its continuing progress.—ROBERT LEWIS

OKLAHOMA CITY

DELTA THETA CHAPTER of Oklahoma City University is in full swing for the Spring semester with several interesting projects.

The chapter formally pledged 12 new students on March 4, 1966. Their project will be underway shortly, and we are expecting great things from these prospective members.

Our "Rose" banquet and dance will be held on March 12, 1966, at the Lakeview Country Club with the crowning of our 1966 "Rose" at that time.

On March 17, 1966, the chapter will take a very interesting field trip to the Boeing Plant, Wichita Division. Mr. Ben M. Wheat, Vice President and Plant Manager of the plant, is an alumni of OCU and also of Delta Theta Chapter. His invitation for the chapter to be his guest for the day was greatly appreciated and has created much enthusiasm among the members.

May 6, 1966, is the day set for OCU's first "Business Seminar," organized and planned by the chapter and the Society for the Advancement of Management Chapter. Our faculty advisor, Professor Wheeler Frisbie, has been our guiding hand in organizing

this premier event. Successful completion of the seminar will mean bigger and better ones in the future.

The Chapter Efficiency Index is going great and we are well on our way to achieving the century mark for the eighth consecutive year.

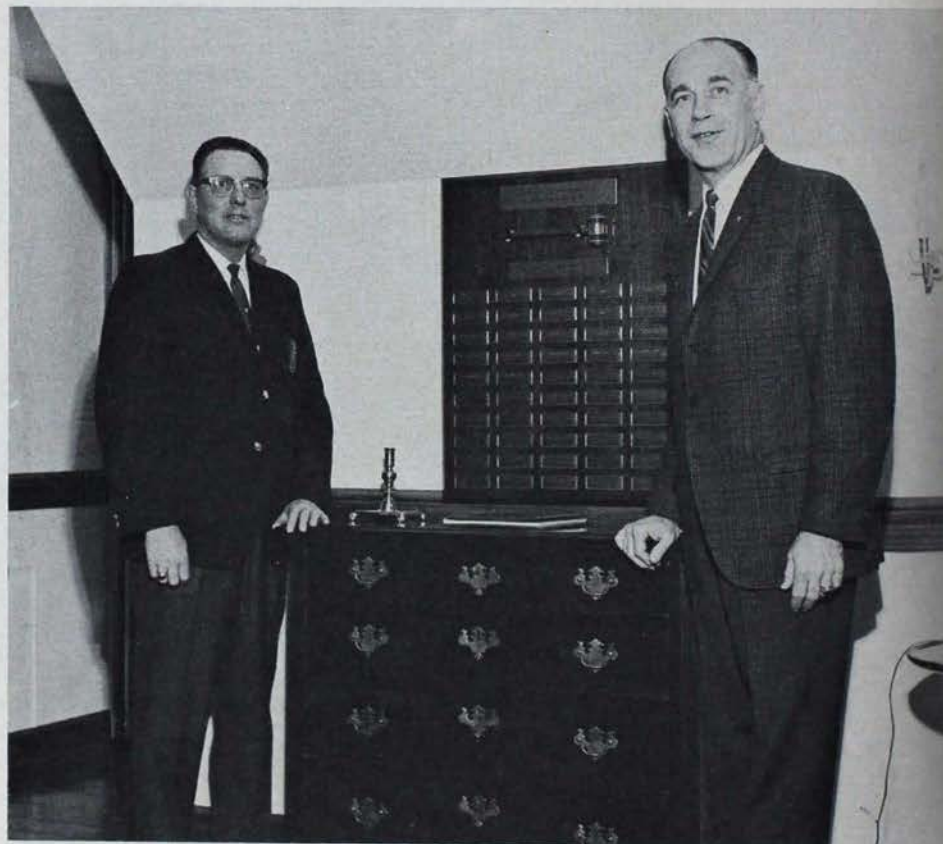
The hot weather of April and May will soon be here and with it will come the inevitable and enjoyable beach parties. We do not envy the long, cold winters "enjoyed" by our northern brothers.—BEV. IVES

DETROIT—Gamma Theta

OFFICERS OF THE Gamma Theta Alumni Club for 1966 will be: Harry Lee, president; Ron Socia, Gene Hiltz and Richard Raison, vice presidents; Larry Bartalucci, secretary; and Don Block, treasurer.

The new officers were introduced at the annual Gamma Theta Alumni Club reunion banquet held at the Dakota Inn on January 27. The 1965 Outstanding Alumni award was presented in absentia to Peter Bakalis for his outstanding service to the Alumni Club, Wayne State University School of Business Administration and the Community.

In addition Mr. Hamp Irwin, upon his retirement from the University, was honored for his continued support throughout the past 17 years as an instructor, advisor and charter member of the chapter.—LAWRENCE R. BARTALUCCI



TWO GRAND PRESIDENTS of Delta Sigma Pi, Joe M. Hefner and M. John Marko, appear to be well pleased with the plaque recently installed on the south wall of the Founders' Room at The Central Office honoring all the presidents of the Fraternity. The plaque contains the names of all the Grand Presidents, their chapter and the years they served as Grand President.

RECOGNITIONS TO FOUNDERS AND GRAND PRESIDENTS DEDICATED

A long overdue recognition has been dedicated at The Central Office to the Founders of Delta Sigma Pi and the Grand Presidents of the Fraternity. On February 5, 1966, during the Executive Committee meeting, opaque oil photographs of the four Founders, Alexander F. Makay, Alfred Moysello, H. Albert Tienken and Harold V. Jacobs, were permanently dedicated at The Central Office.

For years, photographs of the Founders were not available. Records of The Central Office and Alpha Chapter at New York University were searched for these photographs and when they could not be located Grand President Marko borrowed from the New York University Library a copy of the 1909 *Violet* which he took to Modernage Custom Darkrooms in New York. There copies were made of the photographs which appeared in the Yearbook. These negatives were sent to The Central Office where George Hoxie Studio developed them. Mrs. Betty Howard, Oxford, Ohio, was commissioned to paint the photographs. A bronze Coat of Arms has also

been erected with the photographs along with a suitable plate bearing the inscription, "Dedicated to the Founders of the International Fraternity of Delta Sigma Pi, New York University, November 7, 1907."

Also dedicated at the same time was a large plaque bearing the name, chapter and years of service of each of the 23 Grand Presidents that have served Delta Sigma Pi.

On hand for the dedication ceremonies were Grand President M. John Marko, Past Grand President Joe M. Hefner, Regional Directors Andrew T. Fogarty and LaVerne A. Cox, Director at Large Charles I. Sutton and Executive Director Charles L. Farrar.

Chapters, Alumni Clubs and members wishing to contribute toward the cost of providing this recognition for these men who have given so much to Delta Sigma Pi may do so by sending a contribution to The Central Office of Delta Sigma Pi for that purpose. Contributors' names will be suitably engrossed in a booklet to be placed near the awards.

Gamma Omega Chapter Visits the University of Sonora

Gamma Omega Chapter at Arizona State University, in Tempe, made a four-day exchange trip down to the University of Sonora at Hermosillo, Sonora, Mexico on February 10-13. Brothers of our chapter were invited down there last year after being host to 14 business students and an instructor from the University of Sonora. The trip by train from Nogales, Mexico, to Hermosillo was an experience as it took six hours to go 160 miles. On arrival at Hermosillo, we were met by business students from the university who took us to our hotel and then entertained us. The 19 members of the chapter and Professor Acevedo stayed at the Hotel Motel Gandora, but didn't see much of it because we were busy with tours and seeing the University of Sonora and Hermosillo. The tours were very interesting because they included such businesses as the Portland Cement Plant, a retail store which stocked everything from pitchforks to appliances, a poultry farm (the largest in Latin America—Mezquital del Oro), a meat packing plant for turkeys and chickens, a flour mill, a super market, and a plastic bag manufacturing company.

Other features of the trip included the University of Sonora Library and Museum and the University Experimental Farm where the head of the farm explained its operations and purposes. The visit and tour of the campus was interesting and educational. The business students who were our hosts showed us the many modern buildings on the campus which included the chemistry, business, law, and engineering buildings. Many of the buildings are fairly new and modern because the university is only 22 years old. Also included was a tour through the Administration Building. Two brothers visited a law class in session to see how it compared with the law classes at Arizona State University.

Several of the highlights of the trip were a dinner by Professor Heriberto Aja Carranza, Dean of the School of Accounting and Administration; and a breakfast where we were welcomed by Dr. Moises Canale R., president of the University of Sonora. Another highlight was a television appearance on the university television station by our Chapter President Robert Short, Bruce Hofman, Larry Ashby, Jim Byers, and John Havland. With Brother Larry Ashby being able to speak Spanish, the communication between the Mexican students and our members was made easier.

An enjoyable evening was spent at a basketball double header in which the basketball teams of the University of Sonora and the City of Hermosillo played. Both games were exciting with one game being decided by one point and the other one going into an overtime. Other social activities were planned after the professional tours during the day. The Mexican student hosts were very hospitable and did all they could so the members of the chapter would have an excellent visit.—BILL BRYANT



GRAND PRESIDENT M. John Marko is shown here with the members of the Executive Committee during the presentation of the opaque oil photographs of the Founders of Delta Sigma Pi which have been placed in the Founders' Room of The Central Office. Other members of the Executive Committee are Past Grand President Joe M. Hefner, East Central Regional Director Andrew T. Fogarty, Director at Large Charles I. Sutton, Midwestern Regional Director LaVerne A. Cox and Executive Director Charles L. Farrar.

FLORIDA

BETA ETA CHAPTER has been very busy this year trying to bring the membership up again. Last year we lost many fine brothers through graduation. Ernie White, first trimester president, molded our successful September rush. The new brothers are Jim Williams, Errol Eisenger, John Ham, C. D. Hobbs, Bill Webster, Louie Ortez, and Lenny Mazur.

The officers for the second trimester are president, David Browder; vice president, John Ham; senior vice president, Mike Cotanier; secretary-treasurer, Mike Harden, chancellor, Jim Williams; and historian, Rick Garfinkle.

Beta Eta Chapter had many functions this year, and the most successful was the speech by the senior vice president of Coca-Cola International in the auditorium in the College of Business Administration. Much work was devoted to this event by the brothers and pledges.

Our chapter is small at the moment, but we are striving to become a large successful chapter again. We are proud of the faculty advisors that are working with us; especially, Dr. Biscoe, Professor Ralph Thompson, and Professor A. A. Anderson.

The second trimester rush functions resulted in the pledging of Gary Michaels, David James, Ron Stern, Barry Burak, David Bell, and Andy Friedrich. We are confident that these men will add honor to Beta Eta Chapter and Delta Sigma Pi nationally.—RICK GARFINKLE

MEMPHIS STATE

GAMMA ZETA CHAPTER of Delta Sigma Pi has entered the Spring semester with full force; not since the installation of Gamma Zeta Chapter has the second semester had as many activities.

The new pledge class is the most important project of the semester. The first rush party was held at the beautiful Rivermont Club in Memphis. Over 50 people attended the rush party on Sunday, February 20. Among the guests attending the party were Professors J. W. Spiceland, Richard Hruby, and Robert Cummings. District Director George Ragland gave the main address to the prospective pledges.

On the following Sunday, Gamma Zeta Chapter pledged 21 men as neophytes in Delta Sigma Pi. This is the largest Spring pledge class that we have ever taken at Memphis State University. Some of the success of this recruiting was due to the use of brochures handed out during registration. The reply forms included in the brochures supplied the chapter with the name of many students that we have been unable to reach before.

Another outstanding honor that was given to Gamma Zeta Chapter was the success of Miss Marsha Karkula, who represented our chapter in the Desoto Beauty Review. All the men of the chapter want to thank her for her participation.

Miss Linda Rutherford was selected as our "Rose" Queen for 1966. Miss Rutherford, who is active in many other activities on campus, accepted the position of "Rose"

Queen and has already helped the chapter plan many social activities.

Upcoming events of the Spring semester are numerous. First is the birthday party on April 9. Our Social Chairman, Jim Coop, reports that plans have been made and this promises to be second only to the "Rose" Ball. The "Rose" Ball, scheduled for May 7, 1966, is of course the pinnacle of the social events of the season. The theme of the "Rose" Ball will be "Moonlight and Roses".

On May 1, 1966, the chapter will elect the new officers for 1966-67 school year. The present officers are working hard to propose a slate that will give the chapter some guidelines to follow.

The outgoing officers who have served Gamma Zeta Chapter for the last year are: President, Dewey McGee; Senior Vice President, Gordon Stone; Vice-President, Tommy Michaels; Secretary, Gene Alderson; and Treasurer, John Wyatt.

Gamma Zeta Chapter is trying to contact all the alumni of the chapter. We would appreciate hearing from any alumni, and ask for information of those members that we have lost contact with. Please address all correspondence to Bobby Schrimsher, c/o Delta Sigma Pi, 3729 Southern Avenue, Memphis, Tennessee, or call 324-1690.

Every semester Delta Sigma Pi adds a new list of graduates to the alumni rolls. This year has been no exception. Those graduating this year are: January graduates, Bill Courtney and Juris Jarbergs; Spring graduates: Gene Alderson, Billy Brown Jr., James Hall, Dewey McGee, and F. Gillis Mellen; August graduates: Howard Robbins, Bob Schrimsher, Charles Woods, and John Wyatt.

These events complete the activities of another year, but Gamma Zeta Chapter has

increased its knowledge and strength through brotherhood.—F. GILLIS MELLEN

BAYLOR

AFTER HAVING completed a very successful Fall semester, the brothers of Beta Iota Chapter are even more excited concerning the Spring semester. Under the leadership of Mr. Walstein Smith, Faculty Advisor; Bob Law, president; Jim Tomerlin, social chairman; Alvan Wells, rush chairman and pledge master; Bob Willoughby, secretary; Bobby Curtis, treasurer; Kent Gilbreath, professional chairman; Craig Jackson, corresponding secretary; John Young, Chapter Efficiency Index chairman; and Claude Gotthardt, intramurals chairman, the spring semester has already started out as our best.

During February we had a professional dinner meeting with special guest, Dr. A. S. Lang, Dean of the Hankamer School of Business. The brothers were given a very interesting talk concerning insurance salesmanship. Also, in February we had a dance honoring our new "Rose," Suzanne Presley, and our new pledges—Roy Barrett, Jack Compton, Burr Heathman, Larry Jaynes, Steve Jennings, David Jumper, Wood O'Daniel, Richard Presley, Franklin Walker, Keith Wurzbach and Larry Ray.

In March another professional dinner meeting is planned, and a hay ride is also in the making. In April the brothers will travel to the Lost Valley Dude Ranch in Bandera for a weekend of relaxation.

We would also like to welcome the new Fall members of Beta Iota Chapter—Dave Darnell, John Guinn, Bob Howie, Craig Jackson, Russel Kibbe, Noel Mullins, Glenn Sims, and Tommy Walker.—CRAIG JACKSON



ON HAND TO MEET FIELD Secretary Ben H. Wolfenberger during his recent visit to Beta Zeta Chapter at Louisiana State University in Baton Rouge were Brothers Dennis Daniel and Scott Capps. Also on hand for his convenience was a new Olds Toronado which had been loaned to the Chapter by Mr. Signey Duplessis of Austin Motor Company in Baton Rouge.



WITH THE ALUMNI THE WORLD OVER

DALLAS

THE DALLAS ALUMNI Club has recently been devoting much time to stimulating interest in the club, both at the undergraduate level and on the part of the older members.

In November a dinner dance was hosted by the club with alumni and undergraduates from North Texas State University, Southern Methodist University and East Texas State University in attendance.

The Club's annual Christmas Party was held in December, and a dinner and business meeting in January.

February's annual Las Vegas party was an overwhelming success, with gambling equipment being sent in from Harold's Club in Reno, Nevada, and graduating seniors from all the local undergraduate chapters attending with their dates.

Membership in the club this year has increased over 90%, and interest has been stimulated by the successful culmination of several projects undertaken.

A 32 story high Delta Sigma Pi appeared in lights on Founders' Day on the new LTV Tower Building in downtown Dallas.—G. G. ROBINSON, JR.

CINCINNATI

THE CINCINNATI ALUMNI CLUB continued its vigorous pace through the winter and into the spring. March, which is normally a slow month with everyone recuperating from the end of the year work, proved to be a most interesting month for the alumni club. The interest was provided by the bi-monthly meeting held at the Mohawk Motor Inn. Naturally the highpoint of the dinner meeting was the presentation of an excellent talk by the Assistant District Attorney, Mr. Arnold Morelli. We were all enthralled at the excellence of his speech.

As is our practice, the next meeting in May will be devoted to the introduction of the Alumni Club to the seniors graduating from the University of Cincinnati. Although the undergraduates are invited to several occasions throughout the year, we feel that this dinner meeting provides the necessary contact to interest the graduates in the alumni activities. From this exposure, we expect the majority of the future members of the Cincinnati Alumni Club.

The year will come to a close with the annual picnic for alumni members and their families at Pine Ridge Lodge in Mount Airy Forest on May 15. This has become an eagerly anticipated event each year and we hope that this year will live up to the good

reputation evolved from the previous years' events.

Anyone moving into the Cincinnati or surrounding area who might be interested in attending the Cincinnati Alumni Club events should feel free to contact our new membership chairman, James Morris, 403 Kar-enlaw Lane, Cincinnati, Ohio 45231.—JAMES L. HARPRING



DR. JAMES CALDWELL, *Louisiana Tech*, is the "Man of the Year in Education" in Atlanta, Ga.

PITTSBURGH

THE PITTSBURGH ALUMNI Club held an informal luncheon on January 25 at Stouffer's. Our speaker was Mr. William Beynon, President of Beynon & Co., commercial realtors, who presented some interesting aspects of Pittsburgh's "renaissance." It was gratifying to see so many of the brothers and their guests, particularly Brother Jack Fallon who brought along his very pretty daughter Linda.

We had a good representation of Alumni at a testimonial held for Brother Bob Baldwin, faculty advisor of Lambda Chapter, on February 4 at the Park Schenley. The occasion was prompted by Brother Bob's acceptance of a full time teaching position at the University of Pittsburgh and a desire by both actives and alumni to express their gratitude for his cooperation and help as an advisor.

Brother McCartney, social committee chairman, is making plans for a square dance in the near future. Dates haven't been announced, but this annual affair is always an evening full of relaxed fun . . . most of us "old alums" get a bang out of "digging for the oyster."—BERNARD J. MICHALEK

James L. Caldwell, Young Man of the Year in Education

Dr. James L. Caldwell, *Louisiana Tech*, has been named "Young Man of the Year in Education" in Atlanta, Ga., where he is an associate professor in the School of Industrial Management, Georgia Institute of Technology.

In addition to his classroom teaching, he is active in Delta Sigma Pi, having assisted with the establishing of Zeta Lambda Chapter at Georgia Tech. He is also active in the Society for the Advancement of Management, Theta Xi social fraternity and is a consultant to the Education Division of the National Association of Manufacturers. He is currently developing the curricula for the graduate program of the University del Valle, Cali, Colombia, where he will be a visiting professor for six months beginning in April.

In 1965, Georgia Tech named him outstanding professor in the School of Industrial Management, and in 1963, he received the Hamilton Watch Award from the Society for the Advancement of Management.

BALTIMORE

THE BALTIMORE ALUMNI Club is experiencing a very good year under the capable leadership of President Cliff Andrews. A number of successful functions have been held to date, and many others are on the launching pad. The recent Las Vegas Night, for example, found a large number of local clansmen gathered around the gaming tables, and parlaying their bogus money into fortunes befitting big-time gamblers.

Under the heading of new (social) business, a contingent of local tribesmen will descend on the College Park bowling lanes on the outskirts of Washington, D.C., this weekend, to make war on the tribe from Little Texas. Once again, it is a foregone conclusion in the local village that our warriors will return with many scalps—and thereby assure possession of the coveted "Little Brown Jug" for another year.

Other social events on the calendar include an initiation dance in April sponsored by the Johns Hopkins University undergraduate chapter and, of course, the year's most glamorous event, the June Dinner-Dance.

Any Deltasigs who happen to be passing this way are cordially invited to participate in local activities. Let us know when you are in town by calling President Cliff Andrews at 655-6875. We guarantee that the dime you spend for a telephone call will be a good investment!—MIKE GERAGHTY

SAN FRANCISCO

THE SAN FRANCISCO Alumni Club has continued its active year by participating in the installation ceremonies held January 15 for Zeta Rho Chapter at Menlo College, Menlo Park, California. This was an opportunity for members of the Alumni Club to meet with this new and active chapter, and also to meet and exchange ideas with our most able President, Brother Marko.

On January 26 we had an excellent fellowship party at the Joseph Schlitz Brown Bottle Hospitality Room in San Francisco, and for surprise entertainment, Brother John Roveda's uncle, Roy Rosenberger, and his friends, all members of Roy Rosenberger and the Rhinelanders, played German street music for us in a most authentic manner. This is an outstanding group that has been providing entertainment for thirteen years, and whose members are all professional and business men in the area and do this as a hobby.

At our March meeting our guest speaker was a representative of American Airlines, himself a pilot for over 30 years and the owner of a World War I fighter plane. We were thus able to get the real low down on "Red Baron." For our April meeting we have tentatively scheduled one of the California gubernatorial candidates to speak to us on a strictly "partisan" basis.

We plan to have our June 2 regular monthly meeting at 12:00 noon at the Play-boy Club here in San Francisco. We cordially invite all brothers, when in the City by the Golden Gate, to join us for our regular monthly meetings held on the first Thursday of each month at Joe Jung's Indo-China Cafe, 263 O'Farrell Street, San Francisco, California, from September through June. By attending these meetings, you will be able to meet Brother Burell Johnson, the next Grand President of Delta Sigma Pi.—
GEORGE M. CARR

William N. Bowen to Head Goodwill Tour to Russia

William N. Bowen, *South Carolina*, Director of the Southeastern Region of Delta Sigma Pi and Executive Vice President of the South Carolina Savings and Loan League, has been selected and named host for a delegation of South Carolina Financial leaders scheduled to take a three week tour of Europe and the Soviet Union during May and June.

The South Carolina delegation of more than 30 will leave New York on May 29, 1966, visiting five countries including stops behind the Iron Curtain at such points as Moscow, Leningrad, Warsaw and Budapest. The group will also visit England, Belgium and West Germany returning to the United States on June 14.

The entire goodwill mission is arranged and designed to implement the



IMAGINE THE GREEK letters of Delta Sigma Pi 32 stories high. The Dallas, Texas, skyline forms the back drop for such a night photo. The Dallas Alumni Club conceived the idea and made the necessary arrangements with the management of the Ling-Temco-Vought Tower to feature the Greek letters Delta Sigma Pi to coincide with the 58th anniversary of the Fraternity.

aims and purposes of the United States cultural visitation exchange program and endorsed by People to People, Inc., Kansas City, Missouri. Its purpose is to promote understanding and goodwill, both for the American people and the United States government, and to tell the story of democracy during the face to face visitation. In addition, it will allow leading financial officers an opportunity to talk shop with their occupational counterparts in the Communist dominated areas of Europe.



WILLIAM N. BOWEN, *South Carolina*, will head a goodwill delegation of 30 financial officers on a tour of Europe and Russia during the month of May and June. Brother Bowen is director of the Southeastern Region of Delta Sigma Pi.

WASHINGTON

THE WASHINGTON ALUMNI Club has been having a successful year, although we did get off to a somewhat late start. Late in October, the Club had its annual evening outing on the Baltimore and Ohio Canal Barge. This was, as usual, well attended by the Brothers of the Alumni Club and their wives, and also by a goodly number of undergraduate Brothers from Mu Chapter at Georgetown University and Gamma Sigma Chapter at the University of Maryland and their dates. Plenty of spiced shrimp and beer was available to all and each year's outing seems to be better than the previous one.

A good turnout was had at a business and professional dinner held in December and those present were able to see a movie on the "Revitalization of Industry Through Automation" which dealt with the mechanical extraction of the meat from Chesapeake Bay crabs. A necessary step, if crab meat is to continue to be a product of the area, is picking it automatically. Quite interesting.

We meet the Baltimore Alumni Club in March at our annual Bowling Match and once again are hoping to be able to return the trophy to Washington. Also, later in March we will be having our annual Saint Patrick's Day Party, which has always been a great success in the past.

For these and many other reasons, if there are any Brothers who are in the Washington, D. C. area and have lost contact with the Fraternity, we hope that they will feel free to contact our President, Brother Saul Gefter at 423-7951, or our Membership Chairman, Brother Stew Young at 423-7951, to make arrangements to join or rejoin our group and participate in the Club's activities during the balance of the year.—
WILLIAM R. THORN, JR.



BROTHER JAMES HORGAN, faculty advisor of Lambda Chapter at the University of Pittsburgh, is shown here presenting a radio to Brother Robert Baldwin, also faculty advisor of the chapter. Looking on are James Walsh, Lambda Chapter president, Dr. Vrier Adams, dean of General Studies at the University of Pittsburgh, and President Bernard Mickalek of the Pittsburgh Alumni Club.

JACKSONVILLE

MEMBERS AND WIVES of the newly organized Jacksonville Alumni Club, Jacksonville, Florida, enjoyed a social event recently at the home of Al Collins, president. The wives showed a lot of imagination in the variety of hors d'oeuvres that were brought to the cocktail party. An atmosphere of warmth and cordiality prevailed throughout the evening. The ladies lost no time in getting acquainted and the men enjoyed reminiscing and getting to know each other better. School representation ranged from Rutgers in New Jersey to University of Miami in Florida. The brothers gathered in the den for a very brief business meeting and then joined the ladies in dancing, eating and light conversation. Everyone commented on how enjoyable this affair had been and expressed hopes that our future plans include more get togethers that would include the ladies.

The Jacksonville Deltasigs look forward to substantial growth in its membership and the assumption of some worthwhile projects, such as assisting in the organization of an active chapter in the local area.

Officers of the Jacksonville Alumni Club are: Albert F. Collins, president; Edwin M. Clay, vice president; Eugene Cochran, treasurer; Mack Adams, secretary.—**MACK A. ADAMS**

CENTRAL INDIANA

THIS HAS BEEN a banner year for the infant Central Indiana Alumni Club. We have enrolled more than 20 dues paying members during this, our first full year of operation. We have held regular meetings every other month since last September and have availed ourselves of several opportunities to assist the three Indiana chapters with a State Day, speakers, tours, and their attendance at our meetings.

On May 19 our meeting will feature the election of officers for the 1966-67 fiscal year, and the competition is strong, so it should be an interesting evening. Those having inquiries about this meeting or the Central Indiana Alumni Club in general are encouraged to contact President Wayne McHargue, 4641 North Kenwood Avenue, Indianapolis, Indiana 46208.—**DANIEL R. MERRILL**



PICTURED HERE are the members of the Jacksonville Alumni Club, Jacksonville, Florida, which was recently organized. They are from left to right: Mack Adams, Al Shuman, George Stryker, Boyd Lyon, Bob Keegan, Kent Spearing, Bruce Macrae and Ed Withorn. In the front row are Gene Cochran, Charles English, Hal Ivestor and Al Collins. Other members are not included in this picture.

MERGERS

Tom Gorrell, *Washburn*, on August 1, 1965, to Diane Gordon, at Ozawkie, Kansas.

Guy Tull, *Louisiana State-Baton Rouge*, on August 21, 1965, to Rosalie Iueli, at Baton Rouge, Louisiana.

Steve Noller, *Washburn*, on September 5, 1965, to Mary Dee Gentry, at Topeka, Kansas.

James Long, *Washburn*, on July 3, 1965, to Charlotte Langley, at Topeka, Kansas.

Robert C. Meyer, *Arizona*, on August 28, 1965, to Mignon Scarpino, at Prairie Village, Kansas.

Gordon Cameron, *Arizona*, on August 28, 1965, to Dianne K. Hogan, at Tucson, Arizona.

Frank Sibr, *Drake*, on August 21, 1965, to Carolyn J. Gossett, at Hinsdale, Illinois.

Wilbur K. Bullock, *Arizona State*, on August 21, 1965, to Sue Massey, at Robstown, Texas.

Dan R. Mullen, *Arizona State*, on August 6, 1965, to Merrily Emery, at Goodyear, Arizona.

William Henny, *Arizona State*, on July 24, 1965, to Mary Jo Mayer, at Glendale, Arizona.

David Morris, *West Liberty State*, on June 5, 1965, to Carol Ritz, at New Martinsville, West Virginia.

Thomas Campbell, *Midwestern*, on June 15, 1965, to Margaret Oldham, at Wichita Falls, Texas.

John G. Tsikalas, *West Liberty State*, on July 24, 1965, to Sally Sheehan, at Ebensburg, Pennsylvania.



DIRECTORY

Lloyd S. Wallace, *Missouri*, on July 7, 1965, to Irene Hightchen, in Williams Lake, B.C., Canada.

Robert K. Little, *Eastern Illinois*, on August 21, 1965, to Sandra M. Gard, in Marshall, Illinois.

Ray Spence, *Georgia State*, on December 12, 1965, to Cynthia Mayann Young, in Atlanta, Ga.

Steven J. Nowaskie, *Christian Brothers*, on February 14, 1966, to Laura Jane Richardville, at Vincennes, Ind.

Carl A. LaPonte, Jr., *Christian Brothers*, on February 19, 1966, to Beth Ann Weischaus, at Birmingham, Ala.

Bruce W. Woolman, *Arizona State*, on December 26, 1965, to Margaret Elizabeth Kilbourne, at Mesa, Ariz.

Louis R. Fisher, *Loyola-Los Angeles*, on December 18, 1965, to Diane Herford.

Howard E. Wheeler, *Texas A & I*, on December 28, 1965, to Nancy E. Sloan, at Jacksonville, Fla.

William Dow, *Lewis*, on January 22, 1966, to Ginny Bussey, at Joliet, Ill.

David Dow, *Lewis*, on December 17, 1965, to Marty Sharp, at Joliet, Ill.

Roy M. Wulatin, *De Paul*, on February 19, 1966, to Madeline Van Hecke, at Chicago, Illinois.

Larry J. Broadhead, *Mississippi State*, on August 21, 1965, to Margo Anne Grimes, at Gulfport, Miss.

Jere W. Hess, Jr., *Mississippi State*, on June 6, 1965, to Jo Etta Spooner, at Moss Point, Miss.

Thomas J. Henke, *Missouri*, on June 5, 1965, to Linda G. Erickson, at Cleveland, Ohio.

Charles Loeffler, *Missouri*, on January 29, 1966, to Donna Jo Shoe, at Kansas City, Mo.

Lawrence M. Barzyk, *DePaul*, on September 25, 1965, to Carolyn Dominick, at Chicago, Ill.

John B. Green, *Mississippi*, on June 15, 1965, to Diane Still, at Blytheville, Ark.

Morris J. Keese III, *Mississippi*, on August 24, 1965, to Fran Simmons, at Clarksville, Miss.

Russell E. Brown, *Arizona State*, on August 25, 1965, to Patricia Ann Burris, at Phoenix, Ariz.

Jerry Wisenor, *Chico State*, on August 28, 1965, to Laurel Todd, at Strathmore, Calif.

James R. Carey, *Rochester Tech*, on May 1, 1965, to Patricia Brennan, at Medina, N.Y.

Kent Dear, *Mississippi*, on November 27, 1965, to Janie Lyn Clinton, at Dallas, Tex.

Norman J. Shaw, *Virginia*, on December 20, 1964, to Nanette Geltner, at Tarrytown, N.Y.

Donald Deline, *Mississippi*, on August 22, 1965, to Mickie Gardner, at Senatobia, Miss.

Harold J. Manger, *Monmouth*, on August 1, 1964, to Marie L. Picarelli, at Paterson, N.J.

Ernest O. Hinds, Jr., *San Francisco*, on June 8, 1965, to Carolyn E. Howard, at Sacramento, Calif.

Jerry M. Givens, *Texas Tech*, on August 23, 1965, to Pamela Hull, at Lubbock, Tex.

The Grand Council

Grand President: M. JOHN MARKO, *Beta Rho-Rutgers*, 1341 North Ave., Elizabeth, N.J. 07208

Executive Director: CHARLES L. FARRAR, *Beta Psi-Louisiana Tech*, 330 South Campus Ave., Oxford, Ohio 45056

Director of Business Education: RALPH C. HOOK, JR., *Gamma Omega-Arizona State*, 1721 La Rosa Dr., Tempe, Ariz.

Director of Eastern Region: H. MELVIN BROWN, *Chi-Johns Hopkins*, 12704 Beaverdale Lane, Bowie, Md. 20715

Director of Southeastern Region: WILLIAM N. BOWEN, *Beta Gamma-South Carolina*, 3111 Kershaw St., Columbia, S.C.

Director of East Central Region: ANDREW T. FOGARTY, *Alpha Theta-Cincinnati*, 1308 Voll Rd., Cincinnati 30, Ohio. 45230

Director of Central Region: THOMAS M. MOCCELLA, *Beta-Northwestern*, 250 North Lytle, Palatine, Ill. 60067

Director of South Central Region: MAX BARNETT, JR., *Gamma Mu-Tulane*, 5534 S. Galvez St., New Orleans 25, La.

Director of Midwestern Region: LAVERNE A. COX, *Alpha Delta-Nebraska*, 101 Social Science Building, U. of Nebraska, Lincoln, Neb. 68508

Director of Southwestern Region: FRANK L. STRONG, *Beta Nu-Pennsylvania*, 10524 Solta Dr., Dallas, Tex. 75218

Director of Inter-Mountain Region: WARREN E. ARMSTRONG, *Gamma Iota-New Mexico*, 1002 Idlewild Lane, SE, Albuquerque, N. Mex. 87108

Director of Western Region: R. NELSON MITCHELL, *Chi-Johns Hopkins*, 550 California St., San Francisco, Calif. 94104

Director-At-Large: CHARLES I. SUTTON, *Gamma Omega-Arizona State*, 5840 East Windsor, Scottsdale, Ariz. 85257

Past Grand President: JOE M. HEFNER, *Beta Upsilon-Texas Tech*, 2107 Avenue Q, Lubbock, Tex. 79400

The Central Office

330 South Campus Avenue, Oxford, Ohio 45056. Phone Area Code 513 523-4178.

Executive Director: CHARLES L. FARRAR, *Beta Psi-Louisiana Tech*.

Field Secretary: BEN H. WOLFENBERGER, *Beta Upsilon-Texas Tech*.

Executive Committee

Chairman: M. JOHN MARKO, *Beta Rho-Rutgers*, 1341 North Ave., Elizabeth, N.J. 07208

Members: LAVERNE A. COX, *Alpha Delta-Nebraska*, 101 Soc. Sci. Bldg., University of Nebraska, Lincoln, Neb. 68508; ANDREW T. FOGARTY, *Alpha Theta-Cincinnati*, 1308 Voll Rd., Cincinnati, Ohio 45230; JOE M. HEFNER, *Beta Upsilon-Texas Tech*, 2107 Avenue Q, Lubbock, Texas 79400; CHARLES I. SUTTON, *Gamma Omega-Arizona State*, 5840 E. Windsor, Scottsdale, Ariz. 85257

Life Membership Committee

Chairman: WILLIAM W. MYERS, *Beta Rho-Rutgers*, 23 Woodcrest Dr., Livingston, N.J. 07039

Members: ROCCO A. DOMINO, *Alpha Theta-Cincinnati*, 5852 Pamaleen Court, Cincinnati, Ohio 45239

DANIEL L. WIGLEY, *Beta Psi-Louisiana Tech*, 1003 Victory Drive, Minden, La. 71055

WILLIAM E. WILSON, *Gamma Omega-Arizona State*, 809 W. Meade Lane, Flagstaff, Ariz.

Administrative Reorganization

Chairman: ROBERT F. ANDREE, *Beta Tau-Western Reserve*, 1557 Yorktown Rd., Grosse Pointe Woods, Mich. 48236

Members: CHARLES I. SUTTON, *Gamma Omega-Arizona State*, 5840 E. Windsor, Scottsdale, Ariz. 85257

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JOHN F. MEE, *Nu-Ohio State*, 507 S. Jordan, Bloomington, Ind. 47403

Constitution Review

Chairman: THOMAS M. MOCCELLA, *Beta-Northwestern*, 250 N. Lytle Dr., Palatine, Ill. 60067

Members: GEORGE W. ALEXANDER, *Alpha Omega-De Paul*, 1 N. LaSalle St., Chicago, Ill. 60602

HOMER T. BREWER, *Kappa-Georgia State*, 808 Southern Railway Bldg., 99 Spring St., Atlanta, Ga. 30303

MAX BARNETT, JR., *Gamma Mu-Tulane*, 5534 S. Galvez St., New Orleans, La. 70125

Deltasig of the Year

Chairman: ROBERT O. LEWIS, *Beta-Northwestern*, 970 Waverly Rd., Glen Ellyn, Ill. 60137

Members: WALTER A. BROWER, JR., *Beta Xi-Rider*, 436 Park View Dr., Mount Holly, N.J. 08060

ROBERT O. HUGHES, *Beta Nu-Pennsylvania*, 100 Avondale Rd., Wallingford, Pa. 19086

JOHN L. MCKEWEN, *Chi-Johns Hopkins*, 402 Blackstone Apts., Charles & 33rd Streets, Baltimore, Md. 21218

Alumni Activities Committee

Chairman: HERBERT W. FINNEY, *Lambda*, 6510 Landview Rd., Pittsburgh, Pa. 15217
Members: C. ROBERT CHAMBERLIN, *Beta Rho-Rutgers*, 1300 Windmill Court, Arlington, Tex. 76010
ROBERT J. ELDER, *Theta-Detroit*, 17602 Glenmore, Detroit, Mich. 48240
JOHN A. FINCHER, 404 E. 22nd St., Apt. D, Littlefield, Tex. 79339
MONROE M. LANDRETH, JR., *Alpha Lambda-North Carolina*, 100 Placid Place, Charlotte, N.C. 28211
HAROLD E. MACKENTHUN, *Iota-Kansas*, 394 Grand Avenue, Oakland, Calif. 94610
HOWARD V. MCELROY, *Alpha-New York*, 56 Westminster Rd., Scarsdale, N.Y. 10584

Chapter Efficiency Index

Chairman: ANDREW T. FOGARTY, *Alpha Theta-Cincinnati*, 1308 Voll Rd., Cincinnati, Ohio 45230
Members: H. MELVIN BROWN, *Chi-Johns Hopkins*, 12704 Beavertdale Ln., Bowie, Md. 20715
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R. NELSON MITCHELL, *Chi-Johns Hopkins*, 48 Eastwood Dr., San Mateo, Calif. 94403
FRANK L. STRONG, *Beta Nu-Pennsylvania*, 10524 Solta Dr., Dallas, Tex. 75218

Historical Research

Chairman: HOMER T. BREWER, *Kappa-Georgia State*, 808 Southern Railway Bldg., 99 Spring Street, SW, Atlanta, Ga. 30303
Members: ROBERT G. BUSSE, *Beta Omicron-Rutgers*, 970 N. Meridian St., Indianapolis, Ind. 46204
JAMES F. CLYNE, *Alpha-New York*, 7901 Colonial Rd., Brooklyn, N.Y. 11209
J. HARRY FELTHAM, *Chi-Johns Hopkins*, 1533 Kingsway Rd., Baltimore, Md., 21218
FRANK A. GERACI, *Zeta-Northwestern*, 4928 Randolph St., Hillside-Berkeley, Ill. 60162
FRANK J. MCGOLDRICK, *Alpha-New York*, 103-09 Puritan Ave., Forest Hills, N.Y. 11375
H. G. WRIGHT, *Beta-Northwestern*, 1218 41st St., LaGrange, Ill. 60525

Pledge Education and Ritual

Chairman: JOE M. HEFNER, *Beta Upsilon-Texas Tech*, 2107 Avenue Q, Lubbock, Tex. 79405
Members: BRUCE B. BLACKABY, *Beta Chi-Tulsa*, 619 East 2nd St., Portales, N. Mex., 88130
DONALD J. HILL, *Alpha Epsilon-Minnesota*, Easement Rd., Tewksbury, Mass. 01876
EDWARD H. LANGER, *Lambda-Pittsburgh*, 3223 Eastmont Ave., Pittsburgh, Pa. 15216

GEORGE E. RAGLAND, *Gamma Zeta-Memphis State*, Box 140, Route 1, Millington, Tenn. 38053

Grand Presidents

*W. N. Dean, *Alpha-New York* 1914
P. J. Warner, *Alpha-New York* 1914-1915
*H. C. Cox, *Alpha-New York* 1915-1916
F. J. McGoldrick, *Alpha-New York* 1916-1917
*C. J. Ege, *Alpha-New York* 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. Schujahn, *Psi-Wisconsin* 1930-1936
*E. D. Milener, *Chi-Johns Hopkins* 1936-1939
J. L. McKewen, *Chi-Johns Hopkins* 1939-1945
K. B. White, *Gamma-Boston* 1945-1947
*A. L. Fowler, *Beta Nu-Pennsylvania* 1947-1949
*W. C. Sehm, *Alpha Epsilon-Minnesota* 1949-1951
H. B. Johnson, *Kappa-Georgia State* 1951-1953
R. G. Busse, *Beta Omicron-Rutgers* 1953-1955
J. H. Feltham, *Chi-Johns Hopkins* 1955-1957
Homer T. Brewer, *Kappa-Georgia State* 1957-1961
Franklin A. Tober, *Alpha Kappa-Buffalo* 1961-1963
Joe M. Hefner, *Beta Upsilon-Texas Tech.* 1963-1965
* Deceased

Educational Foundation

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Vice President: WILLIAM B. HALES, *Beta-Northwestern*, 605 W. 116th St., Chicago, Ill. 60628
Vice President: KENNETH B. WHITE, *Gamma-Boston*, 4911 Greenville Ave., Dallas, Tex. 75206
Secretary: JOHN L. MCKEWEN, *Chi-Johns Hopkins*, 402 Blackstone Apts., Charles and 33rd, Baltimore, Md. 21218
Executive Director and Treasurer: ROBERT O. LEWIS, *Beta-Northwestern*, 970 Waverly Rr., Glen Ellyn, Ill. 60137

Grand Secretary Treasurer Emeritus

H. G. Wright, *Beta-Northwestern*, 1218 41st St., La Grange, Ill. 60525

The Golden Council

(Men who have served on the Grand Council)

Robert F. Andree—*Western Reserve*
*J. Elwood Armstrong—*Johns Hopkins*
Royal D. M. Bauer—*Missouri*
*Frederic H. Bradshaw—*Northwestern*
Frank C. Brandes—*Georgia State*
Homer T. Brewer—*Georgia State*

Warren F. Brooks—*Boston*
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