

The

DELTA SIG

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



Arizona State University, Tempe, Arizona

PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY

FOUNDED 1907

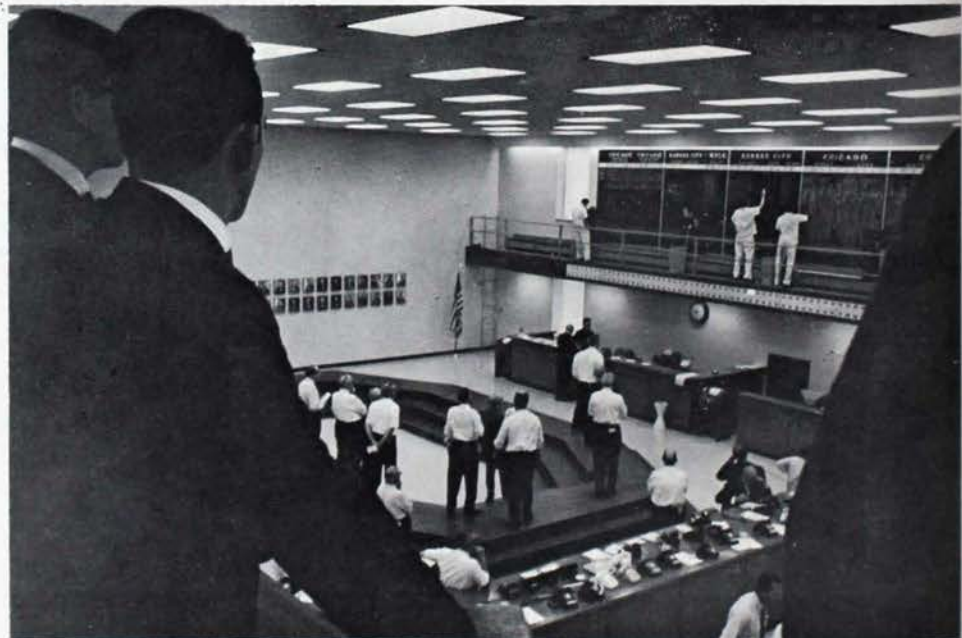
JANUARY 1967

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**



MEMBERS OF Delta Chi Chapter at Washburn University are shown here during a recent tour of the Kansas City Board of Trade.

The DELTASIG

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

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Our Cover

Featured on the cover of this issue of The DELTASIG is the Grady Gammage Memorial Auditorium at Arizona State University in Tempe, Arizona. Named for President Gammage, the building was designed by Frank Lloyd Wright, however, neither lived to see the completion of the building in 1964.

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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 Epsilon Kappa; 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, Phi Beta Pi, Phi Chi, Phi Delta Epsilon, Phi Lambda Kappa, Phi Rho Sigma; MUSIC, Phi Mu Alpha Sinfonia; PHARMACY, Kappa Psi, Rho Pi Phi, Phi Delta Chi; VETERINARY MEDICINE, Omega Tau Sigma.

From The Desk of The Grand President



M. JOHN MARKO
Beta Rho-Rutgers

THE LAST ISSUE of The DELTASIG announced the inception of a most deserving recognition—The Order of the Golden Helmet. Rereading this article, one cannot help but stop each time and reflect on the truth of the words “No one can sit in the presence of these Brothers and make a pretext that membership in Delta Sigma Pi is but a campus interlude.” Yet, at the same time, one cannot escape the feeling that too many of our alumni members are overlooking the stimulus which is available to them through association as members of an alumni club.

So, if I may, I should like to address myself in this issue directly to our alumni. This does not mean that my undergraduate brothers need not read any further—you, too, will be alumni members in but a short while, so listen closely and heed well.

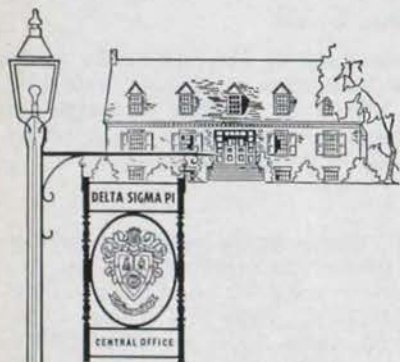
The great majority of alumni love to talk about their happy days of undergraduate association. It represents those golden years of participation during which time they were identified as *actives*. By common implication, this fosters the thought that upon graduation a brother ceases to be an *active* and becomes an *alumnus*—or seemingly an *inactive*.

Regretfully, for many this is true. Graduation, in many instances, creates the idle alumnus who, while professing his faith and belief in Delta Sigma Pi, makes no effort to support its activities. Should he remain idle for long, he tends to become an inactive alumnus and an inactive alumnus is but a step shy of a disinterested alumnus.

Our fraternity membership is for life. Graduation should be merely a point in time when a brother changes his designation from *active undergraduate* to *active alumnus*. It is a change in participation from undergraduate chapter activities to alumni club activities. The men comprising *active alumni* make their fraternity membership a living, adult experience rather than simply a pleasant memory of college days. They avail themselves not only of the host of opportunities for participation in purposeful and worthwhile alumni club activities, but also of the opportunities for leadership and service in the vast organization of Delta Sigma Pi.

We have many well integrated, closely knit, highly active alumni clubs. Join with them and enjoy the lifelong experience and satisfaction of fraternity membership. There are other clubs not as active as they might be only because they are awaiting your interest and participation to help make their fraternity membership a living experience. There are areas where strong alumni clubs could be formed to afford brothers the opportunity of active affiliation. Your Alumni Activities Committee is eager to assist you. Just ask them.

Our fraternity membership is indeed a lifetime privilege—a lifetime distinction—a lifetime responsibility. These obligations can be fulfilled through active alumni club association and national service. The value of association of this kind will be what you choose to make it; if you will give but a little of your time and energy, you will be repaid a hundred-fold by a life full and rich in those things which do not perish.



A Word From The Central Office

ALTHOUGH IT IS still winter in Oxford we are already making plans for the 26th Grand Chapter Congress next summer. This convention to be held at the Edgewater Gulf Hotel in Biloxi, Mississippi, will mark the 60th Anniversary of the founding of Delta Sigma Pi. Full details regarding the program and the cost will appear in the March issue of The DELTASIG.

We trust that you and yours had a most enjoyable Christmas holiday. We also trust that you have made your plans for the remainder of the college year and wish you well in the Chapter Efficiency Index.

We are pleased to welcome Zeta Phi and Zeta Chi Chapters at Florida Atlantic University and Manhattan College.



The DELTASIG

OF DELTA SIGMA PI

Virginia Polytechnic Institute

Receives Delta Sigma Pi Chapter

THE ZETA UPSILON CHAPTER of Delta Sigma Pi has been installed at Virginia Polytechnic Institute. The installation ceremonies were held in Commerce Hall in Blacksburg, Virginia, on Saturday, November 19, 1966. With the addition of this new chapter, only the second in the State of Virginia, the chapter roll of Delta Sigma Pi reached 143 chapters. Alpha Xi Chapter was installed at the University of Virginia in Charlottesville on October 24, 1925.

The installation activities began with the registration of members and guests in Commerce Hall on the Virginia Tech campus, followed by a tour of the campus. On hand for the installation were Grand President M. John Marko, *Rutgers*; Executive Director Charles L. Farrar, *Louisiana Tech*; Field Secretary Ben H. Wolfenberger, *Texas Tech*; Regional

Director James R. Westlake, *Georgia State*; and delegations from Gamma Nu Chapter at Wake Forest College and Delta Xi Chapter at East Tennessee State University. Also assisting with the initiation were the following Deltasigs on the faculty at Virginia Tech: Dean Herbert H. Mitchell, *Alabama*; Robert K. Coe, *Sacramento State*; William K. Ghee, *Oklahoma*; Ogden H. Hall, *Louisiana State*; Robert L. King, *Georgia*; Anthony J. Lerro, *Alabama*; William H. Mitchell, *Alabama*; Ronald J. Patten, *Colorado*, and F. Paul Wischkaemper, *Auburn*.

Lindy's Restaurant was the scene of the installation banquet on Saturday evening. The toastmaster, Regional Director James R. Westlake, began the program by introducing Dr. Warren Brandt, vice president of Virginia Polytechnic Institute who extended the university's greetings

to the guests and new members of Zeta Upsilon Chapter. Brother H. H. Mitchell, dean of the College of Business, was then called on to present a history of the college. The history of the Virginia Tech Society for Business Administration, our petitioning organization, was presented by its president, William J. Schwieder III.

The climax of the evening was the presentation of the charge and charter to Zeta Upsilon Chapter. President Schwieder accepted the charter on behalf of the members of the new chapter and extended his thanks to each of them for making the day possible.

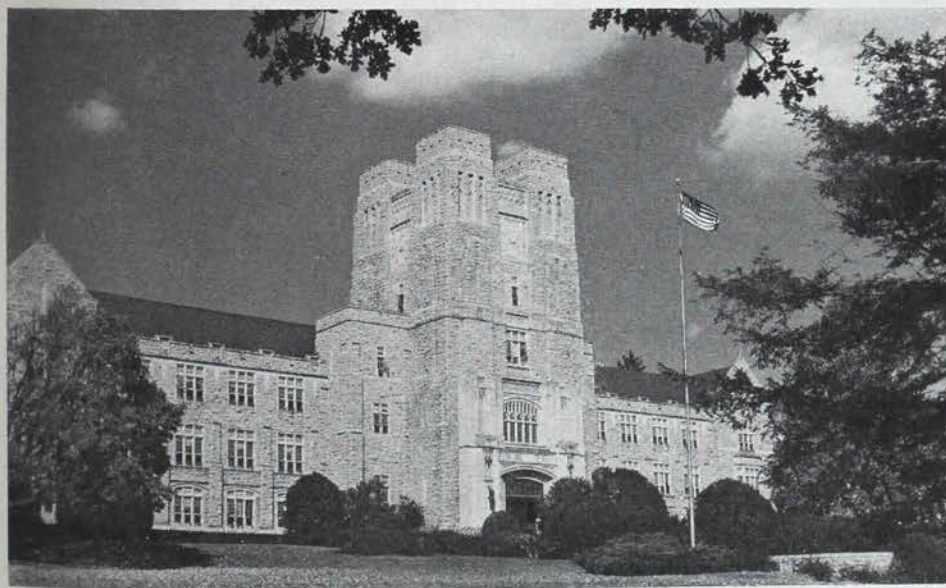
Much to the surprise of the members of Zeta Upsilon Chapter, Executive Director Charles Farrar presented to them the many greetings which had been received from throughout the Fraternity on the occasion of their initiation and installation.

History of Virginia Polytechnic Institute

Virginia Agricultural and Mechanical College began its first session on October 1, 1872, with 43 students, a president, two faculty members, a librarian, and one building. In 1896 the name was changed to Virginia Agricultural and Mechanical College and Polytechnic Institute and in 1944 to the present Virginia Polytechnic Institute.

Events leading up to this historic, but less than spectacular opening, date back to February 28, 1854, when an act incorporating a small Methodist seminary, the Olin and Preston Institute, was passed by the Virginia General Assembly.

Another event, and the most important of those which led to the birth of Vir-



THIS IMPOSING building is Burruss Hall, the administration building, at Virginia Polytechnic Institute in Blacksburg where Delta Sigma Pi recently installed its Zeta Upsilon Chapter.

have made imperative the continued development of these programs and facilities.

History of the College of Business

In the Fall of 1920, the Department of Social Science was officially instated at Virginia Polytechnic Institute. At the time there was only one instructor and fifteen men enrolled in this curriculum. In 1921, the Department was expanded to include a curriculum in commercial engineering.

As the business profession became more demanding, the popularity and demand for a more business oriented curriculum arose. By 1924, the enrollment had risen to 185. Because of these demands, the commercial engineering courses were moved to another building; and in 1924, a Bachelor of Science degree in business administration was offered for the first time; and in 1931, the first Master degree was awarded.

On September 1, 1961, another big step was taken towards the education of modern business executives by the formation of the School of Business under Dr. H. H. Mitchell. Dr. Mitchell, had been the former head of the Department of Business Administration and was appointed Dean of the new school. The School of Business was set up with three departments: accounting, business administration and economics. Under the three departments there are five major areas of study—accounting; business administration, including finance, management and marketing; economics; business education; and public administration. In



EXECUTIVE DIRECTOR Charles Farrar extends greetings to the new members of Zeta Upsilon Chapter at Virginia Tech. Regional Director James Westlake, acting as toastmaster, is shown here during the installation banquet of Zeta Upsilon Chapter.



Virginia Polytechnic Institute, was the passage of the Morrill Land Grant Act. Virginia was unable to accept the provisions of the land grant act in 1862 and had to wait until a rump state legislature accepted its provisions for the state on February 8, 1864.

Olin and Preston Institute had been forced to close its doors during the Civil War but was reopened in 1868. During the postwar years the institution declined and few students were enrolled. The trustees became convinced that they could present a good case for locating the state's land grant college in Blacksburg, if they could persuade Montgomery County to contribute \$20,000, which the County did. The bill establishing the College was signed on March 18, 1872, and provided that a number of students equal to the number of the members in the House of Delegates would be admitted to the new school without paying tuition or fees.

A Board of Visitors was immediately named with the authority to select a president and a faculty, to handle all matters of discipline and student life, and to set up a curriculum. The Board decided to offer an initial three year program of study with the first year the same for all students. In the second and third years, the agricultural and mechanical students would have separate programs of study. Since the curriculum was more in keeping with those of liberal arts colleges, the institution was more nearly like a junior college than a four year college.

In 1884-85 the college was reorganized into four academic departments. They were agriculture, mechanical, liter-

ary and scientific, and the business departments. Another milestone was reached when it was announced that the college would confer degrees in addition to the certificates of graduation already awarded.

In 1905 the college returned to the quarter system and has remained on that system ever since.

The first Reserve Officer Training Corps program was approved in 1916 and the college became a training school for both the Army and Navy. For the first time since the college was established more civilian students than military were in the student body with the beginning of the Winter quarter, 1946.

Virginia Tech has continued to expand its physical facilities, and academic programs and enrollment projections anticipate approximately 12,000 students by 1970. The growing enrollments similarly



WELL KNOWN to all the students at Virginia Tech is the Newman Library.

the Fall of 1965, the School of Business became the College of Business.

The College of Business was conceived to provide a liberal education and at the same time the preparation essential to a career in business.

The College of Business received accreditation by the American Association of Collegiate Schools of Business at the Golden Jubilee meeting in San Diego, California, last April. At present there are more than 1100 students enrolled in the College of Business.

History of the Business Administration Society

In the Winter quarter of 1965, Bill Mitchell, a Deltasig from Alpha Sigma Chapter at the University of Alabama, discussed with Dr. Paul Wischkaemper the feasibility of establishing a second professional business fraternity on the campus of Virginia Tech. Viewing the size and scope of the College of Business, with its more than 1,000 students at the time, and the varied curriculum, it was decided that many students were being deprived of the opportunity to display and practice the abilities developed at Virginia Tech.

A large percentage of seniors and a rapidly concluding school year forced the interested persons to temporarily abandon the idea.

With the beginning of a new school

year, interest was revived and the formation of the Business Administration Society was undertaken. Through the efforts of Brother Mitchell, Allan Auvil and Brother Wischkaemper, and the encouragement of other Deltasig faculty members, the Business Administration Society was formed and recognized during the Fall quarter of 1965-66.

After the Society had been officially recognized by the University, efforts were then channeled toward achieving a chapter of Delta Sigma Pi. Programs, professional activities and projects were planned and executed.

On April 19, 1966, the Business Administration Society members began their pledge period. The day which all had been awaiting came on Saturday, November 19, 1966, when the following undergraduates were initiated as charter members of the Zeta Upsilon Chapter of Delta Sigma Pi: Paul V. Anderson, Allan R. Auvil, W. Deane Blythe, James R. Bullion, Allan H. Camper, S. Richardson Carpenter, John W. Drew III, James E. Fargo, Ronald R. Fox, R. Bruce Gilbert IV, Leonard H. Grubbs, A. David Hawkins, Raymond E. Hodge, William H. Koons, Bruce C. Longman, William E. Louhoff, Robert R. Parnell, J. Braxton Powell, J. Marshall Pruden, Wililam J. Schwieder III, Robert D. Simoniz, David R. Smith, C. Eugene Swartz, Miles A. Young, and Alan R. Wiman.

PERSONAL MENTION

W. GEORGE CHAMBERLIN, *Pennsylvania State*, has been appointed Marketing Manager of the Eastern Region of Memcor, Inc.

THOMAS E. BASS, *Texas*, has joined the executive staff of Colt Industries, Inc. Brother Bass is a retired colonel in the Air Force.

HARRY E. KENTON, *Northwestern-Beta*, has been promoted to Vice President Industrial Relations of the Phoenix Steel Corporation.

LOUIS A. WESLY, *Johns Hopkins*, was recently promoted to Comptroller, Easton Memorial Hospital, Easton, Maryland.

GERHARD H. SIEBERT, *Johns Hopkins*, has been promoted to credit manager for Merck, Sharp and Dohme in Baltimore, Md.

DAVID A. LOHI, *Rider*, has joined the staff of the Celanese Corporation as a tax accountant.

GEOFFREY P. GWALTNEY, *Georgetown*, has been appointed Foreign Service Reserve Officer under the Department of State-Department of Commerce Exchange program.

EDWIN J. COONS, JR., *Louisiana State-Beta Zeta*, has received the 1965 National Quality Award for excellence of service to policy owners. Brother Coons is employed by the National Life Insurance Company of Vermont.

SAM D. TANNER, JR., *Georgia*, was recently promoted to Lt. Colonel in the U. S. Army and assigned to the Defense Intelligence Agency in the Pentagon.

E. WILLMAR VATNSDAL, *North Dakota*, has been promoted to Group Manager for the Western Life Insurance Company and is responsible for group sales and service in Iowa, Nebraska, Missouri and Kansas.

GERALD L. DESSERT, *Detroit-Theta*, has been appointed secretary of the water board of the City of Detroit.

HAROLD A. SHANAFIELD, *Northwestern-Beta*, has been appointed Vice-Chairman of the Board of Visitors of the Freedoms Foundation at Valley Forge, Pa.

NORMAN L. SAVILLE, *Arizona State*, has recently accepted a position as representative of the Connecticut Mutual Life Insurance Company. Brother Saville is a past president of Gamma Omega Chapter and the Phoenix Alumni Club.

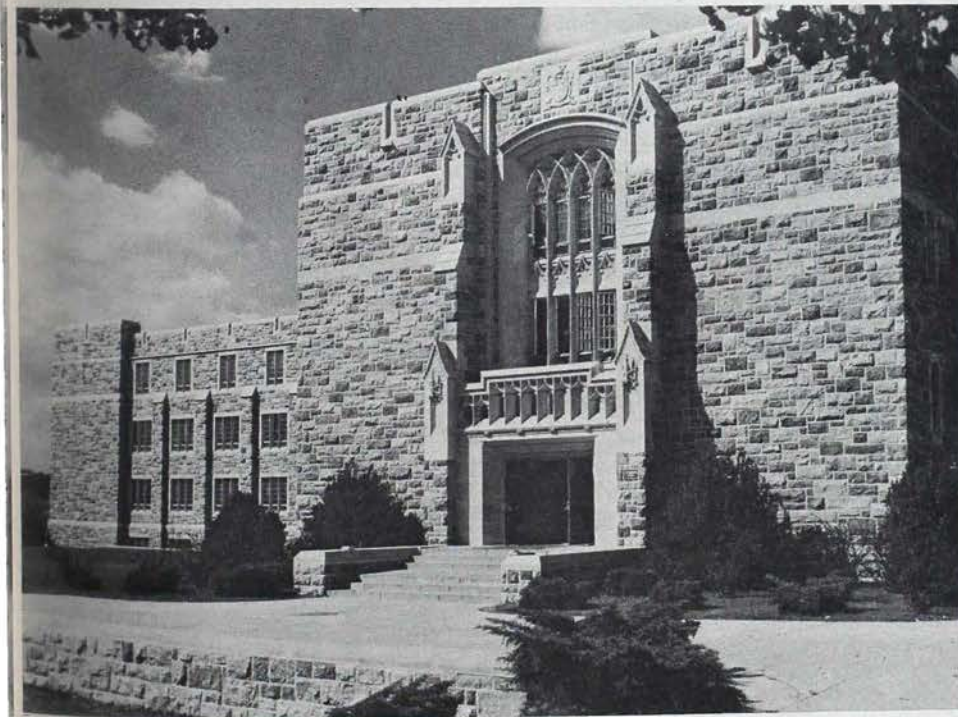
JACK C. DALTON, *Washington-St. Louis*, has been appointed general manager of the folding carton division, Pacific Region, Continental Can Company.

ROBERT J. FITZGIBBONS, *Oklahoma*, has been awarded the silver pilot wings upon graduation from Vance AFB, Oklahoma, and has been assigned to Clinton-Sherman AFB, Okla.

EDMOND GRAVES, *Ohio State*, is one of a select group of federal employees attending the Air Force Institute of Technology at Wright-Patterson AFB, Dayton, Ohio, which leads to a master of science degree in business administration.

EDWARD J. KERCHER, *Florida State*, has earned membership in the tenth president's club of the National Life Insurance Company for outstanding client service and sales.

JOSEPH S. LACASCIA, *U. of the Americas* has been awarded a Fulbright-Hays visiting professorship to lecture at the University of the Northeast in Argentina. Brother LaCas-



COMMERCE HALL at Virginia Tech in Blacksburg is the home of the College of Business and Zeta Upsilon Chapter of Delta Sigma Pi.

cia is presently an assistant professor of Economics at the University of Omaha.

GLEN A. KENDRICK, *Colorado*, has been commissioned a 2nd Lt. upon completion of the Air Force Officer Training School at Lackland AFB, Tex.

WORTH F. FENNER, JR., *San Francisco*, has a new position as a Field Underwriter for the Connecticut Mutual Life Insurance Company in San Francisco, California.

GEORGE H. REINSCHMIDT, *South Dakota*, is now the Financial Assistant to the President of Freeman Decorating Company in Dallas, Texas.

THOMAS Q. GILSON, *Beta Rho-Rutgers*, is serving for one year as a visiting professor of industrial relations at the University of Hawaii. He is teaching two courses in labor relations and is serving as a special assistant to the Dean of the College of Business Administration to help develop projects in business education for colleges in the Pacific area.

TERRY L. LAHN, *Denver*, has a new position as Sales Representative for Trans World Airlines in Los Angeles, California.

GEORGE M. CARR, *Drake*, has opened his own law office in San Francisco, California.

CHARLES R. PURDY, *DePaul*, was promoted to Vice President of Scot Lad Foods, Inc., in Chicago, Illinois. Brother Purdy lives with his family in Chicago at 2710 West 84th Street.

DARYL L. FLOOD, *Chico State*, has been promoted to General Lending Officer and Assistant Manager of the Mid-State Bank in Grover City, California.

WALTER P. TEDRAHN, *Northwestern-Beta*, was promoted recently to Regional Sales Manager of the West Coast Division of the Globe-Wernicke Company, in Pico Rivera, California.

DONALD H. KRASNER, *Miami*, has a new position as a Salesman in the New York office of the Standard Register Company, manufacturers of business forms and equipment. Brother Krasner resides at 879 Lenox Road, Brooklyn, New York.

W. PAUL HAWLEY, *Tulane*, was honored by his appointment as Judge in the Moot Court of Tulane Law School of New Orleans for the second year. Brother Hawley and his family reside at 2044 River Road, Shreveport, Louisiana.

MARIS ANDERSONS, *San Francisco State*, has a new position as Credit Analyst for Manufacturers Hanover Trust Company in New York City, New York.

RAFAEL A. CASTILLO V., *U. of the Americas*, is now Assistant Sales Manager for International Railroad of Central America. Brother Castillo resides in Guatemala City in Central America.

WILLIAM E. MILLER, *Johns Hopkins*, has been elected President of Smith & Reifsnider Lumber Company in Westminster, Maryland.

HOWARD E. BRITTELL, *Colorado*, has been named Assistant Manager of the Fresno Agency of Pacific Mutual Life Insurance Company in California.

THOMAS C. MILLER, JR., *Santa Clara*, has been named Assistant Manager of the San Francisco Agency of Pacific Mutual Life Insurance Company in California.



BROTHER H. H. MITCHELL, dean of the College of Business at Virginia Tech extends greetings to the new members of Zeta Upsilon Chapter.

WILLIAM D. CASTLEMAN, *North Texas State*, has been awarded the United States Air Force Air Medal at Homestead AFB, Florida.

E. VERNON CARBONARA, *New York*, "In Appreciation of Outstanding Service to The United States Air Force," has received their award for outstanding service and his strong contribution since 1957 to the effectiveness of the AFROTC Detachment at New York University.

JOSEPH M. MORAN, *New York*, has been promoted to Manager of news and information services for American Airlines in New York City, New York.

ALFRED R. KURTZ, *Georgia*, has created Alfred R. Kurtz & Associates, Hospital Consultants for Management Problems, Community Needs and Building Programs, in New York City, New York.

CHARLES J. WADE, *Rutgers-Beta Rho*, has been appointed Assistant Controller of Mobil Oil Company. Brother Wade resides at 176 Meadowbrook Drive in North Plainfield, New Jersey.

LAWRENCE J. LYNCH, *Rutgers-Beta Rho*, has been appointed Advertising Production Manager of P. Ballantine & Sons, Newark, New Jersey.

CHARLES O. GRONERT, *Johns Hopkins*, has a new position with Temple H. Peirce and Company, Realtors, in Lutherville, Maryland.

JOSEPH G. MAYTON, *Louisiana State*, has a new position as Vice President of Empire Mortgage and Investment Company in Tucker, Georgia. Brother Mayton was also recently elected to the Board of Directors of the American Agency Life Insurance Company in Atlanta, Georgia.

TERRY L. LAHN, *Denver*, has a new position as Public Relations Representative for Trans World Airlines in Los Angeles, California.

JACK E. KNOTT, *South Dakota*, has a new position as Factory District Representative for AMF/Paragon Electric Company in St. Louis, Missouri.

BOBBY L. HATCHER, *Tennessee*, has been

elected Chairman of the Radford-Roanoke Section of the American Society for Quality Control in Cambria, Virginia.

GEORGE J. BUETE, *Pennsylvania*, has a new position as agent for the Allstate Insurance Company in Buffalo, New York.

EUGENE A. WEISS, *Monmouth*, has a new position as Cost Accountant for Carter Products in New York City, New York.

ARTHUR A. AUW, *Ohio*, has a new position as Assistant Manager for Stouffer's Playhouse Square Restaurant in Cleveland, Ohio.

ROBERT G. ANDERSON, *Iowa*, is now Regional Audit Supervisor for Glidden Company in Mount Prospect, Illinois.

SAMUEL L. BELLANCA, *Michigan*, has been promoted to Commander in the United States Naval Reserve. Brother Bellanca's home address is 1212 Amherst Drive, Dayton, Ohio.

DAVID M. HUNDLEY, *Ball State*, has a new position with the Hundley Brokerage Company in Muncie, Indiana.

RONALD MCKINLEY, *Georgia*, has recently graduated from the flight training school at Webb AFB, Texas.

THEODORE C. STAMOS, JR., *Loyola-Los Angeles*, has completed an Air Force Systems Command special management course at L. C. Hanscom Field, Mass.

CONSTANTINE GIVISKOS, *Miami-Ohio*, has been graduated from the U. S. Air Force aircraft engine mechanics school at Sheppard AFB, Texas.

EMILIO V. VITIELLO, *Rutgers-Beta Omicron*, is currently enrolled in the School of Law at the University of Haiti, Port-au-Prince, Haiti.

GEORGE E. MANNERS, *Georgia State*, dean of the School of Business Administration at Georgia State College was recently elected the first president of the Southern Business Administration Conference, an association of 98 collegiate schools and departments of business administration in the South.

PLEASANT R. SMITH, *Missouri*, was recently appointed a member of the University of Missouri Board of Curators by the Governor of Missouri. The Board of Curators is the governing body of the University.

HAROLD S. HOOK, *Missouri*, president of the National Fidelity Life Insurance Company of Kansas City, Missouri, recently received the University of Missouri Alumni Citation of Merit for outstanding achievement in the business world. Harold is a brother to Ralph C. Hook, Jr., *Arizona State*, director of business education on the Grand Council.

E. WILSON ROBERTS, *Florida*, has assumed the position of State Manager of Olan Mills Portrait Studios, Miami, Florida.

CHARLES T. ZLATKOVICH, *Texas*, was recently elected a vice president of the American Accounting Association. He is presently a member of the faculty at the University of Texas.

DONALD E. HEATH, *Southern Methodist*, is now a brokerage consultant with the Connecticut General Life Insurance Company in Houston, Texas.

GEORGE R. KNIGHT, *New York*, is presently with Eterna 5 of New Jersey, in East Orange, New Jersey.

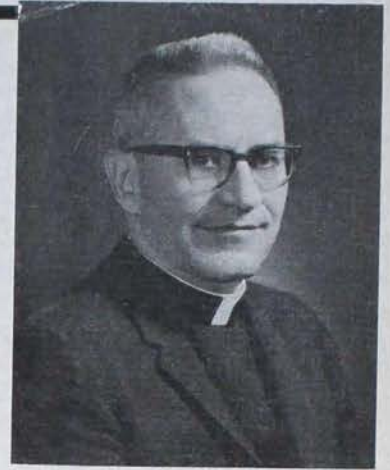


Through the Eyes of an Educator

Integrity and a Sense of Responsibility

by

REV. LEO P. McLAUGHLIN, S.J.
*President, Fordham
University*



THERE IS A REAL DIFFICULTY in writing about a subject as important as this.

The difficulty comes from the fact that "integrity" and "a sense of responsibility" are at one and the same time abstract concepts and concrete manifestations in time and space of reality.

Since the abstract and concrete are so closely united in our lives there is a real danger that we may easily lose contact with one or the other side of reality.

Let us apparently stay in the abstract order and let us ask ourselves:

"What is integrity?"

And then,

"What is a sense of responsibility?"

"Integrity" may mean different things to different people. To me, above all, it means that the man is "whole." Thus, he is a man of honor. Above all else, he is true to himself.

As soon as you say this, you are immediately in the area of that "sense of responsibility." A man who has integrity does not fool himself. He is not merely interested in avoiding evil. He seeks out the good because the integrity of his nature demands it. Good seeks out the good. The man who has integrity fulfills his commitments not because of any external law but because of himself, his "wholeness," his integrity. A man's sense of responsibility is part and parcel of his integrity.

This is so because, really, without integrity a man's sense of responsibility is based upon the false, the weak and the shattered, and just as really, when a man is without a sense of responsibility, he can have integrity only in a vacuum. Which is to say that the integrity is unreal.

The man who has integrity and a sense of responsibility does not quibble about the fine points of the law. He is not always asking himself if he may perform this or that action which borders on the illegal, the immoral or the amoral.

Thus, the man of integrity tries not to ask:

"How close to dishonesty is it safe to go?"

He always tries to ask himself:

"What is the right thing—the better thing—the noble thing—to do?"

Because of his sense of responsibility, his actions will never satisfy him.

It should be obvious that with integrity and a sense of responsibility a man's life will never be easy.

But it may also be obvious that without integrity and a sense of responsibility, a man will never fulfill himself.

ABOUT THE AUTHOR

A native of New York, Father McLaughlin received his B.A. degree from Georgetown University in 1938. He also holds the Ph.L. degree from Woodstock College, the M.A. degree from Catholic University, the S.T.L. from Weston College and Docteur es Lettres from the University of Paris.

He was ordained a Priest in 1945 after which he was assigned to Fordham University as Director of WFUV-FM. He was later appointed Dean of the College at Fordham before being appointed Dean of St. Peter's College in Jersey City, N.J. During 1963 and 1965 he was named Acting President of St. Peter's College prior to being named president in May 1965. In October 1965 he assumed his present duties as President of Fordham University. Brother McLaughlin is a member of Zeta Eta Chapter of Delta Sigma Pi at St. Peter's College.

Deltasig of the Year 1966 Is Adolph F. Rupp

EACH YEAR DELTA SIGMA PI honors one of the distinguished alumni members of the Fraternity by naming him "Deltasig of the Year." This award was first established in 1949 by the Grand Council to pay tribute to a member of Delta Sigma Pi who has made some outstanding contribution to his own field of endeavor, be it business, education or government.

Recipient of the award in 1966 was Adolph F. Rupp, head basketball coach at the University of Kentucky, Lexington, Kentucky. Brother Rupp was initiated into Delta Sigma Pi on May 20, 1922, by Iota Chapter at the University of Kansas, Lawrence, Kansas. He was then an undergraduate in the School of Business at Kansas and after receiving his degree he taught economics at his alma mater.

For almost four decades the sports world has watched an amazing record being forged with near perfection by a colorful figure in the Blue Grass country of Kentucky and known familiarly to thousands as the "man in the brown suit." When the sport of basketball is mentioned today, a direct chain of thoughts brings out the name of this maker of champions who holds undisputed rank as the "winningest basketball coach" in the nation.

It would take a book longer than one of his best sellers to recite the record attesting to this fame. Briefly, the record ranges from the exploits of his team to the honors bestowed upon him for his coaching abilities. The former deals with such accomplishments as an amazing 747 victories out of 899 starts (a winning percentage of 83 percent), 22 Southeastern Conference titles, four NCAA tournament championships, five Sugar Bowl tournament championships and a National Invitational tournament championship.

Honors bestowed on him include election to the Naismith Basketball Hall of Fame, selection by the Helms Athletic Foundation as a member of their exclu-

sive Hall of Fame, trustee and member of the selection and honors committees of Basketball Hall of Fame, national coach of the year in 1959 and 1966.

Brother Rupp is recognized by sports authorities for doing more than any other modern tutor to make basketball a national spectator sport. From the very outset of his career at Kentucky, which began in 1930, he has introduced or popularized many new and revised trends in the game that have aided materially in making the country basketball minded.

The outstanding success of this man as a basketball coach is matched only by the personal fame he has attained off the court. He is a masterful speaker and is in constant demand in the off season. He has traveled in every state, except Alaska, Europe and the Far East. Internationally recognized for his avocation as a registered Hereford breeder, Brother Rupp is currently in his 13th term as president of the Kentucky Hereford Association. He owns and operates one of the largest farms in the Bluegrass state and serves as a director of the Central Warehousing Corporation, the world's largest tobacco marketing organization. In 1962, he was named to a five year term on the Board of Governors of the Agricultural Hall of Fame and National Agricultural Center. He has also produced two film shorts and has written numerous books, has been elected to the Kentucky Hall of Fame, named Outstanding Citizen of Lexington and twice named Honorary Citizen of New Orleans, Louisiana.

The presentation of the "Deltasig of the Year" award was made on Saturday, November 5, 1966, at a luncheon in Covington, Kentucky. On hand for the presentation were Founder Harold V. Jacobs, Grand President M. John Marko, Regional Director Andrew T. Fogarty, District Director Rocco Domino, Field Secretary Ben H. Wolfenberger, members of Eta Chapter at the University of Kentucky, Alpha Theta Chapter at the



ADOLPH F. RUPP, Kansas, basketball coach at the University of Kentucky, was recently named "Deltasig of the Year 1966."

University of Cincinnati, Epsilon Tau Chapter at the University of Dayton, the Cincinnati Alumni Club of Delta Sigma Pi and a host of businessmen in the Greater Cincinnati area.

Highlights of Address by Adolph Rupp, Deltasig of the Year

It seems that every phase of American life may be divided into three periods. Even today's budget for next year may be divided into three parts: The first is the War; second is Space and the third is the Great Society. And the money that is appropriated will be divided in that order.

From a business standpoint the same is true. In the 1920's we saw a great consolidation or merging of businesses that were engaged in similar work. The railroads, of course, consolidated much before this time. During the next period from 1935 to 1955, we saw a tremendous growth in all industry but this was usually confined to individual company growth.

Today, we are seeing something that is entirely strange in corporate growth. We see air-space companies buying food companies. We see steel companies buying control of companies that are not related at all to the steel industry. We are surprised almost every day to see a chemical company buy a potato chip company or some other line entirely unrelated to the parent company. What this development will bring in future years, it is difficult to determine.



BROTHER ADOLPH F. RUPP, Deltasig of the Year 1966, is shown here receiving the award from Grand President M. John Marko. The award was presented in Covington, Kentucky.

It is perfectly understandable that if one huge company owns six or seven smaller companies unrelated to their field that should one of them be in a depression the others could easily enjoy sufficient prosperity to cover dividend requirements.

Just in recent years DuPont was forced to divest itself of General Motors. We have had a consolidation in the banking field, one of these between the First National Bank & Trust Co. of Lexington and the Security Trust Company, also of Lexington. After being consolidated for some five years they were asked to unscramble and see their original identity. The charter of one of the companies was relinquished and, therefore, that company no longer exists.

After tremendous pressure by the Justice Department, seven of these mergers were disallowed. However, Congress passed an Act allowing these mergers and with the exception of one in Lexington, it is presumed that this Act will stand. However, only three days ago, charges were brought again against the banks and the entire process will again be renewed. Will this same thing take place in hundreds of the mergers that we have had in recent years? How far will Government step in, in determining the structure of our industrial empire in future years?

There is also, in our educational field, a three phase period of development. Before the 20th century, McGuffey and his followers presented a very formal type of education. Then, in the first two-thirds of the 20th century, education was pro-

foundly affected by the writing of John Dewey. This was the second phase of our educational system. Dewey insisted that the school should preoccupy itself with developing the child's personality. The breakdown of authority in the schools stems from this pedagogy that he succeeded in imposing on our educational establishments. I remember that I sat in on some of the lectures of John Dewey and also one of his disciples, Dr. William H. Kilpatrick, of Columbia University. I was brought up under the old strict supervision of the schoolteacher who used a stick to impose authority. I was shocked at the philosophy of Dewey and others as I sat there for four years wondering just how this would develop in our educational process.

Today, most observers agree, another revolution is taking place in our educational system. This will possibly be more disruptive than that of Dewey and others. It is believed by many that the horse and buggy ways of teaching we have today will, within the next few years, give way to the computer, to television and to other methods of teaching. Take our child of today and compare him with the child of McGuffey's reader. As the West was developing hundreds of thousands of children did not have the benefit of even a newspaper. As the plains were opened the child did not have the benefit of any information before entering the first grade except that which was provided by the parents. Let's take the child of today. If he is just a normal child he will have the benefit of approximately 4000 hours of television

programs and commercials. Just think of the tremendous background these children have today. Many of their experiences are unrelated to today's way of life. With all the Wild West television programs a child will have far better information as to the development of the West than children had who lived in that era. On top of all this he also has the benefit of radio, with hour to hour news coverage and experiences from all over the world. Most of what a child knows when he enters the first grade he has learned from viewing television, listening to the radio and attending movies.

Many of our large electronic corporations today have been alerted to this modern way of teaching. Many of these corporations that are the largest in the world have bought outright some of these companies. They are interested in getting a piece of this new system of education, or the third phase of our learning process.

Ford Foundation has financed many experiments looking forward to greater use of television as an adjunct to education. The shortage of teachers and the low pay they receive makes it imperative that this new system be developed. It is reasonable to suppose that if a child has had 4000 hours of television experience before the first grade that the same method of communication would prove a satisfactory means to continue this process. It will be interesting to see how rapidly this development takes place.

It is already an established fact that Purdue University flies a plane every day

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SHOWN HERE is Brother Adolph R. Rupp, Kansas, Head Basketball Coach at the University of Kentucky on the occasion of his being named Deltasig of the Year 1966.

The Challenge of Change: The Dynamics of Distribution

Albert K. Steigerwalt, *Michigan*, Dean
College of Business Administration
The Detroit Institute of Technology

This is the text of an address made to the Society of
Industrial Realtors Seminar at the University of Toledo.

THE CHALLENGE OF CHANGE is not new to the human condition. Men have ever faced a changing environment. Long waves of change are to be seen in the rise and fall of great civilizations, such as Greece, Rome, in the Middle Ages, and more recently the decline of the British Empire, and the rise of the United States to a position of world power. Despite the nature of any given civilization, they all are subject to trends similar to those familiar to you: secular, cyclical and seasonal. In an agricultural civilization, secular trends, such as a decline in soil fertility leading to a decline in agricultural output, pose the problem of change in its most direct and dramatic form. Shorter-run cyclical variations in environmental conditions have also presented men with challenges sometimes greater than they can master. Rainfall patterns in the Western United States, particularly West of the Mississippi, forced men to adjust their patterns of agricultural production and to expect only one good crop year out of three. However, before these hardy farmers were able to master the problem, they suffered great privation and expressed themselves by such slogans as "In God we trusted, in Kansas we busted." Seasonal variations are found in nature and present men with certain minimum challenges and should they fail to respond to these challenges they must face the inevitable consequence of their own conduct. Variability has been both the carrot and the stick that has prodded mankind to ever increasing effective effort to overcome the vagaries of environment.

Thus, long before we reached our current stage of affluence, men have been troubled, even destroyed, by changes both within and beyond their control. Philosophers have speculated seriously about change. About 500 years before Christ, the Greek philosophers asked

what is it in this world that is permanent and abides in the face of all of the evidence of the senses that nothing is permanent. It is true that this question has never been answered with any degree of absolute finality.

There is one dimension of change that I have overlooked, namely, the rate of change. It is patently obvious that as change itself varies so, too, does the rate of change. There are periods when change comes gushing forth from every direction and at a rate that challenges our psychological capacity to deal with it. There are other times when change is slow and measured and, to many, imperceptible.

One important aspect of the tremendous growth of the American economy is that of marketing. Ours is a high consumption economy and has, on more than one occasion, been referred to as an affluent one. But even here we have no static state, for the consumer is presented with an abundance of products, almost to the point of confusion. Old products are constantly being improved or changed, while new products are being introduced at a tremendous rate. And, as the consumer decides to patronize the producers of new products and to neglect the products of the old, so, too, do the fortunes of these companies wax and wane. The marketing equation has great volatility and let me ask you to think through with me some of the changes that have occurred, most of them in our own lifetimes. In the 1860's and 70's in the United States there emerged a new retailing institution known as the department store. It replaced the specialty shops, so that it became possible for one to make all one's purchases in one building, rather than traveling up and down main street buying dry goods in a dry goods store, men's clothing in a tailor shop, furniture in a furniture store, drug items

in an apothecary shop, and so forth. The emergence of the department stores as an outstanding retailing institution spelled the doom of many independent specialty shops. The advantages of bigness accrued to the department stores and those who felt the effect of this kind of competition did not take it kindly. At the same time, in the United States there emerged the mail order houses. People in rural areas were able to peruse such catalogues and to place their orders through the mail without ever visiting such large cities where the mail order houses were located. Only in the large cities, where transportation was adequate, was it possible to develop concentrated market places to support department stores. In the rural areas, decentralization was the rule, for by horse and wagon to the nearest town was at least a one day journey and usually two. This was not only expensive, but time consuming as well.

With the emergence of new forms of transportation in the early 1900's, namely the automobile and the inter-urban, market areas began to expand and congestion began to appear in the downtown area. But now it was possible for those who patronized the mail order houses to travel to a nearby department store and to make their purchases in person, thus leading to a decline and disappearance of many mail order houses. Companies like Sears, Roebuck saw this change coming and went into the department store business. However, they did not locate in the downtown area in direct competition with already established department stores, but chose rather to locate their stores in what were later to be known as neighborhood shopping centers. Every city in the country of more than five hundred thousand in population (500,000) can point to the existence of neighborhood shopping centers. The emergence of the neighborhood shopping

centers played a great part in sapping the vitality of the downtown section. This pattern persisted through the 1930's and the 1940's, but, low and behold, the retailing field was confronted with several new innovational challenges in the 1950's. Two of these challenges loom large in our recollection, one of which is the emergence of the suburban shopping center located at or near the periphery of a large metropolitan area and the emergence of discount houses. The suburban shopping center was made possible by the fact that automobile transportation and the necessary roads created a potential shopping area that today is as much as 100 miles in every direction from the shopping center. The emergence of shopping centers spelled the doom of the neighborhood shopping centers and any visual inspection of a city like Detroit will reveal that, where thirty years ago many vigorous neighborhood shopping centers existed, they are today declining and decaying in many instances to the point of extinction. You will notice in this pattern of change the migration of retailing activity from the heart of the city to the neighborhoods and now to the surrounding suburbs. Such changes in focus, as you all know, have had substantial impact upon land values both in the older areas and in the new.

The emergence of the discount houses was a symptom of increased competition for the consumers' dollars. In the years immediately after World War II, the margins on most retail items were substantial for it was truly a sellers' market. With the advent of the recession in 1948-1949, some retail establishments with a strong sense of innovation decided that markups or margins were not sacred and that volume was the desirable objective and therefore began frantically to slash prices. The net result was that a whole rash of discounting afflicted the economy and persisted despite efforts by the courts and by state legislatures to prevent it. Discount houses, without benefit of extensive investment in buildings and furnishings, blossomed across the land. And as is the case in such innovations, the more traditional establishments had to imitate or perish. Discount operations, which were looked upon in the beginning as somehow illegitimate became legitimized and slogans, such as "Nobody, but nobody, undersells Gimbels" became widespread. Some retailers reasoned that if lower prices permitted consumers to consume more, and they

did, that easier credit terms would also permit consumers to consume more. Thus, we had the emergence of another dimension of change with the coming of the revolving charge accounts where consumers were permitted to spend at will, providing they were willing to pay a service charge of one and one-half percent per month on the declining balance of their accounts. I am assuming here that the consumers' revolving charge accounts did have a declining balance, although in the aggregate the volume of such charge accounts has been rising.

Other dimensions of change that span our lifetimes are such things as the emergence of retail chains, not only in the field of foods, but in the department store, and even women's ready-to-wear. Merchandising devices, such as trading stamps have added another competitive tactic to the quest for the consumers' patronage. In all of these developments, we see clearly the quest for bigness on the part of the retailing institutions and the volatility of movement in their locations. In every dimension of marketing, including wholesaling, similar adjustments have been made. The emergence of the computer, as an inventory control device, has permitted retailers to increase their volume of sales with little or no increase in inventory. This has led to a more efficient use of existing facilities and limited the demand for additional warehouse space and auxiliary facilities. Free delivery, gift wrapping service, baby sitting service, restaurants and lunchrooms, satisfaction guaranteed or your money refunded, are all part and parcel of the struggle for the consumer's dollar, and more importantly, the prime mover of the kinds of changes that have made the American marketing scene both dynamic and extremely productive.

If we were looking at an underdeveloped economy, we would call this process economic growth and, therefore, desirable. Perhaps, because we consider ourselves economically mature, we fail to realize that we, too, are experiencing economic growth. But, economic development means change. We may object, if we are the victims of such change, but we are scarcely reluctant to cheer when we are benefited by it. What do we mean by economic growth, and how does this process come about? Is such volatility necessary, in order that we have an increasing supply of goods and services to distribute among us?

Fortunately, or not, depending upon

one's point of view, economic growth is not possible without change and some substantial dislocation. Economic growth is defined by the economist as an increase in per capita real income. That is, when measured over time, there are more goods and services available currently, in real terms, on a per capita basis than were available X years ago. Further, it is important that this economic growth be sustained or you would face an inevitable kind of economic retrogression. Thus, any economy must keep pace with an increasing population and if development is to occur, expansion of real output must exceed the rate of increase in the total population. In an agricultural civilization this increase in productivity may be accomplished by making two blades of grass grow where one grew before. This approach is less than satisfying as an explanation, so let me proceed further to find the source of disruption in the economy and the cornucopia from which flows this tremendous increase in goods and services.

Any increase in the supply of goods and services is brought about by the presence in an economy of innovators. Innovators carry out the process of innovation which may be defined as the establishment of new relationships between existing supply of the factors of production: land, labor and capital. Let me stress here that the innovator must work with the existing supply of these factors, for these factors, as you know, are not readily expandable. The innovator, in his curious way, looks at the existing situation and sees an opportunity to put some portion of the total supply of factors of production together in a new way. This conception of innovation covers such things as the introduction of a brand-new good or changes in the quality of an existing good. Here we have the introduction of the automobile as an example of a brand-new good and changes in the quality of an existing good being exemplified by annual model changes. Another aspect of this conception of innovation is the successful utilization of a new method of production, and let me emphasize here that it doesn't have to be new in the sense of "new under the sun" but only one not currently in use. The assembly line when it was transferred from the meat packing to the automobile industry is a good example of the introduction of a new method of production. The invasions of a new market is an example of innovation, whether that market be in-

vaded in a physical sense by linking up a series of markets, or in the economic sense by tapping another sector of the market through the use of price reduction. The history of the automobile is a good example of this, and particularly, in the case of the Ford Model T. Between the years of 1909 and 1923, the price of a Model T (and subsequent models) declined from \$975.00 to \$275.00. Every reduction in the price of the Model T opened up a new sector of the market and brought more consumers in the market place. This not only reflects in the invasion of a new market, but feedback pressure on the production process, so that further innovations were stimulated.

The opening up of a new source of raw materials is also a kind of innovation. Synthetic fabrics, such as dacron and nylon, as well as aluminum and plastic, are clearly representative of a new source of raw material. The final dimension of this conception of innovation is that economic development does also occur when new forms of business organization are introduced or new practices established within a given industry. The adoption of a policy of diversification by any business firm or a corporate policy of decentralization of authority and responsibility are examples of this dimension.

Let me stress the importance of bringing these new combinations to fruition. This is not to be considered the same as invention. An inventor may come up with a new product, process or approach to a problem, but it does not constitute an innovation until it has actually gone into production. The innovator and the inventor are not necessarily performing the same functions. The innovator is the carrier of economic change for it usually happens that the new combinations are not carried out by existing firms, but are generally carried out by new firms. The carriage manufacturers were generally not the ones who began the manufacture of automobiles. But, once the automobile appeared upon the scene, the carriage manufacturing industry was doomed and, although many carriage manufacturers made an effort to imitate the innovator, none, with the exception of Studebaker was successful. And in the case of Studebaker, I believe you would agree the success was dubious at best. One other dimension must be added. Any innovation to be considered such in an economic sense must lower the real cost of the goods and services produced. In other words, an innovation must shift the cost

curve downward. In any given economy, it is possible to shift resources from one use to another without any gain in total real output. The key to economic growth lies in the fact that the resources employed in the innovation are substantially more productive in the new use than in the old. Let me ask you, are we better off economically, or worse off economically, because of the coming of the automobile? Thus, simply by inspection, without any sophisticated economic analysis, we have better transportation, more comfortable transportation, and more people have transportation available to them with the automobile than with the horse. Let me illustrate this process for you by referring briefly to the early history of the automobile industry in the U.S.



THE MEMBERS of Theta Chapter at the University of Detroit are shown here as they pose for their "Yearbook" picture.

In something less than sixty years the automobile industry has become the bellwether of the American economy. You are well aware of its impact upon American life, both economically and socially, and how deeply it has invaded our lives to the extent that it has even altered the patterns of courtship. In 1900, literally thousands of individuals were tinkering with mechanisms that were to be the forerunner of the automobile industry. There were electric cars, steam cars and gasoline buggies. Although many were called, few were chosen. It took an innovator of the stature of Henry Ford to illustrate clearly the nature of this process. Henry Ford took parts and equipment that were then being produced in the American economy in commercial quantities and put them together in different ways, and the final product was an automobile. Carriage manufacturers supplied the bodies, manufacturers of stationary internal combustion engines supplied the motive power and the power train, while the wheels came from suppliers to the wagon industry. Let me emphasize, the first automobile was based upon the ex-

isting supply of the factors of production. Further, the Ford Motor Company in its beginnings was not a manufacturer, but an assembly point. Sub-assemblies, bodies, wheels, chassis and engines flowed into Detroit, were assembled in a matter of hours and flowed outward to the consumer. Many firms entered this industry and many disappeared from it. Perhaps more than three thousand separate automotive pioneers made an effort to gain a foothold in the market place. To illustrate the nature of risk in a new industry and the nature of rewards to a successful innovator, let me stress that it was possible to enter this industry with practically no equity at all. Sub-assemblies were purchased in the open market with credit terms of sixty to ninety days. Customers paid advance deposits of varying percentages, but enough to supply the working capital, in the case of the Ford Motor Company for at least six months. The assembly cycle was very short and cars were sold for cash. Thus, anyone who could muster a few thousand dollars, could take advantage of this situation and get into the production of automobiles. However, anything that delayed the production-sales cycle would bring this financial house crumbling down around the ears of the promoters.

In the case of the Ford Motor Company, it began by issuing one hundred thousand dollars (\$100,000) in par value of common stock. This, by the way, was the third effort of Henry Ford to get into the automobile business. In return for this common stock, the Ford Motor Company received only twenty-eight thousand dollars (\$28,000) in cash. The rest was in the form of promissory notes and goodwill. At the end of the first year production, the company paid dividends of 100% on the par value of the common stock, and at the end of the third year of business declared a one million nine hundred thousand dollar (\$1,900,000) stock dividend, and established a five percent per month dividend policy, which meant that three years after being in business, this company was paying one hundred thousand dollars (\$100,000) per month in cash dividends, while plowing back into the business many hundreds of thousand dollars per month. The transition from assembler to manufacturer was a steady one. By 1909, Ford had an outstanding manufacturing facility in Highland Park. The resources to build this plant and equipment came from earnings retained for use in the business. By 1909,

Henry had decided that what the country needed was a good standard automobile, coming in any color, providing that color was black. He then began to turn the crank. As principal owner, he decided to embark upon the Model T and to concentrate on producing automobiles that were within the reach of the average man. He regularly reduced the price of the automobile because volume economies permitted him to do so. When he reduced the price of an automobile during the model year, he refunded the amount of the reduction to purchasers who had acquired their automobiles before the price reduction went into effect. Needless to say, this was perceptive merchandising. And as he reduced the prices, more people came into the market place and the Ford Model T became a symbol of American civilization and Henry Ford the symbol of American genius throughout the world.

By 1916, some of his stockholders were becoming restless and his visionary scheme to build an industrial empire on the swamplands surrounding the Rouge River irritated his stockholders no end. They accused him of operating an eleemosynary institution, rather than a business. They took him to court. He had learned not to panic as a result of a nine year Selden patent suit early in the history of the Ford Motor Company, and he didn't panic at this time. Nevertheless, his stockholders took him to court and the Supreme Court of the State of Michigan upheld a Circuit Court decision that the Ford Motor Company had been unduly dominated by Henry Ford, and had not been paying appropriate dividends and required Henry Ford to disburse something over fifteen million (\$15,000,000) dollars in dividends to his stockholders. By 1919, he had decided to buy out the few remaining stockholders, and he did, and the stock for which they had paid the equivalent of one hundred dollars (\$100.00) a share in 1903, now carried a price tag of twelve thousand and five hundred (\$12,500.00) and an initial five thousand dollar (\$5,000) investment in the Ford Motor Company in 1903, had risen to twelve million five hundred thousand dollars (\$12,500,000) and in the intervening sixteen year period more than five million dollars in dividends had been paid on that initial investment. This is a measure of the rewards in innovation.

In case you have assumed that the automobile industry grew to greatness ex-

clusively through reduction in price and technological innovation, let me stress that one other important factor played a part. By 1914, the automobile industry had reached a plateau of saturation as far as the market was concerned. The bankers were positively hostile to the industry and viewed this measure of consumption as being an expression of prodigality and destructive of the virtue of thrift. Further, State and Federal laws prevented bankers extending credit to individuals using automobiles as security. Obviously, then as now, the number of individuals in a position to pay cash for the automobile is limited and some device had to be perfected whereby individuals who could not command the cash, but could over a reasonable period of time repay such indebtedness might be permitted to buy an automobile. Thus, the automobile manufacturers came up with the financial affiliate idea whereby they could create wholly owned subsidiaries, which could sell debentures to the bankers and with the proceeds of such sale, the financial affiliate could finance both dealer inventories and consumers installment purchases of automobiles. This added another dimension to the marketplace and permitted many, who could only command a limited down payment, to possess the coveted automobile. This permitted a further expansion in total sales and further economies in mass production and a further reduction in the real cost of automobile transportation in these United States.

You must realize that the economy was better off and the country at large benefited immensely by the coming of this new industry. However, there were many who were disadvantaged. Skilled tradesmen, who gained their livelihood in industries surrounding the horse and buggy, found their skills made obsolete and themselves unemployed. Individuals with investments in carriage manufacturing facilities saw their sales decline and their capital investment disappear. Blanket manufacturers, livery stable owners, harness manufacturers, and others, all felt the impact of the disappearance of the horse. But this is always a dimension of change and today the bogeyman word is, of course "automation." Yet, you should recognize that this is a kind of creative destruction. In the new use the factors of production are more highly rewarded and capital accumulation in the economy at large is accelerated despite the obsolescence of existing plant and

equipment and human skills employed in traditional uses. Further, you should recognize the magnificent economic advantage of the free market place, whereby an individual risks his own resources to test out an innovation. The American economy would not have suffered had the Ford Motor Company failed. Only a small portion of society's total resources were committed to this experiment. In contrast to this, it is characteristic of government dominated economies to commit substantial portions of society's capital, and when mistakes are made under these circumstances, as you and I know, they are substantial ones.

What has all this to do with the dynamics of distribution? I have made an effort in this paper to present to you the economic dimensions, which lie behind the facade of change, we see in our economy today. The emergence of new retailing institutions and of new products are clearly efforts to innovate. From hula hoops to helicopters, from Mustangs to power lawnmowers and from the touch-tone telephone to the computer we see in this matrix the end results of innovation pervasively at work in the economy. This is truly an Horatio Alger story written at the national level.

Let me not leave you without a word or two of caution. Innovators are indeed rare individuals. Men like the late Henry Ford, Alfred Sloan and Boss Kettering are but a few of a handful of people, who have that kind of perceptivity toward the world about that they can see these new relationships clearly and have the kinds of metabolisms that give them the energy to bring them about. They are indeed the true believers and are never dissuaded from reaching their objectives. They indeed have also their modern living counterparts. Yet the environment is never fully appreciative of these carriers of change. Our lives are influenced by them for good and for ill. Yet we desperately need their services and we need to sustain the kind of free society which encourages innovation and permits innovators to harvest the rewards for their efforts. Artificial intrusions into the marketplace could stifle and possibly destroy the genius of American industry. We must be prepared to accept the challenge of change as the price for an ever increasing standard of living. Should our public policies, our quest for security, and our legislation become unduly restrictive, the fountain of innovation may well be capped.



WITH THE ALUMNI THE WORLD OVER

SAN FRANCISCO

THE SAN FRANCISCO ALUMNI Club has been enjoying a successful and active year. All of the brothers of our club attending our last luncheon enjoyed a stimulating presentation by Brother Buford Casey on "Brotherhood." This was enjoyable because it got us into the spirit of our Founders' Day Banquet held at the Marines' Memorial Club in San Francisco. Our banquet was a huge success, and all enjoyed meeting the wives and dates of our brothers.

It certainly was a pleasure having Ben Wolfenberger and Jim Flynn join our club's October Executive Board meeting. Ben is a Field Secretary from The Central Office and Jim had been a Field Secretary before joining the U. S. Army. Jim is going to Viet Nam and we wish him the best of luck.

We have been getting increased enthusiasm for our monthly luncheons which we hold on the first Thursday of each month at the "Inn the Alley" restaurant in San Francisco. We would like to extend an invitation to all brothers who may be in San Francisco on this day, and we look forward to meeting you.—GERALD J. FRESCHI

BATON ROUGE

THE BATON ROUGE alumni club is working hard to secure all of the Charter Members we can to prove to The Central Office that Brother Herb Finney's trip to Baton Rouge from Pittsburgh was not a waste of time.

We have elected our officers as follows: Edgar B. Langley, president; Arthur G. Bagwell, vice president; Roy Lott, secretary; and Robert Lamb, treasurer.

With the upcoming convention to be held here in Baton Rouge, we are going to take advantage of it by asking Brother Marko a few questions about what an alumni club should do.

Our next meeting will be with the Beta Zeta Chapter to honor their new pledges at a banquet.—EDGAR B. LANGLEY

SACRAMENTO

THE SACRAMENTO ALUMNI CLUB is holding a Dinner Meeting on January 12, at Gino's in Sacramento. There will be an excellent steak dinner and speaker preceded by a cocktail hour starting at 6:00. Our last dinner meeting was a tremendous success and drew the best attendance of the year.

Participating in the Western Regional Conference was a very rewarding experience for the Sacramento Alumni Club. This was an excellent opportunity to meet some un-

dergraduate brothers of Delta Sigma Pi.

Other activities so far this year included another Dinner Meeting on November 3, and our annual Christmas Party on December 17. All Alumni in the area are invited to attend any of our activities.

If any Alumni wish to be put on our mailing list or want further information concerning any activities, please contact Mike Haley, 4261 Lusk Drive, Sacramento, California.—ROCKY J. WENTZEL

RAYMOND E. GLOS, *Miami-Ohio*, former dean of the School of Business Administration at Miami University, is the newly elected president of Alpha Sigma Phi fraternity.



Raymond E. Glos is elected President of Alpha Sigma Phi

RAYMOND E. GLOS, *Miami-Ohio*, who for eight years has been a member of the Grand Council of Alpha Sigma Phi Fraternity, was recently elected Grand Senior President at the biennial convention of the fraternity held at the Hotel Hershey, Hershey, Pennsylvania. Dr. Glos served as a Grand Councilor and National Scholarship Chairman of Alpha Sigma Phi from 1956 to 1958. At the 1960 convention, he was again elected to the Grand Council and has served as Grand Treasurer since that time. He was initiated by Eta Chapter of Alpha Sigma Phi at the University of Illinois.

Brother Glos is a noted college administrator and dean. He went to Miami University at Oxford, Ohio, in 1927, the year the School of Business Administration was established and was dean of the school for 25 years. It has been pointed out that the Miami University School of Business Ad-

ministration's reputation for service to the business and industry of Ohio ranks with the achievements of the school's graduates as an indication of the vigorous and far-sighted leadership he demonstrated as dean.

He has been president of the American Association of Collegiate Schools of Business, vice president of Beta Gamma Sigma, treasurer of Phi Eta Sigma and vice president of the American Accounting Association.

Brother Glos was initiated into Delta Sigma Pi in 1928 by Alpha Upsilon Chapter at Miami University.

NEW YORK

ELECTIONS WERE HELD for officers of the New York Alumni Club of Delta Sigma Pi on October 18, 1966, at the first Board of Directors meeting of the year. Those elected were William J. Gorey, chairman of the board; Edward A. Uhler, president; James F. Clyne, vice president; Charles F. Heard, vice president; Francis J. McGoldrick, secretary and Donald A. Groene, treasurer.

The members wish to congratulate Brother Edward A. Uhler, a member of Beta Nu Chapter at the University of Pennsylvania, on his election as president. Brother Uhler is the first president to be elected from a chapter other than Alpha Chapter.

The Fall season started with a post 1959 party which was attended by 80 members and guests. Gerald B. Reynolds, chairman of the activities committee, has also planned a House Party on December 10 for all active alumni in the New York Metropolitan area. William V. Smalley is chairman of the party.

On Wednesday, January 18 there will be a professional meeting with Kerwin B. Stallings as chairman. Sometime in February or March there will be a buffet supper following a basketball game at Madison Square Garden. Thursday, April 20, will be Alpha New York Alumni Club Past President's night. Early June will bring the annual Round-Up dinner.

If any Deltasigs are in the New York Metropolitan area and wish to participate in any of the affairs, please call the secretary at 268-6037 or leave word at the Alpha Chapter House at 475-9313.

Founders' Day was held in the Class of 1917 Dining Room at the Loeb Student Center on November 1. National Officers attending were Grand President M. John Marko and District Director Donald A. Groene. After the dinner, the party moved over to the Chapter House where refreshments were served.—JOHN C. DEVINE

CHICAGO

OCTOBER 14TH THROUGH 16th the Chicago Alumni Club of Delta Sigma Pi (with a great assist from the Greater Detroit Alumni Club) threw its support behind Regional Director Tom Mocella to make our Central Regional Meeting one of the greatest ever. Grand President M. John Marko at the Saturday luncheon gave a most inspiring address on fraternalism which we hope to see reprinted in The DELTASIG. That evening at the banquet he presented Testimonials of Appreciation to two most deserving brothers, Tim Gover, district director and faculty advisor to Epsilon Omega Chapter, and Dan Root, past district director of Michigan. The travel trophy was won by Epsilon Omega Chapter at Eastern Illinois.

On November 9th we met at the Illinois Athletic Club to celebrate Founders' Day. Cocktail hour began at 5:30 P.M. and the I.A.C.'s superb special buffet was served at 6:30 P.M. Our speaker of the evening was Mr. George Bowler, an executive of Inland Steel Company, who spoke on "The Growing Problems of Executive Obsolescence." Following was our usual evening of fellowship, fun and games and door prizes.

Our next meeting will be held on January 14th—this is a social evening (a dress-up affair) with wives and dates at the Ivanhoe Theater and Restaurant. Our February meeting, date unknown at publication date, will be a dinner and then off to the Chicago Stadium to watch the Chicago Blackhawks take on a loser. The Chicago Alumni Club of Delta Sigma Pi, Tony Fernandez, president, welcomes all Deltasigs in the Chicago Metropolitan area to join the club and attend our various monthly affairs. Inquiries may be addressed to 42 East Cedar Street, Chicago, Illinois, 60611.—DON F. HOLEM

GREATER LANSING

LET'S GET TOGETHER and form another alumni club! Several of us are very much interested in forming a new alumni club in the Lansing, Michigan area, but we need your help. We know that there are a lot of brothers in this vicinity, and we hope that you share with us a desire for alumni association. If so, please drop a card or letter containing your address and any other pertinent information to: Bob Short, 217 River Street, East Lansing, Michigan. We would like to have a get-acquainted and organizational meeting by the end of the month, so don't delay in letting us know where you are!

PITTSBURGH

ONCE AGAIN, the Pittsburgh alumni were honored to be present at Lambda Chapter's rush smoker held in October at Cantor's Restaurant in Oakland. Alumni Club Past President Bernie Michalek was presented with a gift by Lambda Chapter President Tom Bombich as a token of appreciation for the cooperation and assistance given them by the Alumni Club. The thought behind this presentation applies to all Pittsburgh Alumni Club members who gave their time and talents to further the

purpose of Delta Sigma Pi in helping the undergraduates wherever and whenever possible. Every active Delta Sigma Pi alumnus can pat himself on the back because the labors have been fruitful in strengthening the fraternity. We cannot be complacent now, however, because there is still much more to do.

The Deltasigs and their ladies gathered at the Redwood Motor Hotel on November 12 for the Annual Founders' Day banquet. The Social and Professional Committee, chaired this year by Brother Mel Gaddis, is to be commended on the fine job they did for us.

Earlier that same day, the Alumni Club provided a ritual team headed by Brother Ed Munford (late of Texas) to initiate the new brothers of Lambda Chapter. Brother Ed carried it off very well and it's a real pleasure to work with and for him.

Brother Herb Finney, national chairman of alumni activities, has provided the impetus to start a concerted effort to locate Deltasigs who now reside in the Pittsburgh area but who, as yet, have not affiliated with the Club. You can make it much easier for us to find you by writing or calling Brother Herb, or any of the brethren, You're too late to make the golf outing, Founders' Day Dinner and other affairs already held, but there are many more to come and we'd like to have you.—B. J. MICHALEK



DONALD L. RENNER, *Texas Tech*, is the new Registrar at Southern Methodist University, Dallas, Texas.

DALLAS

BIG MONEY WAS won and lost at the Dallas Alumni Club's Las Vegas Party held October 29 at the Melrose Hotel in conjunction with the Southwestern Regional Convention. The money wasn't real but the fun and excitement were. "Loot" for the winners included a General Electric clock, compliments of Brother Gary Dockery, and Clair-ol products for the ladies, compliments of Brother Ralph Smith, in addition to cash prizes and a free membership to the Dallas Alumni Club.

Activities in the near future include a Founders' Day Banquet, November 12. December 11 will find us at the Cotton Bowl with a group of deserving young Cowboy

Rooters from Compton Citadel, a youth organization of the Salvation Army, ably run by Captain Charles H. Carmack. December 19, we will meet at Grant and Francine Robison's home for a little egg nog and Christmas cheer. We are encouraging the attendance of the area undergraduates at all our functions.—C. H. HERMANN

The Central Office Register

RECENT VISITORS to the Central Office of Delta Sigma Pi are as follows:

EDWARD KLING, *Gamma Upsilon*, Wellesley Hills, Massachusetts; JORDAN ESTRAS, *Gamma Upsilon*, Wellesley Hills, Massachusetts; PHIL SCHLAEGER, *Alpha Theta*, Cincinnati, Ohio; JIM HAKE, *Alpha Theta*, Dayton, Ohio; LAWRENCE L. LUSBY, *Alpha Theta*, Cincinnati, Ohio; RANDALL BENDER, *Alpha Theta*, Cincinnati, Ohio; PETER FEICHTER, *Alpha Theta*, Cincinnati, Ohio; FRED BANTA, *Alpha Theta*, Cincinnati, Ohio; DALE G. COMBS, *Alpha Theta*, Cincinnati, Ohio; JAMES G. PARTHENAKIS, *Alpha Theta*, Cincinnati, Ohio; HOWARD M. WOLFSON, *Alpha Theta*, Cincinnati, Ohio; KEN KIPPENBROCK, *Alpha Theta*, Cincinnati, Ohio; RON MCDANIEL, *Alpha Theta*, Cincinnati, Ohio; R. E. BEACH, *Alpha Theta*, Cincinnati, Ohio; DON NIEMAN, *Alpha Theta*, Cincinnati, Ohio; BOB BURKITT, *Alpha Theta*, Cincinnati, Ohio; CLAY BEEKLEY, *Alpha Theta*, Cincinnati, Ohio; CALVIN SCHROER, *Alpha Theta*, Cincinnati, Ohio; SHIRLEY C. KELLER, JR., Middletown, Ohio; RICHARD C. BOWLIN, *Alpha Theta*, Middletown, Ohio; GARY V. STULL, *Alpha Theta*, Wilder, Kentucky; MICHAEL K. FISHER, *Alpha Theta*, Cincinnati, Ohio; CLAUDE ANDREW BELEW, *Alpha Theta*, Cincinnati, Ohio; RICHARD L. KINISTLER, *Alpha Theta*, Cincinnati, Ohio; ROCCO A. DOMINO, *Alpha Theta*, Cincinnati, Ohio; ANDREW T. FOGARTY, *Alpha Theta*, Cincinnati, Ohio; NORMAN J. LINDWAY, *Alpha Omicron*, Cleveland, Ohio; FRANK G. KEARNY, Montreal, Canada; Mr. & Mrs. T. G. FARRAR, Huttig, Arkansas; Mr. & Mrs. JOHN A. FINCHER, *Delta Epsilon*, Littlefield, Texas; Mr. & Mrs. M. E. KINDLE, *Delta Zeta*, Kenton, Ohio; Mr. & Mrs. BERNARD J. SULLIVAN, *Gamma Pi*, and family, Chicago, Illinois; G. JOHN GRUEN, Oxford, Ohio; JOE M. HEFNER, *Beta Upsilon*, Lubbock, Texas; LAVERNE A. COX, *Alpha Delta*, Lincoln, Nebraska; WARREN E. ARMSTRONG, *Gamma Iota*, Albuquerque, New Mexico; R. NELSON MITCHELL, *Chi*, San Mateo, California; RALPH C. HOOK, JR., *Gamma Omega*, Tempe, Arizona; H. MELVIN BROWN, *Chi*, Bowie, Maryland; ANDREW T. FOGARTY, *Alpha Theta*, Cincinnati, Ohio; THOMAS M. MOCELLA, *Beta*, Palatine, Illinois; JOHN A. FINCHER, *Delta Epsilon*, Littlefield, Texas; M. JOHN MARKO, *Beta Rho*, Elizabeth, New Jersey; CHARLES I. SUTTON, *Gamma Omega*, Scottsdale, Arizona; ROBERT G. BUSSE, *Beta Omicron*, Indianapolis, Indiana; MAX BARNETT, JR., *Gamma Mu*, New Orleans, Louisiana; Mrs. ROBERT G. BUSSE, Indianapolis, Indiana; RONALD W. BUSSE, Indianapolis, Indiana; RANDOLPH MACDONALD, *Gamma Omega*, Phoenix, Arizona; and JAMES F. WATT, *Beta Upsilon*, Phoenix, Arizona.



CHAPTERS

SAN FRANCISCO

HOPING TO EMPHASIZE the fraternity's professional aspect, the Brothers of Gamma Omicron Chapter have scheduled many professional functions during the coming school year. The first was a talk given on September 29 by USF's Fr. Barrett, a specialist in production management. The talk was exceptionally well attended and quite interesting. On October 27, the Brothers conducted a tour of the Pacific Coast Stock Exchange, and on November 8, Gamma Omicron Chapter had its annual luncheon with Dean Wright of the College of Business Administration. In the near future we hope to have talks given us by the Manager of the San Francisco Playboy Club and by a district representative of the FBI.

On November 12, Gamma Omicron Chapter will hold its 16th annual "Rose" Dance. As usual, this gala affair will be the social highlight of the year for USF. Prior to the dance, the Brothers and pledges will attend a party at Brother Newhall's home.

On October 9, Gamma Omicron Chapter began Fall pledging. Our nine pledges seem to be good men, and we are all hopeful that they will survive our five-week pledging period.—JOHN L. GATFIELD

SACRAMENTO STATE

THE FALL SEMESTER presents new challenges and good times for Epsilon Phi Chapter. We have again set our goal for 100,000 points and first place in the Western Region. Congratulations are extended to last year's officers under the leadership of President Bill Liggett.

The Western Regional Conference held in Sacramento was a great success. I'm sure all the attending chapters benefited from the workshops where many ideas and problems were discussed. R. Nelson Mitchell, Western Regional Director, presented President Bill McGowan with the Certificate of Achievement earned by this chapter last year. Epsilon Theta Chapter of Chico State received a similar certificate. Also, at the Regional Meeting, many of the Brothers were initiated into the great order of the "Yellow Dog."

New officers for this semester are: President, Bill McGowan; Senior Vice President, Bill Dosch; Vice President and Pledgemaster, Bob Long; Secretary, Jerry Coulter; Treasurer, George Reitter; Chancellor, Bruce Pyle; and Historian, Larry Crother.

Brother Dosch's membership committee did an outstanding job in recruiting pledges. We have again out-classed the social fraternities on campus with 23 high caliber pros-

pects hoping to become members. Bob Long has outlined a fine pledge program.

Gary Fair, professional chairman, has an outstanding program of speakers and tours for the current semester. There is a possibility of flying to Southern California to visit a business firm.

The social aspect is being handled by Brother Kemp. The Fall semester stag was a "gas." Coming events are the annual "grub" party, the Initiation Dinner Dance; and the annual New Year's Eve Party.

Brother "Kink" Atchison, "Rose" Chairman, has entered the National "Rose of Deltasig," Miss A'lyce Barham, in the Homecoming Queen Contest at Sacramento State.

"Kink," at this time, is interviewing contestants for this year's "Rose."—OSCAR SUGIMOTO

CHICO STATE

WITH THE LARGEST returning membership in its six year history, the brothers of Epsilon Theta Chapter look forward to another active year.

The newly-elected officers for the 1966-67 year are: Bill Roehr, president; John Horton Jr., senior vice president; John C. Fry IV, vice president; Rich Moore, secretary; Rick Wilson, treasurer; Walter Lake, chancellor; Ted Karolyi, historian; and Harry Jefferson, chapter advisor.

Over 60 rushees attended a hamburger feed at the home of Mr. Houx, brother and Professor of Business Law at Chico State. The culinary skills of Brother Speegle produced delicious barbecued burgers. Brothers Deleplain and Bequette provided a historical background on the chapter with the aid of colored slides.

Brother Horton and his committee deserve a word of praise for the fine job they did in screening applicants. It was certainly a job well done. They have made "fireball" Fry's job as pledgemaster much easier.

Darwyn Meyer, representative of Birr, Wilson and Co. Inc., was the leadoff speaker in Brother Larson's professional schedule. His topic, "Service Provided by a Brokerage," held a captive audience which asked many questions. There are three more talks and two corporation tours on the agenda for the rest of the Fall Professional Program.

Under the guidance of Brother Jerry Rasmussen, service committee chairman, the brothers of the Epsilon Theta Chapter will sponsor a high school orientation program. The brothers will provide insight into college life through small discussion groups with high school seniors.

Social Chairman Dan Bequette has an alumni dinner planned for November 12 after the Homecoming football game, the "Rose" tea scheduled for December 3, and the dinner dance set up for January 7.

Last, but of course not least, Brother Mike Deleplain's hapless intramural teams are coming on strong.

It's another challenging year, marked with enthusiasm, dedication, and lots of solid teamwork that adds zest to life!—WALTER MYERS



MEMBERS OF EPSILON KAPPA Chapter at Shepherd College in Shepherdstown, West Virginia, are shown here in front of their display case.

MENLO

ZETA RHO CHAPTER at Menlo College, School of Business Administration, began its first full year of operation with 23 enthusiastic members. At the first meeting a very active and interesting program was developed for the entire school year.

Homecoming afforded us an excellent opportunity to introduce ourselves to the returning alumni. A committee, under the direction of Dave Beronio, made a welcoming sign and personally gave each lady attending Homecoming a rose, along with a sheet of paper describing the purpose of Delta Sigma Pi.

At our first dinner meeting we were honored to have in attendance Field Secretary Ben H. Wolfenberger and Regional Director R. Nelson Mitchell. Brother Ben Wolfenberger gave the members an excellent insight into fraternity operations both within the chapter and on the International level.

In observance of Founders' Day, a successful party was held on November 11, at the San Francisco Bar Association Lounge.

Other Fall semester activities include our professional program and the sponsoring of movies for the entire student body. We are all looking forward to a successful year in all phases of fraternity life.—KENT BARKER

LOYOLA—New Orleans

DELTA NU CHAPTER commenced its eighth year of existence by assisting with registration for the College of Business Administration.

The new officers for this year are: Robert Gall, president; Terry Leach, senior vice president; A. Patrick Dehon, vice president; Daniel Schmidt, secretary; Robert Brown, treasurer; Rene Joaen, chancellor; and Phillip Lorio III, historian.

The first event of our professional program for this year was a tour of the Department of Agriculture's Southern Research and Development Center. The fifth annual "Fallout Dance" was a social and financial success. Delta Nu Chapter's rush program for the first semester consisted of a stag, a rush dance, and a professional meeting given at a downtown hotel, to which the prospective pledges were invited. There are 13 new members who were initiated on December 4.

Among the other accomplishments of Delta Nu Chapter is the fact that the 100,000 point mark in the Chapter Efficiency Index was reached for the fifth year in a row. There were also 12 representatives from Delta Nu Chapter who attended the South Central Regional Convention which was held in Baton Rouge, Louisiana, on November 4-5. The brothers are looking forward to another semester of activities and are intent on having a bigger and better program of professional, social and athletic events.—THOMAS C. STUART



AN UNUSUAL RUSH party for Epsilon Pi Chapter at Monmouth College, West Long Branch, N.J., was a Las Vegas party.

SOUTHEASTERN LOUISIANA

ZETA SIGMA CHAPTER at Southeastern Louisiana College is proud to announce the pinning of 22 pledges on October 24, 1966. This is the first pledge class of our chapter and we are looking forward to a very active class. We feel this fine pledge class was accomplished only through hard work and two excellent rush smokers. At our second smoker we had the privilege of hearing our Regional Director, Max Barnett, Jr.

Miss Cynthia Fellom has been selected by the brothers to be our first "Rose of Delta-sig." She was honored at our homecoming party on November 12, 1966.

Our professional chairman, Mike Crowe, has organized a well-rounded program for this Fall's activities. Faculty brothers and

established businessmen from the area are scheduled to address the brothers.

On November 5, 1966 the brothers traveled to Baton Rouge, Louisiana, to attend our Regional Convention. Since we are a young chapter, we feel this meeting was extremely beneficial to further the growth and organization of our chapter.

Activities for the fall semester will be conducted under the capable leadership of Rodney Le Blanc, president; Wallace Lane, senior vice president; John Vaughn, vice president; Thomas Bush, secretary; and Dudley Galatas, treasurer.—JOSEPH LUQUET, JR.

LOUISIANA STATE—

Baton Rouge

THE 1966 KICKOFF for Beta Zeta Chapter was a stag party held at the House of LSD (where Bros. Langley, Scott, and Daniel live). In the following weeks we enjoyed one of the most successful rush programs held here in years and pledged 23 young men from the College of Business Administration. Our professional program for our rush series was a film published by the National Chamber of Commerce entitled "It's Everybody's Business," and afterwards Mr. J. F. Farguson, Political Chairman of the Baton Rouge Chamber, commented on the film and the Chamber.

We can now boast as others do about having an Alumni Club in Baton Rouge, and they are soon to petition The Central Office for their Charter.

The Chapter is looking forward to hosting the upcoming South Central Regional Convention, November 5 and 6. Lots of work is being done to draw representatives plus to the convention.

Until next issue, Best of Luck to All.—MAX BAZZOCHI

LOUISIANA TECH

BETA PSI CHAPTER at Louisiana Tech held its rush party September 29, in Adams Cafeteria. We had an excellent attendance of Deltasigs along with 30 rushees. The evening was highlighted by an outstanding speech from a prominent businessman.

Our pledge class this semester is destined to be the best in our history. On the evening of October 6, we pledged 28 men. All of these men have displayed the fine qualities which are characteristic of Brothers of Delta Sigma Pi.

As in the past we have a full schedule of fine professional meetings lined up for this semester. Plans are now in progress for our annual Christmas Party at the Louisiana State Children's Home in Simsboro, La. One of the leading sororities is scheduled to help us with the Christmas Party. One of our most rewarding experiences is to bring happiness into the lives of the children at the Home. This is the highlight of our Fall semester.

November 5 will be Homecoming at Louisiana Tech. Beta Psi Chapter will serve coffee for the alumni in the School of Business Administration. Deanna Davis, our "Rose," will serve as hostess at the reception.—CHARLES W. WATSON

NEW MEXICO STATE

EPSILON UPSILON CHAPTER at New Mexico State University is looking forward to a big year as we pledged sixteen students. They are: David Aldrich, Gallup, New Mexico; Alan Boes, Carlsbad, New Mexico; Charles Brock, Dayton, Ohio; Charles Chayka, Hicksville, New York; Danny Crow, Eunice, New Mexico; Julio de la Pena, Findlay, Ohio; Edward Hanson, St. Paul, Minnesota; Roger Hutton, Clovis, New Mexico; Kelly McFarland, Tucumcari, New Mexico; James McPhaul, Pietown, New Mexico; Graydon May, Carlsbad, New Mexico; Hector Murillo, Las Cruces, New Mexico; James Petrzalka, Alamogordo, New Mexico; Gary Sullivan, Denville, New Jersey; Terrence Templeton, Las Cruces, New Mexico; and Edwin Whatley, Clovis, New Mexico.

Eleven brothers attended the Regional Meeting held in Albuquerque, New Mexico. Grand President Marko instilled a new spirit in the brothers who attended, which we hope was passed on to all the brothers and pledges when he came and visited Epsilon Upsilon Chapter after the meeting.

We have already pulled off a successful raffle and are planning a Founders' Day Banquet in cooperation with Gamma Phi Chapter at The University of Texas at El Paso.—WAYNE S. KIDO

LOUISIANA STATE—

New Orleans

PERHAPS THE LARGEST campus project in the history of the Epsilon Nu Chapter of Delta Sigma Pi was accomplished this semester. We distributed over 4500 copies of a campus events calendar during registration for the fall semester. This calendar contains ads which paid for the printing costs, a picture of our lovely LSUNO sweetheart, and a calendar containing the dates of all planned campus events and other dates important to the student through next August.

The calendar was well received by the entire campus community. Credit should be given to Brother John Allen, whose dedication and hard work made this project a success.

We have already had two speakers this semester. The first speaker gave a demonstration of the Bell Data-Phone system and a lecture on its application in business and industry. The second was a speaker from IBM who spoke on the new and varied tasks performed by computers each day.

A tour of Avondale Shipyard was the professional highlight of this semester. This shipyard is one of the largest in the United States and at present is building and reworking ships used by our Navy to fight the war in Viet Nam.

With 30 active members, Epsilon Nu Chapter is growing along with the LSUNO campus. We have 12 pledges this semester. They are Ronald Boihem, Glenn Burger, Carl Frichter, Bill Galle, Kenneth Hayes, Philip Heyd, Joe McMurray, Wensles Parra, Richard Spiehler, Don Stansbury, Charles Steele, and Alton Thibodeaux.—JOHN HOFERT

TEXAS WESTERN

GAMMA PHI CHAPTER at Texas Western College was proud to have Grand President M. John Marko visit our chapter. A dinner was held in his honor with over 40 brothers and faculty members present. We presented a sombrero to Brother Marko to help him remember his visit. We hope he will visit us again soon.

Our Chapter was awarded the Inter-Mountain Travel Trophy for having 22 brothers present at the conference. We are also grateful to Brothers Hoy and Sharp for a rush that resulted in 24 pledges. This type of work will obtain another 100,000 points this year.

Our professional program this year will start with the Director of the Water and Boundary Commission in El Paso speaking about the recent Chamizal Border Settlement with Mexico. The chapter is planning a bus trip to an industry somewhere within 100 miles of El Paso for one of our industrial tours this year.

New activities of the chapter this year are building a homecoming float and lighting 14 foot high Greek letters on a mountainside for our home football games. We will also go to New Mexico State to jointly celebrate Founders' Day with Epsilon Upsilon Chapter. Each year we alternate hosting this occasion.—FRED FRASER

WESTERN STATE

ZETA KAPPA CHAPTER BEGAN this year by pledging eleven men from Western State's Business Department. This is the Chapter's fourth pledge class since our initiation in 1965. Our pledge classes keep growing and the enthusiasm seems to grow right along with them. We are very proud of our Chapter in that in our two years of existence Delta Sigma Pi has become known as the most active, vigorous, and most outstanding fraternity on the campus at Western State.

Zeta Kappa Chapter has endeavored in many tours and field trips to key industrial points of interest in Colorado which have proven to be of great interest to our chapter. Our professional chairmen in the past year have obtained speakers ranging from the Federal Bureau of Investigation to a student from Iraq, who has explained to us the business methods in Iraq as contrasted to those in the United States.

We offer our congratulations to Brother Paul Nix for his appointment to the post of Treasurer of the Associated Student Body of Western State College. The former treasurer of the student body was Brother Robert Stephenson—graduate of Western State in 1966 and now an Alumni of Deltasis.

Last year we were in the ranks of the chapters that made 100,000 points in chapter efficiency. We are proud of each and every member who made this possible and plan to put out the same effort in all years following. Our president, who won the lifetime membership, was Brother Wendell Barry Slaten.

Continued effort went this year into the building of our prize-winning homecoming float. Homecoming at Western State was

deemed a fabulous success when the Western State football team clinched its fourth straight Rocky Mountain Conference Football Championship. The week following Western State's Homecoming they showed more of their skill in defeating New Mexico Highlands, the number one rated football team of small colleges in the nation. Zeta Kappa Chapter has been in active support of Western State's football since our beginning.

Last year, due to the enthusiasm of the past pledge classes, Zeta Kappa Chapter presented the student body with a baseball scoreboard in February and a calendar of events display case which has been mounted in the central hall of the Student Union.



SHOWN ABOVE is the band at a recent all college dance at Georgia Southern College sponsored by Epsilon Chi Chapter to promote better public relations and to emphasize the name of Delta Sigma Pi on campus. Below is the Fall quarter pledge class of Epsilon Chi Chapter.

NEW MEXICO

GAMMA IOTA CHAPTER at the University of New Mexico began the Fall semester by pledging 20 men, all of whom are potential assets to Delta Sigma Pi. The pledging ceremony was a most impressive event held at the Desert Sands here in Albuquerque. The pledge class has a busy semester ahead. One of their major projects will be the annual fund raising drive for the New Mexico Braille Society. We feel sure, taking into consideration the caliber of our pledges, that the drive will be a tremendous success.

Officers for the new school year include: President, Tom Robinson; Senior Vice President, Roger Huber; Vice President, Tom Harvey; Chancellor, John Elliott; Secretary, Mark Seiler; Treasurer, Bill Wells; Historian, Dave Boren; and Chapter Advisor, Bill Marscin. This group of fine officers has already shown its capabilities in setting up a varied and extensive program for the Fall semester.

On October 22 and 23 Gamma Iota Chapter was host to the Inter-Mountain Regional Conference held at the Western Skies Hotel. The meeting was most successful, and highly beneficial to each of the chapters represented. On Friday night, Gamma Iota Chapter was host at an "Early Bird Party" held for the brothers who arrived in Albuquerque on Friday. The conference began with the registration of delegates, followed by roll call and the introduction of national and regional officers. The officers in attendance included: Grand President M. John Marko; Regional Director Warren E. Armstrong; Director of Business Education Dr. Ralph Hook; District Directors Berkley Beaver, Robert K. Rowe and William E. Wilson. Following the round of business activities on Saturday was a Las Vegas Party and Yellow Dog Initiation held at the home of Regional Director Warren Armstrong.

A full schedule of activities is planned for the chapter this year with a healthy supply of guest speakers, business films, and tours through local firms. Plans are also being formulated for the various social events that will be occurring this year.

The Brothers of Gamma Iota Chapter are looking forward to an interesting and successful year professionally, scholastically, and socially.—J. MICHAEL BELL

DENVER

THINGS ARE GOING great at Alpha Nu Chapter; we're really roping in the pledges for a fresh start on what promises to be a good year toward 100,000 points in the Chapter Efficiency Index.

At the start of the quarter we acquainted our pledges with some of the better things around Denver with a tour of the Coors Brewery in neighboring Golden, Colorado. Another of the delights proved to be a lot of fun for all when we had a party for the prospective pledges in our Lodge at colorful Evergreen, Colorado, for a tasty steak fry. Prospects are that our coming Halloween party should be a treat for all attending. This had better be so, because our pledges are planning the party.

The coming year for our chapter will include activities with business leaders and tours of interesting and thriving businesses in the Denver area.

October 22 will see a lot of our activities down in Albuquerque, New Mexico. The purpose of this trip is two-fold. The first purpose is to attend the Regional Meeting. The second purpose is to visit with Gavin Brown. Gavin was our faculty advisor last year and also served as assistant registrar at Denver University. This year he is teaching at the University of New Mexico.

Intramural sports are taking their toll of our members. Larry Carr, our president, is now in the hospital getting his leg operated on because of an injury suffered during one of our practice football games. We are molding what should be a real good football team that will be a challenge for anyone.

Our chapter extends a warm hello to all our brothers and greatest hopes that their pledge classes will be the best ever.—H. ROBERT NAGLER

COLORADO

ALPHA RHO CHAPTER at the University of Colorado is looking forward to another successful year after last year's first place finish in the Chapter Efficiency Index. Officers for the new year are: Bill Ragland, president; Ray Palucci, senior vice president; Jerry Ornstein, vice president; Jerry Joseph, secretary; Leland Brendsel, treasurer; Rogers Coke, historian; Larry Savage, chancellor; and George Ramsey, social chairman. Dr. Larry Steinmetz is our faculty advisor.

The year began with a pledge-active meeting in which the purposes, history, and activities of Delta Sigma Pi were explained by the officers. On October 31, initiation and a pledge banquet concluded a four week pledge orientation program led by Vice President Ornstein. As a project, the pledges placed the names of the brothers in the chapter on the chapter bulletin board. Also, the pledges challenged the actives to a football game.

Several speakers are planned for the semester professional meetings, along with social events such as the "Rose" Ball which will be held in January. Alpha Rho Chapter will have a busy and informative semester.—ROGERS COKE

ARIZONA

GAMMA PSI CHAPTER is proud to report another successful year. We attained our goal in the Chapter Efficiency Index and again distinguished ourselves as one of the outstanding chapters.

Some of the memorable events of the past year were: Our successful ritual team exchange with Gamma Omega Chapter and in May a visit from Charles Farrar who offered suggestions and gave some well taken advice on our pledge program.

Our goals for this year are to again cooperate with the Lions Club on their eye-bank and to re-vamp our publicity policy to call attention to Delta Sigma Pi and distinguish it as one of the most active and worthwhile organizations on campus.

We have started our year with a truly outstanding pledge class, including the head of the real estate department at the University. We also have a complete social program planned which will afford the Brothers of Gamma Psi Chapter many opportunities to strengthen the fraternal bonds.—ROHNALD D. MERCALDO

EASTERN NEW MEXICO

EPSILON ETA CHAPTER at Eastern New Mexico University has begun one of the best years the chapter has ever seen. Brother Reed, newly elected vice president, did an excellent job with rush this semester. Epsilon Eta Chapter initiated 29 pledges, the largest pledge class the chapter has ever had.

Our chapter officers for the Fall semester are: Larry Branch, president; Monty Reed, senior vice-president; Don Johnson, vice-president; Amiel Curnutt, secretary; Bruce Terrill, treasurer; Glen Smith, historian; Wayne Zimmers, chancellor; and Steve Dominguez, Chapter Efficiency Index chair-

man. The Deltasigs are anticipating a high standing in the Chapter Efficiency Index with these newly elected officers in charge, and with the improved pledge program.

The brothers of Epsilon Eta Chapter are looking forward to a prosperous year in intramural activities. We are now leading in volleyball with no losses and hope to go on to win the championship.

The Chapter is also looking forward to celebrating Founders' Day. A fine evening of activities has been planned, which should be very enjoyable to the chapter.—LARRY Z. GIBSON

ARIZONA STATE

GAMMA OMEGA CHAPTER had four members attending the Inter-Mountain Regional Conference at Albuquerque, New Mexico, on October 22 and 23. They were Wilbur Bullock, president; Bill Bryant, secretary; Skip Swerdlow, rush chairman; and Chuck Sanke.

Our first professional meeting featured Dr. Alisky of the Political Science Department and Mass Communications at Arizona State University. Dr. Alisky gave a very interesting talk on the business climate in Mexico. Our next professional meeting was addressed by Mr. Gene Rice, executive vice president of First Federal Savings and Loan. Mr. Rice spoke on the tight money market, and is the only man in Arizona to be made an honorary member of Delta Sigma Pi.

On October 30, Gamma Omega Chapter pledged 21 students after a very successful rush period. Founders' Day is to be celebrated with a breakfast meeting of the undergraduate and alumni chapters. The "Rose" for our chapter was chosen at our last meeting. We are currently planning to host, on November 8, the members of a new chapter being founded at Northern Arizona University in Flagstaff. Gamma Omega Chapter wishes them the best of luck for the future.—JEFF E. RELTH

UTAH

DELTASIGS OF SIGMA CHAPTER are actively at work determined to score another great year. With 1965-66 being one of the chapter's most spectacular years, the task will be a challenge to every member.

Last year's most impressive event was Business Week, an effort to further student relations with the business community and faculty. The week received overwhelming success, thanks to the Deltasigs who comprised over 80 per cent of the various committees. The two co-chairmen and the faculty advisor were also Deltasigs.

The week began with a soundoff between students and faculty. Following a stimulating discussion, both sides left with a feeling of better understanding. Next was a labor-management panel where prominent local officials presented their views and then debated controversial topics in that area. On the third day, awards were presented to the outstanding student and professor in business. The new Business Queen and the winners of the Investment Contest were also announced. The purpose of the Investment Contest was to see who could make the

greatest gain on the stock market with imaginary money. The featured speaker of the week was Stanley McAllister, executive vice-president of Associated Dry Goods. He spoke on "A Business Education's Value in Business." Culminating the week was a dinner and dance where additional awards and scholarships were presented.

University of Utah President, James Fletcher, commended the School of Business on their achievement and urged other schools to sponsor similar programs to activate students.

Several members of Sigma Chapter excelled in scholarship last year. Most noteworthy was Tim Bueneman, past chapter president, who maintained a 4.0 point through his four years. He received honorable mention at commencement. Garth Milne and Dick Halverson honored the fraternity by being admitted to the Harvard Graduate School of Business.—RODNEY K. OLIVER



WILBUR BULLOCK, president of Gamma Omega Chapter at Arizona State University is shown here with the Chapter Efficiency Index certificate which was presented to his chapter at the Inter-Mountain Regional Meeting in Albuquerque. Also shown with him are Grand President Marko, Regional Director Warren Armstrong and District Director William E. Wilson.

ST JOSEPH'S

ZETA PI CHAPTER at St. Joseph's College in Philadelphia, Pa., initiated its first full semester with an extensive schedule of business as well as academic and social activities. Mr. Thatcher Longstreth of the Philadelphia Chamber of Commerce and Mr. James Robinson, vice president of the Continental Banking and Trust Company, were secured as first semester speakers. A symposium on marketing techniques with Messrs. DeLucca, Guerin and Toomy, prominent faculty members, is also planned.

A faculty-fraternity business forum is being negotiated. An open party was held on October 22, and others are planned for November and December. Two parties closed to the brothers are to be held also. Field trips to the General Motors plant in Wilmington, Delaware, to LaFrance Tooling Company and to a local brokerage firm have been arranged.—GEORGE HAGAN

PITTSBURGH

LAMBDA CHAPTER at the University of Pittsburgh recently presented its Community Awareness Citation to Mr. John W. Dameron, executive director and general manager of the Allegheny County Port Authority Transit.

The presentation was made for outstanding achievement in making a significant contribution in the past year to the definition and ultimate solution of the greater Pittsburgh area transportation problem.

Recognizing the continuation of the very purpose of Delta Sigma Pi through the awarding of the community awareness award, Lambda Chapter plans call for a yearly presentation to the area's outstanding citizen.

A number of the members of Lambda Chapter attended the recent East Central Regional meeting in Dayton, Ohio. Also attending from Pittsburgh were District Director Edward H. Langer and Herbert W. Finney, chairman of the Alumni Activities Committee.—WAYNE THOMPSON

SAN FRANCISCO STATE

FOR THE BROTHERS of Delta Omicron Chapter, this Fall semester started out in its usual busy way. Our first official activity was our job of the registration of all students in the School of Business.

Professional activities began with what the brothers considered to be an excellent tour of the United Airlines maintenance base at the San Francisco International Airport. Other professional meetings scheduled include guest speakers speaking on such subjects as today's hiring practices. Social activities on the agenda are a Founders' day party, participation in SFSC's Homecoming activities, and our annual Orphanage Christmas Party.

Our rushing program consisted of two general orientation meetings and a spaghetti feed, where the rushees were able to become acquainted with the faternity and the brothers of our chapter. This program was a success in that we pledged seven men who have already demonstrated the characteristics of brotherhood we look for in the fraternity.

Our newly elected officers for this semester are: Tom Orr, president; Mel Robbins, senior vice president; Dan Fisher, vice president; Joe Trebino, secretary; Mark Bautista, treasurer; Tom Shelley, chancellor; and Perry Anderson, historian.

If this semester continues in the manner it has begun, it is going to be both an interesting and profitable one for all the brothers.—PERRY L. ANDERSON

ITHACA

DELTA LAMBDA CHAPTER started out the 1966-1967 school year on a happy note by sponsoring a rock and roll dance. Through the cooperation of all the brothers, we found this venture to be very rewarding. Several weeks later Inter-Fraternity Council weekend was upon us. Social chairman Paul Sidelko arranged for a lodge, band, and social hour. Many alumni returned, and all were well-pleased with a beautifully planned weekend.

We were recently visited by Mr. Jack Townsend, a local automobile dealer. He spoke on the many aspects of the automobile industry, and provided us with a very stimulating professional meeting.

Pledging has just recently started and Deltasig has the second largest class on campus. Three juniors and six sophomores form the largest pledge class that we have had in three years. We trust that they all will become valuable brothers after initiation. Junior Vice President, Donald Wilson

has been doing a very respectable job as pledgemaster.

Our service projects this semester have been collecting money for the United Fund, and organizing Parents' weekend. Brother David Epstein was co-chairman of this event, which proved to be the largest and most successful in Ithaca College history.

Recently, Brother Andrew Schwartze visited Gamma Chapter at Boston University. The brothers there, in true fraternal spirit, invited him to join in their homecoming weekend activities. Brother Schwartze had a very enjoyable time, and Delta Lambda Chapter thanks Gamma Chapter for their hospitality.

Emulating the activities of social fraternities, we have continued to dominate the Ithaca College Inter-Fraternity Council. A new innovation is a girls' auxiliary for "Rose" Queens, wives, fiancées, pinmates and those who have endeared themselves to the chapter. This group, which we have named the "Crown Jewels" is a genuine asset to the chapter. They help us sponsor activities, act as hostesses at rush parties, and provide unity for our chapter's favorite co-eds. This innovation of Paul Sidelko and David Miller is most highly recommended for other chapters. Even in its infancy, the "Crown Jewels" have been indispensable in engineering the replacement of the Delta Sigma Pi banner, and in making decorations for dances and costumes for parties throughout the year. We are proud of this group of women and are positive that they will be an asset to both the fraternity, and the school. Charter members are: Diane DiRocco, Connie Grey, Ann Searle, Maureen Nickels, Janet Tracy, Carol Uihlein, and Susan Wayne.—DAVID S. SUSS

INDIANA

ALPHA PI CHAPTER at Indiana University had a most successful pledge program last spring. Under Brother Pfeifer's leadership, their pledge project, which brought the name of Delta Sigma Pi to the Bloomington community's attention, was working at the Retarded Children's School, painting, laying concrete steps, and general cleaning of the grounds.

John Pfeifer, pledge trainer, feels that our successful rush this Fall brought 11 top future Deltasigs into our chapter. All the pledges and actives participated in a car wash, which served to raise funds while making the Deltasigs known on campus. After the car wash, which was engineered by Rick Clements, secretary, and Steve Rinhart, treasurer, Dick Gottlieb announced that due to full participation the chapter's treasury had a substantial addition.

By the time the next issue of The DELTASIG is published, Alpha Pi Chapter will have visited the Western Electric Company in Indianapolis, Indiana, in addition to having attended its regular professional meetings. The chapter also will have initiated the new pledges and will have sponsored its annual "Rose of Delta Sigma Pi" dinner dance, which always serves to encourage even greater success in the Chapter Efficiency Index.—LOUIS H. SCHWITZER, III



SHOWN HERE ARE THE members of Zeta Rho Chapter at Menlo College during a recent visit of Field Secretary Wolfenberger and Regional Director R. Nelson Mitchell.

WESTERN RESERVE

BETA TAU CHAPTER at Western Reserve University began the 1966 winter semester with three rush functions; a smoker, a professional meeting featuring Mr. Douglas Austin of the Cleveland Federal Reserve Bank, and a party at the home of Brother John Kaiser. These three functions gave prospective pledges a chance to see the aims and purposes of the fraternity as well as to meet and talk to the brothers. Several more professional meetings are planned for the year and a Christmas and Las Vegas party are also in the works.

Leading the chapter for what we hope will be a very successful year are: President, Tom Korn; Senior Vice President, Don Bellanti; Vice President, Fred Leick; Secretary, Jerry Theus; Treasurer, Jim Powell; and Chancellor, John Kaiser.

The brothers of Beta Tau Chapter regret that Mr. Thomas Spitznaus has left the faculty of Western Reserve. Mr. Spitznaus was a very big help to our chapter as faculty advisor. We welcome in his place Dr. Robert Baird, Professor in Economics, as our new advisor.—DENIS AMATO

DAYTON

OCTOBER 8-9 was the occasion for Epsilon Tau Chapter to be the host for the East Central Regional meeting. The convention consisted of an analysis of many facets of our fraternity life—all the way from pledging and initiation to the revision of the Chapter Efficiency Index. The guest speakers at the convention must be given special congratulations. We at Epsilon Tau Chapter give thanks to the Standard Register Co. for providing us with Mr. C. W. Collins, and special thanks to The National Cash Register Co. for giving us the opportunity to listen to the superb and energetic speech of Mr. Milo Pekarek.

On the sports scene Epsilon Tau Chapter has entered the inter-fraternity flag football league at the University of Dayton. The first week in November is the time for our annual football game with our rival, Alpha Kappa Psi. The past three years have seen Deltasig outplay our opponents. This year the brothers are looking forward to another victory.

Initiation of new pledges is scheduled for November 20. There are now 12 pledges from the University of Dayton seeking admission into Delta Sigma Pi. We wish them the best of luck and hope they all succeed.—JAMES C. O'HARE

OHIO STATE

AUTUMN QUARTER was a most rewarding and productive time for Nu Chapter. One of the largest pledge classes in the chapter's history was recruited in the Fall as a direct result of the chapter's new, more aggressive rush program designed to identify those students whom we want as members and to sell the fraternity to this select group by use of modern marketing techniques, including an extensive use of color-sound motion picture films produced by Nu Chapter.

The current academic year promises to be quite successful from a professional viewpoint. Our professional chairman has scheduled a variety of interesting speakers for our professional meetings and has arranged several professional tours. Nu Chapter will be working very closely with business and civic leaders in the community on several major projects of a professional nature.

Our house renovation program continued in high gear through the Summer and Fall of 1966 as several bedrooms were remodeled while the exterior of the house was fully repainted and our parking lot was expanded. During the coming months we plan to concentrate our efforts on remodeling the basement area into a recreation room.—DONALD J. CARRICO

MIAMI—Ohio

ALPHA UPSILON CHAPTER was successful last year in its attempt to achieve a perfect score of 100,000 points in the Chapter Efficiency Index. This was mainly achieved through the efforts of our past president, Clyde Engle, who is now a member of the faculty of Miami University.

The newly elected officers of Alpha Upsilon Chapter for this year are: John Allen, president; Tom Harlan, senior vice president; Greg Boudon, vice president; Bob Hudson, secretary; and Chuck Wisniewski, treasurer.

Our first planned professional meeting this year is a business meeting with the accounting firm of Touche, Ross, Bailey and Smart of Dayton, Ohio. Planned is a dinner underwritten by the accounting firm, followed by a business talk and later a question and answer period. Attending will be the actives and prospective pledges, plus several faculty members who are Deltasigs.

Also scheduled during the year are several field trips to local industrial plants and a full and varied program of professional meetings, as well as a Founders' Day party. There is no doubt at Alpha Upsilon Chapter that we will again succeed in obtaining a final score of 100,000 points in the Chapter Efficiency Index.—ROY R. TUCKY

CINCINNATI

ALPHA THETA CHAPTER at the University of Cincinnati, already a "great society," is on the threshold of a "new frontier." In addition to our many and varied annual activities we are undertaking two new projects. The brothers, along with the cooperation of the faculty, are about ready for the first publication of our Course Evaluation project which evaluates over 40 professors and gives descriptions of better than 100 courses. The course description is coming from the professors, while the evaluation of professors has come from questionnaires sent to all students in the School of Business Administration. If this printing is a success, we anticipate a continuing series of publications.

During the last summer several social activities were held, including the traditional active-alumni picnic featuring the always

interesting and popular ball game between the actives and the alumni. This year it went into extra innings with the actives coming out on top 13 to 11. One highlight of the summer was the marriage of Queen Barb, our 1966 "Rose" Queen, to Brother Paul Kramer. The brothers are proud to have our Queen in the Delta Dames and congratulate Queen and King Kramer.

Our program for the year features a greater number of social activities along with a well rounded program of professional activities. It is hoped that this year we can establish a working relationship with such other organizations as the A.M.A., S.A.M., and Beta Alpha Psi and perhaps come up with some even better professional programs.

Included in our professional activities for the first quarter of this year are: a tour of the Data Processing Center of the Cincinnati Gas and Electric Company; a talk on mutual funds by Bruce Forester, a stock broker; a talk by Dr. McDowell of our Graduate School; and a talk by Mr. G. F. Lemmel, vice president of Burgoyne Index Inc., a Cincinnati-based independent Marketing Research Organization.—THOMAS W. HENDRICKS

CHRISTIAN BROTHERS

EPSILON PSI CHAPTER at Christian Brothers College has resumed a new year of progress for the chapter and the fraternity. Ten new brothers were initiated on April 24th, 1966 at the Sheraton Peabody Hotel. The jeweled pin presented to the "Best Pledge" went to Brother Dick Schmidt.

New officers for the fall semester are: Brothers Jim Grobmyer, president; Jerry Schwartz, senior vice president; Bob Spotak, vice president; Jack Kenney, secretary; Roger Simpson, treasurer; Rich Mackowiak, chancellor; and Ed Dorsey, historian.

On October 7th, 1966 a rush party was held at the Downtowner Motor Inn and proved to be a great get-together on an informal basis as 16 neophytes were selected from the group of rushees, and were pledged on October 24th.

The first professional tour of the year was integrated with our pledge ceremony, giving the neophytes a chance to see Delta Sigma Pi in action. Leader Federal Savings, largest savings and loan in the Mid-South, and 57th largest in the nation, was our host. Under the guidance of Mr. Bill Shelton, vice president of Leader Federal, we were thoroughly indoctrinated into the how and why of a savings and loan institution. We were also privileged to have an informal visit with Mr. Roy M. Marr, chairman of the board.

The 27th of October was the occasion of a joint meeting with Gamma Zeta Chapter from Memphis State due to the visit of Regional Director Max Barnett, Jr. Brother Barnett visited informally with the assembled group and then put the floor open for a question and answer period.

Epsilon Psi Chapter is looking forward to a year as successful as the last in every respect.—JACK KENNEY

BALL STATE

THE BRANCH MANAGER of Burroughs Corporation (manufacturers of business machines), Muncie, Indiana, gave Epsilon Xi Chapter at Ball State University an outstanding talk on the unlimited future in business machine and computer marketing. He acquainted us with the wide variety of Burroughs' products and introduced a list of the various industries who have a need for this type of equipment. All in all, this was one of the most outstanding programs we have had for some time.

Quite a wonderful program and parade for Ball State University's Homecoming was rained out October 15. This was the first time in our university's long and proud history that the parade had to be cancelled. Up to six weeks' work on some float entries was ruined; however, the judges did award accommodation trophies for all who entered the parade.

We have accepted approximately 20 pledges for the Autumn Quarter. Every one of them look and act like they will become productive Deltasigs.

Epsilon Xi Chapter obtained an agreement with a local movie theater and the local drive-in theaters to sell student-discount cards to Ball State University students. The cards were sold by us for \$1.00 each and entitled the bearer to 25% off on all movies attended until September 1, 1967. Needless to say, the project was very profitable, not only for the theaters but for Epsilon Xi Chapter as well.—JOHN W. TURNER

KENT STATE

BETA PI CHAPTER started the fall quarter in full swing. Professional Chairman Dave Evans has outlined a well-rounded professional program, including our annual Founders' Day Banquet with a guest speaker, former Beta Pi Chapter president Edward Donaldson, a field trip to NASA Lewis Research Center, a trip to Cleveland Federal Reserve Bank, a fireside with the University professors, and guest speakers from the Kent State University Speech Department, and the Federal Mediation Board. Beta Pi Chapter is also cooperating with Rubber Maid Corporation in a marketing experiment that may well bring about some new ideas in product marketing to college students.

Ever-present remodeling is still going on at the Beta Pi Chapter house. Our former garage-storage room was converted into a beautiful walnut-paneled four-man bedroom that is used as sleeping quarters for our officers.

The chapter had another successful Homecoming with the return of many alumni. A semi-formal dinner dance Friday night, followed by an unsuccessful Saturday football game, the Harry Belafonte Concert Saturday night, and an after-party at the Annex, were the featured events of the weekend. The social events for the remainder of the quarter include a hayride, a Halloween party at the Deltasig house, a movie date night, and a "finals" party.

Our fall quarter rush program was very successful and resulted in ten excellent pledges: D. Akel, B. Bennett, P. McKinley, B. Smucker, T. Jenyk, B. Colbow, M. Gingley, B. Thuynes, T. Blakely, and D. Kremmel who are painting the Deltasig house as their pledge project.

Coach John Miller's second-ranked Beta Pi's coasted to their second consecutive victory and are headed for their first undefeated season. The shotgun offense which is averaging over sixteen points per game is piloted by Dave "the golden boy" Evans who has run for one touchdown and passed for three others. The leading receiver is Bub "hands" Bejbl, who has eight catches for two touchdowns. Other able receivers include "fast" Ted McCormick, Bill Bartel, and player-coach Miller. Evans' Blockers include E. J. Kub, Steve Snyder, Bob Thuynes and Rich Luschin. Credit must be given to the fierce Beta Pi Chapter defense, whose forward four led by Rich "bubba" Luschin, has only given up two first downs and one touchdown from scrimmage. Truly a great year for Beta Pi Chapter.—RICHARD LUSCHIN

WESTERN KENTUCKY

NOW THAT THE FIRST semester of the year is coming to an end at Western Kentucky University, the Zeta Theta Chapter has had a very rewarding and inspiring semester.

Under the fine leadership of Bill Price, president; Jim Ising, senior vice-president, Mike Jones, vice-president; Mike Sears, secretary; Ken Anderson, treasurer; and Dorris Burchett, chancellor, we feel that Zeta Theta Chapter is well underway to achieving 100,000 points.

On December 11, 12 neophytes were initiated into our brotherhood. It is a common feeling among the brothers that this is one of the best pledge classes we have ever had.

Highlighting the professional activities was a tour of the Brown & Williamson Tobacco Corp. in Louisville. As well as this we have toured the facilities at Cutler-Hammer, Master Vibrator, of Bowling Green, and Columbia Record Co. in Nashville, Tenn. Also, educational and enlightening speeches have been given by Mr. J. T. Orendorff, president of Citizens National Bank and Mr. Bob Johnson, assistant vice-president at Citizens.

Our biggest money-making project has been tutoring sessions in Principles of Accounting.

Social affairs have not been overlooked. A flurry of parties and dinners were held during Homecoming week-end. Crowning the week-end was Zeta Theta Chapter receiving second place honors in the float competition.

Highlighting our Founders' Day dinner was the presentation of the "Outstanding Businessman of the Year" award. Brother J. C. "Hoot" Holland was the recipient of this honor.

Deltasigs at Western are on the move, and we are confident that Zeta Theta Chapter will once again have a successful year.—STEVE MOKEN

WEST LIBERTY STATE

DELTA OMEGA CHAPTER is setting its sights on another successful year after achieving first place in the Chapter Efficiency Index last year. The officers for the 1966-67 year are: President, Mike Stewart; Senior Vice-President, Bob Kota; Vice-President, Bill McBride; Secretary, Doug Paisley; Treasurer, Ben Worrell; Historian, Rick Oehling; and Chancellor, Ed Rocknich.

The first smoker for first semester pledges was combined with the rush party at the Ohio Valley Yacht Club in Wheeling, W.Va. The pledges will be formally initiated on Jan. 7, 1967.

The brothers of Delta Omega Chapter have selected Sandy Dunlap as "Rose of Delta Sigma Pi." This was done early in the year so she could participate in the Homecoming Parade on October 8th.

The social committee under the chairmanship of Joe Toth is doing a fine job this year. The picnic which was held on August 7th and the Founders' Day dance held on November 19th were very successful.

The professional committee is planning trips this year to H. J. Heinz Co., Wheeling News Publishing Co., and several others. The brothers and several faculty members were guests of Hanna Coal Co. of Cadiz, Ohio. During this tour they were shown strip mine reclamation projects and the world's largest operating shovel, the Silver Spade. Plans are yet incomplete for our semester break tour but we are hoping for enough time to go to New York City.

Delta Omega Chapter is looking ahead to a great year and all the brothers join me in wishing all the other chapters a good year.—DOUGLAS PAISLEY

ST. PETER'S

ZETA ETA CHAPTER invited John J. McGuirk, representative of the Independent Union of New Jersey, to speak on Labor Development. He traced the "good old days of 35¢ an hour" to this summer when Saint Peter's men started at \$2.90 an hour. The brotherhood was represented at a four week lecture sponsored by Wall Street on Securities. This paralleled many of the economic courses of the brothers and proved to be a great asset. Newark Airport invited the Zeta Eta Chapter on a tour. The internal organization of the airlines was witnessed by twenty-five brothers.

A delegation from Zeta Eta Chapter went to the Eastern Regional Meeting at Philadelphia which proved to be very helpful with contacts from the other chapters. One outcome was a representation of the brothers at Alpha Chapter on Founders' Day. We also had a basketball game and a social with the brothers from Epsilon Pi Chapter at Monmouth.

This year there was a Freshman Orientation Committee where Zeta Eta Chapter was present to help solve some of the problems of the freshmen. The brothers sponsored a dance on their behalf. Our costume Halloween Party was a great success because of the pledges. This pledge class used their ingenuity in their costumes and in their service to the brothers.—WALTER J. BRADY

INDIANA STATE

THE BROTHERS OF Delta Tau Chapter returned to school this Fall to find the chapter embarking on what is hoped will be the best year in its history.

This year we held our first annual coffee hour as part of Indiana State's homecoming celebration. A large turnout of members, alumni and faculty members was experienced with all having a good time. We have had two informal rush meetings, and Mr. Frank Lightfoot of Ernst & Ernst, C.P.A.'s, spoke at our first professional meeting. Accompanying Mr. Lightfoot were two assistants, one of whom was Brother Richard Rice of Delta Tau Chapter. Our next event was a professional-rush meeting featuring Mr. Ned Funkhouser of Terre Haute First National Bank who gave a very enlightening report on the current banking world.

Some news items of the Fall include Brother Mike McDermott's being elected vice president of the Inter-Fraternity Council at Indiana State; Brothers Gary Schomer and Tony Fleener receiving Weston Wabash Foundation Scholarships, and our pledging of 17 men. The chapter has also received the unfortunate news that Brother Stephen R. Lerma, graduate of Indiana State in June, 1965, died on August 2, 1966, of Multiple Sclerosis. We share the grief of his family and fiancée.

As we look ahead, we can see that the most outstanding year Delta Tau Chapter has ever had is in the making.—PAUL R. PIERSON

FLORIDA STATE

GAMMA LAMBDA CHAPTER at Florida State University is well on its way to another successful year. Our social, athletic and professional committees have done a tremendous job so far this trimester in outlining our activities and the schedule for the rest of the trimester looks even better.

The social committee under the leadership of Tim Tankersley has given the chapter a very enjoyable social program so far this trimester. One of our biggest social events is Homecoming. This year we have sent out letters to our alumni inviting them to the festivities and many have replied they will attend. We will have a barbecue before the game and a dance after the game. Our Founders' Day celebration and pledge initiation banquet coming up soon should round out a most enjoyable trimester.

Our athletic program is off to a good start by having a winning season in football. Brothers Jim Frawley and A. J. Desposito were rewarded for their fine play by being selected for the All-Star team.

Ben Johnson, our professional committee chairman, has arranged for many interesting speakers to talk to the chapter this trimester. The highlight for our professional program this fall was a field trip to Miami, Florida, where the brothers and pledges toured Florida Power and Light, Eastern Airlines, Associated Grocers of Florida, and First National Bank of Miami. The trip was very educational and interesting and was enjoyed by all.

Executive Director Charles L. Farrar visited the chapter this trimester and gave a most enjoyable and inspiring talk. Brother Farrar was on his way to the Regional Meeting in Atlanta which two of our brothers attended. President Steve Pettit and Vice President Dennis Summerlin attended the meeting and brought back much helpful information which will help our chapter run more smoothly.

Gamma Lambda Chapter selected 32 pledges this fall. These men will be initiated by the time this issue of The DELTASIG appears and will be working to help Gamma Lambda Chapter of Delta Sigma Pi remain the best fraternity on campus.—ANDY MUELLER

MIAMI—Florida

THE PROFESSIONAL PROGRAM of Beta Omega Chapter at the University of Miami has featured several guest speakers. Mr. David Oliver of the *Miami Herald* delivered a stimulating talk regarding the aspects of marketing and marketing research in the field of published media. A vivid picture was presented from Colonel Arthur Rochlin's lecture concerning big business, past, present, and future in the United States Air Force. Lectures, seminars, and tours are scheduled for the balance of the year.

Various annual social events highlighted the Fall semester. Having the appearance of a movie set, the Masquerade Ball was a spectacular success. A promenade was held for the awarding of champagne to the most originally costumed couple. This season's Homecoming Dance, given at the luxurious ballroom of the Deauville Hotel, was attended by over 80 brothers, alumni, pledges, and their dates. Thanks to the worthy efforts of Homecoming Chairmen Lindroth and

Plate our trophy winning float added a further touch to the Homecoming Festivities.

In October, President Sevelius attended the Regional Convention in Atlanta. Reporting to the Brotherhood on the weekend activities he expressed that additional understanding was gained into the internal workings of the Fraternity and the organization of the Southeastern Region.—PETER M. PADEGIMAS

GEORGIA

PI CHAPTER at the University of Georgia began a new school term in its own fraternity house. The house has been a dream of the chapter for many years, and all of the brothers are working hard so that we can keep it for our posterity. We owe our gratitude to Brother Frank Elrod who did a great deal of work in helping us obtain financial aid.

Our rush function for Fall quarter featured two smokers. During the second function, our "Rose," Judy Pierce, brought several of her lovely sorority sisters to our house, thus adding that extra spark to the evening. A highly favorable expression appeared on the faces of some future pledges. We feel certain that these future pledges will be valuable assets to our fraternity and will engage actively in chapter functions.

Plans have been made for a professional tour of a furniture factory and a pants factory in Sparta, Georgia. Between tours, we will attend a luncheon with the Lions Club of Sparta. Tour chairman George Green has engaged two speakers for this luncheon.

Pi Chapter is highly confident that it can achieve 100,000 points in the Chapter Efficiency Index this year. We have been experiencing the most exciting year in our history, but we are cognizant that a hard and busy road lies ahead.



THE GREAT SIGN of the Holiday Inn in Statesboro, Georgia, announces the "Rose" dance of Epsilon Chi Chapter at Georgia Southern College. Shown on the right is Miss Mary Maude Walker, the chapter "Rose," and her court. Miss Walker is also the current "Miss Georgia."

GEORGIA SOUTHERN

EPSILON CHI CHAPTER at Georgia Southern College had a successful Spring quarter and we hope to continue this success. The chapter has once again won first place in the Chapter Efficiency Index, and our "Rose," Miss Mary Maude Walker, is currently reigning as Miss Georgia. Every brother's heart is swelled with pride.

We started this Fall quarter with a free dance for the College with a well-known band, and took advantage of the opportunity to advertise our rush smoker. As a result of this act of good will our rush smoker was a complete success. We now have nine outstanding men in the Fall quarter pledge class.

Epsilon Chi Chapter is in the process of organizing another "Business Week" for the Winter quarter. This year we are planning to have more speakers and a more thorough program than the one last year. Last year's program was a success and greatly benefited the business students here at Georgia Southern. We plan for this year's program to be bigger and better.

Five of our brothers recently attended the Southeastern Regional Meeting in Atlanta, Georgia. A most rewarding and informative time was experienced by all of our delegates. Kappa Chapter at Georgia State is to be congratulated for the manner in which they played host to all the delegates from the chapters in the region.

In conclusion, may I extend my best wishes to all my brothers in Delta Sigma Pi for a successful and rewarding year with the Fraternity. We at Epsilon Chi Chapter are proud to be Deltasigs.—ROBLEY RIGDON

EAST TENNESSEE STATE

DELTA XI CHAPTER at East Tennessee State University embarked upon an enthusiastic and well organized rush program for the Fall quarter headed by Brother Payne, newly elected vice president. The result was a fine group of neophytes.

Our chapter officers for this year are: Jack Onks, president; Sam Deen, senior vice president; James Payne, vice president; Johnny Overbay, secretary; Danny Davis, treasurer; David Wilson, historian; Gary Keefauver, chancellor; and Bob Wade, chapter efficiency index chairman. The Deltasigs are anticipating a high standing in the Chapter Efficiency Index with these officers in charge and a stepped-up pledge program.

Several activities are at the forefront of chapter planning this quarter. These activities include: Rush Program, Faculty Coke Breaks, Annual Homecoming, and Founders' Day Activities. These activities plus several speakers and tours will round out the well planned quarter.

Brothers Sam Deen, Jack Onks, and Ken Bowen have recently returned from the Regional Convention in Atlanta, Ga. Brother Bowen gave a report of this trip during a recent meeting.

Delta Xi Chapter is presently participating in the School Spirit Program. The pledges have presented the chapter with a "Chapter Banner." This banner will be dis-

played at all home football and basketball games. Brothers and pledges will sit together at these games and cheer our teams to victory.

Our Business Administration Building has just been remodeled. In this "new" building we are presently sponsoring a Reading Room. This room is a gathering place for all business majors and faculty. We, the Brothers of Delta Xi Chapter, wish to express our appreciation to Brother Kirkland, Dean of the School of Business Administration, for making this room possible.

TAMPA

EPSILON RHO CHAPTER has initiated the Spring pledge class consisting of 20 men. We welcome our new brothers and express our appreciation for their contributions and spirited enthusiasm. The University of Tampa now has 33 active brothers, the largest active membership attained since the founding of our chapter four years ago.

A smoker for all prospective pledges coupled with a lively stag rush party has produced 21 Fall pledges. These potential brothers demonstrate fine character and show all the merits of responsible, keen minded citizens.

The newly elected officers for the year are Eugene Battenfeld, president; Donald Davis, vice president; Robert Humphreys, senior vice president; Robert White, secretary; Jerrol Cohn, treasurer; and William Honrath, chancellor. Under their capable direction we have planned an interesting series of lectures and discussions, with professors and leading businessmen in the Tampa Bay area.

The brothers have obtained reserved rows in the university stadium for all football games and Homecoming activities. Our strength in the intramural sports program is increasing steadily, due in part to our Fall pledges.

On October 23, we held a picnic at a local park for all brothers, pledges, and their dates. A Halloween costume party was held at a local hotel on October 29. Both activities were a big success. Although plans are being made for Christmas festivities, worthwhile projects are being constructed to aid the community.—ALFRED N. OLSEN

GEORGIA STATE

IN THE SPRING of 1966, Kappa Chapter's new officers, Advisor, and "Rose" were elected: president, Floyd Garner; senior vice president, Bob Rainey; vice president, Weldon Thomas; secretary, Jim Pittman; treasurer, Jerry Horowitz; historian, Robert Jones; Senior Guide, Tom Wheeler; Junior Guide, Jerry Rogers; Chapter Advisor, Mr. Al Gilbert; and "Rose," Miss Karen Linhart.

A popular song from a Broadway show once declared that . . . "June is busting out all over." Well, it isn't June now, but those words were certainly appropriate last June when the new officers of Kappa Chapter started planning for the 1966-67 school year at Georgia State. The intent was to make 1966-67 one of the best in Kappa Chapter's history, and judging from the success of our first two undertakings, our goal will be achieved. Rush was our first project.

The Fall rush program netted eight outstanding students: Don Logan; Bob Kubicki; Bob Connell; Perry Owens; Glenn Savage; Kenneth Welborn; Gary Horsley; and Bill Reed. Perry Owens has just been elected to an office in the Evening Student Government Association.

The second project of the year was the Southeastern Regional Meeting which we co-hosted with Zeta Lambda Chapter at Georgia Tech. The Convention was held on October 14-16 at the Parliament House in Atlanta, Georgia. Representatives from 14 chapters were present to participate in the work and fellowship. Mr. L. Glenn Dewberry, Jr., President of Atlantic Steel Co., was the guest speaker at the luncheon on October 15. Two other highlights of the convention were the Yellow Dog initiation and the Awards Luncheon. Kappa Chapter, Beta Gamma Chapter of South Carolina, Beta Omega Chapter of Miami-Florida, and Epsilon Chi Chapter of Georgia Southern each received First Place Certificates for their performances in the 1966 Chapter Efficiency Index. Beta Gamma Chapter was also awarded the Attendance Trophy for having the greatest number of brothers attend the convention.

As in all chapters of our great fraternity, Kappa Chapter gives special attention to Founders' Day. This year, Kappa and Zeta Lambda Chapters will celebrate this special event with a joint banquet at the Deltasig Lodge. Dr. Frances J. Bridges, Professor of Management at Georgia State College, will be this year's guest speaker.

We cordially extend an invitation to all Deltasigs to visit Kappa Chapter whenever they are in the Atlanta area. It is always a pleasure to meet and make new friends with those we call "Brothers."—ROBERT JONES

WAKE FOREST

GAMMA NU CHAPTER at Wake Forest College moved into its new and beautiful house this fall. The brothers are going to enjoy the added space in their much larger house. Walnut paneling decorates the walls, and three study rooms have also been provided.

The Deltasigs are anticipating a successful rush program this semester. Seven neophytes were initiated into the fraternity last spring. The officers for the fall semester are: James D. Long, president; I. R. Squires, senior vice president; John M. Garrity, secretary; Richard Stienle, treasurer; and Jeff Taylor, historian.

Several noted speakers are scheduled for the Deltasigs this semester. Hank Garrity, Director of Alumni Activities of Wake Forest College, and Archie Allen of Wachovia Bank and Trust Company, will speak to the brothers this semester. Several of the brothers will attend the Regional Meeting in Atlanta during October. The Deltasigs hope the semester will be both enjoyable and profitable.

Gamma Nu Chapter pledged 17 for the Fall semester. This is the largest pledge class in the history of the chapter. In addition to being the largest class, it is also one of the finest.—DOUG RAMSEY

OMAHA

THE SEMESTER STARTED out in good fashion with the pledging of 20 new men. All show good potential for continuing the lifeblood of Gamma Eta Chapter. The first smoker was held on September 30, with Dr. Higley giving an informative lecture on interviewing. The second smoker, on October 7, featured Regional Director LaVerne A. Cox speaking about the relationship between Delta Sigma Pi and the business world.

On October 28, the chapter was given a tour of Arthur Andersen & Company and learned more about the importance of the C.P.A. Afterwards, they treated us to a dinner at the Holiday Inn which was followed by a question and answer period. With this good start, we are looking forward to a most successful year.—CLARK CAMPBELL

NORTHWESTERN—Zeta

ZETA CHAPTER AT Northwestern University got off to a very good start for the year 1966-67. Rush week brought the chapter a total pledge class of 22.

Soon after the start of classes, the Regional Meeting was held in Chicago. Many of the brothers were in attendance. The final speech of the convention, given by our chapter advisor on the subject of what brotherhood really means, gave everyone something to remember and meditate upon. All in all, it was a thoroughly enjoyable weekend.

This year's social program got off to a fast start with a hayride party at the end of the first week of classes. This gave all the brothers a good chance to relax after their first week. This party was followed by two exchanges, one with Alpha Xi Delta sorority, and one with Alpha Omicron Pi. After those, homecoming weekend was fast approaching. The brothers all pitched in to build the homecoming float, and the brothers worked in many positions selling tickets to the homecoming jamboree, homecoming badges, and as parade marshals. The homecoming dance the chapter held was at the Belmont Hotel in Chicago, with many of our alumni in attendance.



BROTHER ROBERT MARSHALL, Gamma Psi Chapter Advisor, is shown here addressing the members and pledges of the chapter during the recent pledge luncheon at the University of Arizona.

Brothers are currently involved in working on the yearbook, this year's WAA-MU show, Mock Congress, the Dolphin Water Show, and many other various activities. All in all, it looks like a great year for Zeta Chapter.—H. S. R. STEWART

SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota was happy to learn that for the twelfth straight year we had earned 100,000 points in the Chapter Efficiency Index. It gives our chapter pride that we have been able to uphold this tradition.

Our rush program got underway with a series of two smokers. After the second smoker, bids were sent to 17 men and we feel fortunate that all were pledged.

We had beautiful sunny skies for Dakota Day activities which took place October 22, with the University losing 22 to 18 to South Dakota State University. Alpha Eta Chapter's activities for Dakota Day included a car wash project, which proved profitable and a lot of work for the actives and pledges. Our entries in the Dakota Day parade included our "Rose" of Delta Sigma Pi, Miss Gayle Merriman, and a float. Although losing the game put dampers on our spirits the Dakota Day weekend was enjoyable for the Deltasig members and pledges.

Plans are being set for the celebration of Founders' Day November 7, and for the "Rose" formal sometime in December.

We held our first professional meeting early in October, which featured a personnel representative from McGladery, Hanson, Dunn from Cedar Rapids, Iowa. Topic of his speech was the usefulness of personal financial statements. Our second professional meeting is slated for November 1, with Vance Packard, an author and lecturer, speaking on "The Status Seeker."—JAMES ECKERMAN

TEXAS CHRISTIAN

DELTA UPSILON CHAPTER at Texas Christian University has been very busy this past summer making plans for the best year in the history of our chapter. One of the new ideas which we put into a functioning operation this summer was our summer meetings. Some of the ground rules laid for summer meetings were: no expenses were to be incurred which were to be paid for out of the chapter treasury, because not all members were living in the Fort Worth-Dallas area during the summer vacation and couldn't attend the summer activities; there were to be no formal type meetings, but only informal discussions or "buzz" type sessions where problems were hashed over, plans were made and past activities evaluated.

One of the big results which came directly as a result of the summer meetings was an Evaluation Report of Delta Upsilon Chapter. This report is presently being distributed among the school administration, national fraternity leaders and chapter members and advisors. The report will be collected and comments and suggestions,

which were asked for from those reviewing the report, will be reviewed and studied and used as grounds for effective planning for Delta Upsilon Chapter. Work on the Delta Upsilon Chapter Float for TCU Homecoming is another project which was gotten off the ground during the summer sessions.

Such projects as our Junior Achievement participation and CESCO work were discussed and mapped-out to be presented to the chapter during the first official Fall meeting. Another undertaking, which came as a result of the summer meetings, was a complete revamping of our Chapter Scrapbook, which we're very proud of. Brother Troy Seate, our Historian for the Fall Semester, did a fabulous job in completely reorganizing and renovating our Scrapbook. Another suggestion which came about and is soon to become a reality is that of a wheel chair ramp into the School of Business building on our TCU campus. Perhaps one of our most significant accomplishments, which is a direct result of our summer meetings, is "Business Week 1966," which is to become a reality by the time this article reaches you. "Business Week 1966," was held during the week of October 17-21, 1966 and consisted of five individual sessions; each featuring a separate guest speaker. This program was open to the public and was a great success. Needless to say, Delta Upsilon Chapter plans to make "Business Week" an annual affair on the campus of Texas Christian University. Delta Upsilon Chapter is ready for a big year in 1966-67.—JOHN T. TATE

WISCONSIN

OUR 44 DELTASIGS welcomed four new initiates to Psi Chapter during a banquet at the Esquire Club after the initiation. Brother Al Steinhauer, president of Anchor Savings and Loan, provided a most interesting speech on the future of savings and loan institutions.

Brother Gerald C. Pryce spoke one evening on the Wisconsin banking laws, and their effect on the public. He also gave interesting accounts of his experiences while an undergraduate several years ago. Founders' Day saw 56 actives and pledges on a field trip to Parker Pen, and the Chevrolet plant in Janesville, Wisconsin. Everyone was impressed with the manufacturing and marketing operations we saw in action.

Our representatives to the Regional Meeting brought back many suggestions for a more efficient and active chapter. Our plans include several money-making projects, more professional activities, and an improved accounting system. We are all confident of achieving 100,000 points in the new Chapter Efficiency Index.

The Patriots, a well known rock 'n' roll band, started festivities after our first football game by playing on our front porch to a large crowd from the stadium. Social Chairman Brother Paul Darbo has a full schedule of suppers, and band parties, which are always popular with the girls on campus. The "Rose" Formal was attended by all Deltasigs and their dates at the Ramada Inn.—FREDRIC D. ROSA

ST. LOUIS

BETA SIGMA CHAPTER is on the move again in this fall semester of '66. Inspired by our fourth place finish in the overall intramural program at St. Louis University and our 100,000 points in the Chapter Efficiency Index during the previous year, there seems to be no limit to the enthusiasm displayed by our chapter during this fall semester. This unlimited enthusiasm has been responsible for an unbounded effort to excel in the intramural program this year. This enthusiasm can also be detected in the size of our pledge class this semester—14 at the beginning of pledging. Even our first professional dinner seemed better than the dinners that we've had in previous semesters.

The spring pledge class that we initiated in May has been partly responsible for the increased "fraternity spirit" this year. A total of 15 new actives were initiated in that May ceremony. These 15 junior members have revitalized the formerly apathetic senior members, and we have all joined forces in spear-heading Delta Sigma Pi to the position of top fraternity at St. Louis University. This recently initiated pledge class is even expected to challenge some of the senior members for offices in the upcoming December elections.

Our first money-making endeavor of the new year is a turkey shoot—a suggestion of one of the new junior members, Mike Wamser. It's coming along very well and will probably become a yearly financial success for our chapter. Other successful events of the current semester were our annual orphans' picnic held at Grant's Farm, and a barbecue at Brother Al Hill's girl friend's house. Our first two parties this year were well attended and wholly enjoyed by all.—THAD PIEPER

IOWA

THE FALL SEMESTER at Epsilon Chapter got under way under the direction of our new president, Charles Koberg. All efforts were directed toward keeping the chapter on the same high standards with which it finished last spring.

Closing out the activities last spring were two worthwhile projects for Delta Sigma Pi. The pledge project for spring of 1966 included an auto safety check jointly sponsored with the Jaycees. The second project was assisting with the dedication of our new business administration building, Phillips Hall. This was especially important to us since Dean Phillips, after whom the building is named, is himself a Deltasig.

This Fall all our efforts have been directed toward selecting a pledge class that would lead Epsilon Chapter in future years. This goal seems to have been accomplished with the formal pledging of 25 men on October 12. This finished a rushing program which included activities at University registration and at freshmen registration, a pledge smoker, and a banquet at the Amana Colonies. The banquet, immediately preceding final pledging, also included a professional program on government work pre-

mented by staff members of the Rock Island Arsenal. These pledges, under the direction of their president, Rex Bentzinger, seem to possess good potential for fine Deltasigs.

Highlights of our chapter activities this semester have been our Founders' Day party, a traveling Homecoming party, and a professional program directed toward the role of tomorrow's accountant. This program was arranged by Roger Burken, a 1966 graduate of the University of Iowa. He was treasurer of Epsilon Chapter in the spring of 1966, and is now employed by Standard Brands, Inc., in Clinton, Iowa.

An industrial tour is planned for November 15 to ALCOA, in Davenport, Iowa. Other plans include a professional meeting on November 16, initiation on December 11, and other business and professional meetings to close out the semester.—JAMES A. BRIGHT

MISSOURI

ALPHA BETA CHAPTER of Delta Sigma Pi is looking forward to another successful year. Dr. Joseph A. Silvosio, Chairman of the Department of Accountancy, was our speaker at the annual rush smoker September 29, 1966. His well presented speech on the advantages of a professional fraternity to the college man was well received by the large group of prospective pledges attending.

On October 9, the pledge banquet was held in the Garden Room of the Daniel Boone Hotel. A fine meal was enjoyed by all. The chapter's pledges number 14. They are: Guy Crockett, Dennis Duffield, Wayne Jean, Stu Katz, Ron Layher, Jerry Mack, Vince Nicocia, Ron Ruhaak, Hiram Watson, Don Welch, Mike Woods, Robert Wright, Larry Koch, and Garry Keisman.

Col. Johnson, professor of Military Science, was our first speaker of the year. The topic of the evening was a subject of interest to all present, the student's military obligation.

Planned activities in the semester include the "Rose of Deltasig" Dance in the early part of December, and the annual two day industrial tour at Kansas City of the following companies: Procter & Gamble, Phillips Petroleum, Bache & Company, and Hallmark Cards.—ALAN W. FUGIT

MANKATO STATE

Seven new brothers were initiated last Spring semester by Epsilon Iota Chapter. The new Brothers are Clair Burrow, Brad Evans, Mike Hall, Dwayne Newell, Robert Pfau, Fred Whitcomb, and John O'Donnell, our new faculty advisor.

Epsilon Iota Chapter is extremely proud of having attained the maximum 100,000 points in the 1966 Chapter Efficiency Index. It was our fifth straight year of attaining this goal, and we hope to make 1967 our sixth.

Our Fall rush was extremely successful. On October 5, a coffee hour and party was held for prospective pledges. Fourteen of the 21 students who attended the party were formally pledged on October 15.

Along with rushing we were also wrapped

up in our 1966 Homecoming activities. Our lawn display received the first-place trophy for the sixth year in a row and our "Rose of Deltasig." Margaret Monahan, was among the five finalists in the Homecoming Queen competition. These activities, along with a fine show-up of returning Brothers and a party at Shoreland Country Club, made our "66 Homecoming" very complete.

On October 22-23 we were host to the Midwestern Regional Meeting which was held at the Inn Towne Motel. Along with the 110 Brothers that attended the convention, Brothers LaVerne Cox, Regional Director, and Ben Wolfenberger, field secretary, were there and gave some valuable information to aid us in furthering the efficiency of our chapter. Brother Richard Peterson, a member of the faculty, was formally initiated at the Regional Meeting, and will serve as one of our advisors for the remainder of the year. Epsilon Iota Chapter also had 35 initiates at the "Yellow Dog" ceremonies.

We are now in preparation for Business and Career Day which is being headed this year by Brothers Steven Schmidt and Mike Holmgren. With 47 firms promised to be in attendance, we are looking forward to a successful Business and Career Day, November 3, 1966.—MICHAEL J. HALL

CREIGHTON

BETA THETA CHAPTER opens a new school year with the memories of the past year and high expectations of the year to come.

Our main accomplishment over the summer was a money making project. A committee, headed by Bryan Becker and Jerry Fitzgibbon, sold advertisement space on desk blotters which were distributed at dormitories of local colleges. We were also notified that Beta Theta Chapter had achieved a perfect score of 100,000 points in the Chapter Efficiency Index.

This year, because of the many chapter members who have graduated (the most famous of these being Jerry Merwald), our membership is lower than it has been in the last few years. However, because of a well organized rush, actuated by Tom Berney our Junior Vice President, we have a large group of highly motivated pledges.

Philip Maloney, John White and Chris "Grinder" Krainek have just returned from the Regional Meeting and have brought with them a great amount of helpful material and ideas.

On November 1, 1966, our chapter was invited for dinner and a tour at Northern Natural Gas Company in Omaha. Also, every member of the chapter is looking forward to our annual Founders' Day celebration.

The chapter football team has a nearly perfect record in The Creighton University intramural league and are looking forward to the annual clash with Alpha Delta Chapter at University of Nebraska. However, it is doubtful that they are going to accept the challenge since we have failed to lose one game to them in the past.—JOSEPH F. TYRBY

TEMPLE

GREETINGS FROM THE men of Omega Chapter! Hopefully all has gone as well for you as it has for us here at Temple University.

Starting off the new semester, all brothers were put to work renovating the basement in our fraternity house, which will be used as a party room.

Scholastically, Brothers George Vanderghenyst and Harry Supple made the Dean's List, and a drive now is underway to get all the brothers to make at least the Honor Roll.

Our pledge class numbers 11 fine boys, and we are hoping to initiate the entire class, thus doubling our active membership.

The professional aspect of Delta Sigma Pi has certainly not been overlooked. During our fifth tour of the semester every brother and pledge, and even some alumni, were present.

A tragic note was struck when an alumnus of Omega Chapter, Brother Ralph Cantafio, of the United States Special Forces Reserve Unit, was fatally injured in a parachuting accident. Our deepest sympathies were conveyed to his parents by our president, Raymond McGettigan, and the active chapter, all of whom attended the viewing.

So, in ending, the brothers of Omega Chapter wish to again extend greetings and the best of luck to all of you.—CHARLES J. STANFORD

RUTGERS—Beta Omicron

BETA OMICRON CHAPTER at Rutgers University in Newark, New Jersey, is proud of its hard working slate of officers: President, Matthew Zebrowski; Senior Vice President, Frank Sclafani; Junior Vice President, Harvey Gutman; Treasurer, Keith Shutz; Secretary, James Owen; and Historian, James Neigherbauer.

With the help of the entire brotherhood, plus the special work of Senior Vice President, Frank Sclafani, our Rush Smoker was a remarkable success with approximately 25 prospective pledges present. Brother Robert Biunno, Director of Admissions at Rutgers, our special guest speaker, commented on the contributions of the Beta Omicron Chapter to Rutgers, and the benefits of brotherhood in such an organization. Following his talk, an informal "question and answer" period was held during which refreshments were served.

Hardworking George Haytko, our perennial scholarship award winner, is now devoting his talents to our professional program. George has planned an active program, complete with two professional tours and five professional meetings. Brother Hal P. Eastman, our faculty advisor, and professor of production at Rutgers, spoke on "Job Opportunities to the Student of Business and Economics" at our first professional meeting. This talk proved to be as beneficial as it was interesting.

Our "Back in Ol' Tahiti" Party, an inspiration of our social chairman, Joe Ziomek, has been the highlight of our social calendar

thus far. All girls were presented with grass skirts, and the brothers received Hawaiian leis. The high point of the evening was the Hula Contest—finally won by "twinkle-toes" Jim Neigherbauer and date. On October 8, our Chapter Birthday Party was held, complete with birthday cake, party hats, and presents. With Brother Ziomek in charge we are all looking forward to our Founders' Day Formal on November 12, 1966, at Gene Boyle's in Clifton, New Jersey.

Although the football season is young, we are improving with each game in our quest for the Interfraternity Conference All Sports Trophy. The entire brotherhood has been contributing its talents with special standouts—John Graham, John Keeley, Jim Neigherbauer, Joe Ziomek, and Rich Logan.

All in all, aided with a sense of unity and purpose, we are looking forward to an exciting semester.—HARVEY M. GUTMAN

OKLAHOMA CITY

DELTA THETA CHAPTER at Oklahoma City University is looking forward to another excellent year. We plan to play an active role in the various phases of campus life and have slated a number of activities for the coming semester.

The officers for this semester are: President, Walter Nelson; Senior Vice President, Russ Richardson; Vice President, Jeff Puryear; Secretary, Frank Carlyle; Treasurer, Jack Spurgin; Historian, Gary Gray.

At the present time, we have formally pledged 14 students and should have several more in the next pledging session. This appears to be an outstanding pledge class and we believe their project will be as successful as recent others have been.

The activities of the chapter this year include conducting university tours, assisting with school enrollment, participating in intramural sports, holding a rush smoker and a get-acquainted barbecue party for rushees, sponsoring professional business speakers, and promoting the annual interfaculty basketball game. Of course, our foremost goal is gathering the 100,000 points for the Chapter Efficiency Index.

Interest and enthusiasm are running high in our chapter this year, therefore, we anticipate no difficulty in fulfilling all these aims. By so doing we show our determination to uphold the aims and ideals of our chosen organization, Delta Sigma Pi.—GARY GRAY

MIDWESTERN

EPSILON ZETA CHAPTER at Midwestern University in Wichita Falls, Texas, completed the Spring semester by initiating eleven new brothers: Mac Cannedy, Bill Dennison, Benny Grill, Wayne King, Gary Parks, Paul Quast, Norm Urban, Bob Merder, Stuart Russell, Danny Burrows, Henry Van Geem.

The chapter elected its new officers for the coming school year: Frank Schwarzer, president; Perry Farris, senior vice president; Byron Donaho, vice president; Lowry Vaughn, secretary; Mac Cannedy, treasurer; Paul Quast, historian; Joe Bledsoe, chancellor. The new officers will have a chance to

prove their leadership qualities for the chapter has sixteen new pledges for the Fall semester.

The big achievement for Epsilon Zeta Chapter the past year was the winning of the Intramurals All Sports Trophy along with the first place trophies in volleyball, baseball, tennis-singles, and singles and doubles in ping pong. The chapter has won the All Sports Trophy for the last two years. If and when the chapter wins the All Sports Trophy this year it will be able to keep it for good. Through good sportsmanship the chapter members feel the knowledge of Delta Sigma Pi can be best achieved in its particular school.

The chapter also plans "to promote closer affiliation between the commercial world and students of commerce" by having many varied professional activities including business men from the local area speaking to the chapter and tours of business enterprises.

The members of Epsilon Zeta Chapter wish to invite any of our brothers to stop in our area. If visits are impossible, correspondence from other chapters is welcomed and will be promptly answered.—LARRY H. DODSON

LAMAR TECH

DELTA ETA CHAPTER at Lamar State College of Technology is off to an excellent start this year with 35 active members and 12 promising pledges. Rushing activities were successfully directed by our Senior Vice-President, Tommy Townsend.

We have just completed a ten day stint at the South Texas State Fair taking up tickets on the midway of rides. Proceeds from the fair, sponsored by the Young Men's Business League, are used for many worthwhile civic and charitable purposes.

Our professional activities, directed by Eddie Keels, have included a speech by Dr. R. W. Setzer, Vice President of Academic Affairs at Lamar Tech and a Deltasig, at our first rush function explaining the benefits of Delta Sigma Pi. Mr. Howard Hicks, Secretary of the Beaumont, Texas Chamber of Commerce, spoke at our Pledge Acceptance Dinner. Plans are now underway to tour the National Biscuit Company in Houston.

We are now deep in preparations for homecoming. Hopefully, our float will be a first place winner. Miss Claudia Wingate will represent our chapter as candidate for Homecoming Queen. Also in our Fall schedule is the Founders' Day dance.

Seven of our members attended the Regional Convention held at the Melrose Hotel in Dallas, Texas. Our chapter won the attendance trophy for the most man-miles traveled.

Delta Eta Chapter has selected Miss Marilyn Theriot as "Rose of Delta Sigma Pi" from an impressive group of nominees. We are obviously enjoying a good and productive year and with the help of Jess Bachelder and Brian Lakey, our Chapter Efficiency Index chairmen, fully expect to continue to be first place winners when the year is ended.—ELLERY J. LACY

SOUTHERN METHODIST

BETA PHI CHAPTER is recognizing a definite need to be informed on matters concerning the business world; for this reason, our Delta Sigma Pi chapter at Southern Methodist is putting a large effort into strengthening its professional activities. The chapter is planning approximately eight speakers and two tours for the first semester. This emphasis on knowledge may net Beta Phi Chapter its twenty thousand points in the professional category of the Chapter Efficiency Index far in advance of the average, but even if the limit is reached, Beta Phi Chapter will have no desire to discontinue its pursuit to be knowledgeable of the business community.

Our chapter may seem like "Jack" and his dilemma between work and play, but dullness is not overtaking Beta Phi Chapter. Social events occur on a regular basis and we are looking into a possible football game with the Delta Epsilon Chapter at North Texas State University. We are finding something interesting from our situation that may be helpful to other chapters; the more time we spend on planning and executing professional programs, the more fun we have at our social events. "Jack" at Beta Phi Chapter is really a well balanced guy.—JIM THOMPSON

TEXAS TECH

THE BROTHERS OF Beta Upsilon are expecting an excellent year. We have initiated 24 men into pledgship for the Fall semester. They are fine men and should be an asset to the Fraternity. One of their major projects will be helping the Lubbock United Fund.

The new officers elected for the fall term were: Bill Nesmith, president; Jim Tate, vice president; Phil Worley, senior vice president; Charles Snuggs, treasurer; Ron Dill, secretary; and Danny Holubec, professional chairman.

This year we are starting an all school dance. It will be the first of an annual affair. The purpose of this dance is to raise money for our annual Careers Conference to be held in the spring. We have already begun preparation for the Careers Conference and we anticipate that this will be its most successful year.

Our professional chairman has had three guest speakers and one tour which were opened to the School of Business. We are anticipating many more fine professional activities.—SCOTT H. BUSH

SAM HOUSTON STATE

THE YEAR HAS begun just as Epsilon Mu Chapter believes it should. News of a perfect score in the Chapter Efficiency Index standings has lifted the spirits of the chapter. Great things are expected this year with the installation of a new advisor, Brother John Thompson, and the able help of Brother Jean D. Neal, Dean of the School of Business.

Installation of 31 pledges has given rise to one of the largest pledge classes in recent years. The "New Blood" call is out and we are enthusiastic about the quality of the new pledges.

This semester the chapter is led by George Phillips as president, Wayne Francis as vice president, Philip Spitzer as chancellor, Eldon Haglor as treasurer, Larry Hausler as historian, Don Farrel as ritual chairman, and James Carter as secretary. The chapter is busily preparing for homecoming. The frame has been constructed but much hard work remains to be done on our homecoming float. We are looking forward to seeing some of the Brothers down from East Texas for the "Big Game."

We extend a hearty welcome to the new Regional Director John A. Fincher, and a standing invitation to all Brothers. Ya'll Come!—WAYNE F. LONG, JR.

NEBRASKA

ALPHA DELTA CHAPTER at the University of Nebraska started the semester with a massive house redecoration project. Initiated by President Clark during the summer, the project included a complete new paint job, new curtains, sliding doors, new carpeting, and a color television. Our work was rewarded by the success of our open house we held September 25th. The open house, following a frantic all night last minute clean-up session, was toured by well over 200 guests.

Our first professional dinner for this year featured Mr. James Evenger from Ayres and Associates advertising firm. Mr. Evenger gave a very interesting discourse on the advertising aspects of a business. Mr. and Mrs. Wentworth, representing the university faculty, were also in attendance, along with Miss Diana Focht our 1965 "Rose" Queen and many prospective pledges. The dinner and discussion following were a complete success.

Formal pledging on October 13th netted us 20 new pledges with definite possibilities for more at our next meeting. The pledge class is promising potential for the active chapter. The brothers are anxiously waiting for the active-pledge football game to show the pledges who their masters are.



GAMMA UPSILON CHAPTER President Jon Whitecup, left, is shown here thanking Brother Harry Humphries at the dedication ceremonies of the chapter room for making the room possible.

On October 29th, the chapter participated in the annual Muscular Dystrophy drive in the Lincoln area. Canisters were delivered to most places of business that were open and plans are being made to cover a few areas that may have been missed. That afternoon the chapter attended the Nebraska-Missouri football game—which was thoroughly enjoyed by all the brothers. The same evening we held our first house party of the semester. The theme of the party was "Witches Brew" and music was supplied by the Henchman Combo. The house was outspoken in celebrating the victory of that afternoon.

This year Alpha Delta Chapter sent seven brothers to the Regional Meeting at Mankato, Minnesota. We were given the job of putting on a mock business meeting in proper style. Along with a 100,000 points Efficiency Index Certificate, we brought back a trophy for the best attendance at the meeting. All had a wonderful time and would like to thank Epsilon Iota Chapter for a job well done. As always the prominent words coming from Alpha Delta Chapter to one and all—GO BIG RED.—LARRY L. BETTS

DRAKE

ALPHA IOTA CHAPTER of Drake University is enjoying a well-rounded and successful first semester.

Social activities were highlighted by appropriate celebrations of Founders' Day, Drake's Skip Day, Halloween, and the Yuletide Season. Also, this semester Alpha Iota Chapter has participated in intramural football, bowling, and basketball. At the same time, we have reported Alpha Iota Chapter's highest scholastic average in many years.

Intrafraternity relations were strengthened when the Alpha Iota Chapter delegation attended the Midwestern Regional Meeting at Mankato, Minnesota, and performed opening ceremonies for the Sunday session. To enhance intrafraternity communications, we sent a monthly newsletter to members and faculty alumni.

Alpha Iota Chapter, however, has channeled most of its energy into the professional program. Excellent speakers this semester included Bill Enockson, district manager, Pontiac Motor Division, Larry Smith of the Des Moines Credit Bureau, and Roy Guntson, merchandising manager of Wright Tree Service, Inc. The field trip this semester was to the stockbrokers' firm of Merrill, Lynch, Pierce, Fenner & Smith, Inc.

This semester's special professional activity, engineered by Brother Hal Stuit, may be of considerable interest to other chapters. The IBM Company in Des Moines is preparing a short evening course expressly for Alpha Iota Chapter. This course will not consider the technical hows and whys of the computer, but rather "What the Computer Can Do for the Businessman." We feel such a course would be valuable to all chapters whose schools do not offer courses in data processing.

Alpha Iota Chapter is enjoying this semester, but is anxiously awaiting the challenges next semester will bring.—JIM BROCK

BOSTON COLLEGE

IN CELEBRATION OF 1966 as the tenth anniversary of Delta Sigma Pi's beginning at Boston College, President Ricardo McKay, along with Senior Vice President John Hoyle, Vice President William Leahy, Secretary Joseph Wood, Treasurer Stephen Vozella and Historian Robert Doherty, have completed a program designed to continue Delta Kappa Chapter's pre-eminent position on our campus of 6500 students.

As Delta Kappa Chapter has only one initiation period in the fall semester of every school year, the brothers, with the imaginative direction of the senior vice president, have attracted a promising group of potential brothers. They are now being inculcated with the traditions and goals of the fraternity before their acceptance into Delta Sigma Pi at the Annual Dinner-Dance on December 10, 1966.—DUANE T. O'CONNOR



THE MEMBERS OF Alpha Chapter at New York University are shown here with their Advisor, Brother Carter, and the two trophies which the chapter recently received for their scholarship achievement.

JOHNS HOPKINS

CHI CHAPTER at the Johns Hopkins University began the school year by launching, indirectly, a short-term business venture. The brotherhood is sponsoring a Junior Achievement Company which is called Delta Wrought Art, Inc. During the next year this company will fabricate and market a line of decorative items including vanity mirrors and candelabrum. Stock is currently being sold by the company and all of its financial matters are being handled internally. The brothers of Chi Chapter believe that this is a worthwhile effort and are glad to offer their time and talents.

At our first professional meeting, we heard a very interesting talk about data processing equipment. Mr. William L. Wasson of UNIVAC Division of Sperry Rand Corporation discussed how many business firms benefit from the utilization of this type of equipment. Two films were also shown. The first film described the current and future developments in computer technology at UNIVAC while the theme of the second film was that of the central location computer concept.

On November 5, 1966, the chapter held a Fall rush party at the Hopkins Club on campus. Senior Vice President Fred Sasse and Vice President Phillip Hiteshow are confident that our next pledge class will be one of the best.

At our Founders' Day Celebration, we plan to have as an after dinner speaker, Mr. Frank A. Capiello of the investment firm of Alex Brown and Sons. Mr. Capiello will discuss some interesting and timely aspects of corporation finance.

With the spirit and momentum achieved to date, Chi Chapter is looking forward to having a very successful year.—ROBERT G. BURGIO

BABSON

IF THE YEAR continues as the fall began, this will be a truly auspicious chapter in the annals of Gamma Upsilon Chapter history. The year began with the return of over 50 brothers and our Fall (upper class) rush period netted us 16 new pledges. It must be realized that in selecting these new men Gamma Upsilon Chapter's highly selective standards were kept foremost in mind.

The new Deltasig lounge has played an integral role in our fraternity life this fall. This brand new and beautifully appointed room has become a center of fraternity activity. We have alumnus Brother Harry Humphries to thank for this room. The official dedication of the room took place on Homecoming Weekend in October. Mr. Humphries was on hand with his delightful mother, to whom the room is dedicated. President Jonathan Whitcup made the official unveiling of the memorial, and soon thereafter all went on to enjoy one of the best Fall weekends ever.

In the field of athletics, the Deltasig football team started practice soon after the beginning of classes and this extra work certainly stood the team in good stead. The Deltasigs went on to our tenth undefeated season in interfraternity competition under the leadership of Captain Lon Uertz.

Also on the subject of being undefeated, Kevin Kavanagh, the Deltasig candidate for campus mayor, was quite successful in his campaign and extended the Deltasig winning streak to three years in a row.

With this start we face the coming year with a fair amount of confidence and a great amount of anticipation.—THOMAS A. SAINT, JR.

MONMOUTH

EPSILON PI CHAPTER has eight new brothers this year. Inducted last spring were Fred Goldstein, Tom Keen, Paul Fogal, Alan DeMichael, Gerhard Runken, Ken Mattiace, Jack Sylvia, and Vince Bertone. During the summer we had a chicken barbecue at Ocean County Park with a large turnout of brothers and alumni and we anticipate this becoming an annual affair during the summer break.

Head of the Business Administration Department and faculty brother Robert Tompa has provided us with a lounge in the Business Administration Building which we are

currently painting and furnishing.

The Epsilon Pi Chapter has provided its services as guides at the Business Institute sponsored by The Central Jersey Bank and Trust Company here at Monmouth College. Those brothers who attended the Regional Meeting in Philadelphia brought back with them the first prize of the Las Vegas Party which represented a replica of the ship of commerce which has quickly taken over the significant spot in our trophy case.

We are eagerly looking forward to a basketball game with Zeta Eta Chapter at St. Peter's College in the near future with other chapters in our area as guests. We will celebrate Founders' Day with a coffee hour with the faculty of the Business Administration Department. The brothers are now planning our float for Winter Carnival. Halloween was enjoyed by all and their dates with a Greek costume party. Our rush program proved successful and was highlighted with a Las Vegas Party and mixer. The brothers of the Epsilon Pi Chapter look forward to a year well balanced with professional and social activities.—ELLIOTT C. METCALFE, JR.

LaSALLE

THE BROTHERS OF Epsilon Sigma Chapter were pleased to learn that we had obtained 100,000 points in the Chapter Efficiency Index, and this semester finds us hard at work trying to retain our present position at the top.

We are presently in the midst of Fall pledge period. Under the direction of Pledgmaster Tom Murray the pledge class is learning all about Delta Sigma Pi and the ways of the brotherhood. This was preceded by a fine three week rush period which was run by Senior Vice President Joe Kredatus.

Thus far the Fall semester has been an extremely active one, being highlighted by two very outstanding events. On the weekend of October 8th, we were pleased to co-host the Eastern Regional Convention at the Sylvania Hotel in Philadelphia, and enjoyed meeting Deltasigs from the entire region, as well as representatives from The Central Office. This was followed a week later by our first annual Father and Son Banquet which turned out to be a great success. Speakers included Eastern Regional Director Mel Brown, and LaSalle's own All-American and All-Pro basketball star, Tom Gola.

On the professional side, the Epsilon Sigma Chapter has been equally as active under the direction of Mike O'Malley. We have sponsored several fine speakers from local industries, as well as special guest speaker Alexander Hemphill, Philadelphia City Controller. Our first tour took us to Edgcomb Steel for a very interesting evening. Future tours will take us to Schmidt's Brewery and International Business Machines.

In the future we will be looking forward to sponsoring a mixer which will be open to the entire campus, more speakers, election of new officers, final vote on our present pledge class, choosing our new "Rose of Delta Sigma Pi," and, of course, another 100,000 point performance by our chapter.—JAMES RUBISCH

NEW YORK

ALPHA CHAPTER at New York University has begun the Fall semester very enthusiastically. Our pledge program, under the direction of Chuck Holzmacher, was a huge success attracting a large crowd.

Alpha Chapter has been awarded two of New York University's most distinguished trophies, the Robert W. Kelly Memorial Scholarship Award for the highest scholastic average on campus, and the Blackman Trophy for the most improved scholastic average.

President Cuff, with the assistance of Brother Carter, our faculty advisor, has been working diligently to help mold Delta Sigma Pi into one of the most popular and sought after fraternities on campus.

In November, Alpha Chapter celebrated Founders' Day at the Top of the Park Restaurant. A large showing of alumni and actives were present to honor the Fraternity and our special guest, Brother Paul Siebert "19C" (Alpha 229).

Alpha Chapter would like to extend an invitation to any chapters to visit our Fraternity House either for our social or professional functions. We will be happy to send any chapter a list of our functions upon request.—JOHN J. MURPHY

FLORIDA

BETA ETA CHAPTER at the University of Florida elected new officers for the fall trimester. Rick Garfinkel, a transfer student from the University of Tampa, was elected president. Rick was a Deltasig at Epsilon Rho Chapter at Tampa and was Historian in our chapter before he became president. Other officers are: Mike Cottenier, senior vice president; Bill Webster, vice president; Mike Harden, treasurer; Louis Ortiz, chancellor; Gary Michaels, secretary; and David James, historian.

Dr. Biscoe, our faculty advisor, left for the University of Tennessee last spring and we were all sorry to see him leave. Before leaving, he was presented with a plaque in appreciation for the fine work he did for our chapter. All of us at Florida wish him the best of luck at his new post.

Our new advisor is professor A. A. Anderson of the marketing department. Professor Anderson has been very active in our chapter as a faculty brother and we are very proud to have him as our new advisor.

Our Fall smoker was a big success resulting in 18 new pledges. Much of the credit for the fine turnout goes to Dr. M. S. Hiedingsfield who spoke to the prospective pledges.

We were honored to have Executive Director Charles L. Farrar speak to us before he left to attend the Southeastern Regional Convention in Atlanta. Brother Farrar talked about affairs at The Central Office and ways to improve our chapter.

Many of the brothers and pledges went on our field trip to Jacksonville to visit May Cohens department store and the Jacksonville Port Authority. At both places we had a chance to discuss with company officials their operations and future plans. A tour at each business rounded out a full and enjoy-

able field trip.

Mr. Keitn Austin, a local C.P.A., talked at our last professional meeting on the small business man. He gave us a speech followed by a question and answer period in which the brothers and pledges discussed the advantages and disadvantages of entering into small business.

Beta Eta Chapter is very proud of its second place win in the homecoming parade. Our float was entered in humor division after many late hours of preparation, the night before the parade. We are looking forward to next year and the first place trophy.—DAVID L. JAMES

GEORGIA TECH

ZETA LAMBDA CHAPTER at Georgia Tech began an active Fall rush schedule on October 11 with an evening smoker attended by over twenty prospective initiates. Our overall rush program included several informative smokers and a social function at the Deltasig Lodge. The two weeks of rush activities were successfully terminated on October 23 with the pledging of fourteen men who were turned over to our capable Vice President Randy Carroll.

New officers for Summer and Fall quarters of 1966 were elected at the June 2 meeting. The new officers are as follows: president, James B. Brumit; senior vice president, William H. Ashley; vice president, Jimmie R. Carroll; treasurer, George A. Menendez; secretary, Harold W. McDonell; historian, Dave Watkins; and chancellor, Dennis S. Coker; senior guide, Robert S. Heggland; and junior guide, Roy E. Jarrett.

Zeta Lambda Chapter is glad to have as our new faculty advisor, Mr. James B. McCollum, Assistant Professor in the School of Industrial Management. He has had a great deal of experience in the business world as Vice President of Atlas Wire Company and Director and Operations Manager for the South Wire Company. He is presently studying for his Doctor's Degree in Economics at Tulane University as well as being a member of the Southern and American Economic Associations and the Institute of Management Science.

We, the Brothers of Zeta Lambda Chapter, although being a relatively new chapter, feel that we have accomplished much as the year 1966 came to an end, and we are looking forward to the 1967 academic year with great enthusiasm.—DAVE WATKINS

EAST CAROLINA

DELTA ZETA CHAPTER at East Carolina College began the 1966-67 school year with 24 brothers. Soon an aggressive recruitment began for possible future brothers and on September 28, 14 business majors began their pledgeship.

Homecoming at East Carolina College was on October 8. All the brothers and pledges grouped to build an impressive float which won second place in the organization division.

Our two nights of formal rush included speakers Dr. Roche, a faculty member of the business department, who spoke on marketing potential in the future, and Mr. Curtis Hendrix of State Bank & Trust Co., who

spoke on different aspects of banking.

Our professional activities so far have included a film on selling, a tour to the Merrill Lynch, Pierce, Fenner & Smith, Inc. Brokerage Firm, and a banquet with one of their representatives as guest speaker.

Activities coming up include a tour to the Federal Reserve Bank in Richmond, Va., a tour of Washington, D.C., and a tour of Reynolds Tobacco Company in Winston-Salem, N.C.

On December 10, initiation will be held and Dr. Leo W. Jenkins, President of East Carolina College, will be initiated as a faculty member.

President Hudgins, who represented Delta Zeta Chapter at the Regional Meeting, brought back new suggestions on how to attain our goal of 100,000 points.—ROBERT C. AHLUM



MEMBERS OF BETA ETA Chapter at the University of Florida are shown here during a recent rush meeting, during which the aims and objectives of their chapter were explained to prospective members of Delta Sigma Pi.

C.W. POST

NINE NEW BROTHERS were initiated by Zeta Omicron Chapter last spring. They are: Donald Baumann, Robert Delaney, Edward Fischer, Harold Gustavsson, Robert Jackson, Lawrence Lane, Robert Patterson, Barry Slobin, and Peter Tenenbaum.

The new officers for the fall semester are Eliot Howard, president; Edward Fischer, senior vice president; Larry Baumann, vice president; Charles Kruger, secretary; Gene Spitzer, treasurer; and Bob Jackson, historian.

Our intramural program is moving along very strongly. The basketball team is anxiously awaiting its first game of the season. Last semester the team finished second in intramural competition with a record of 13 and 2. Our returning all-stars this year include Captain Gene Spitzer, Bob Patterson, and Bob Delaney.

Zeta Omicron Chapter is once again at work conducting our fall rush program. We have completed our rush parties and have sent out invitations to 11 pledges.

The brothers at Zeta Omicron Chapter this year joined with Alpha Chapter in celebrating Founders' Day.

We are engaged in an active professional program which will include trips to local business establishments and numerous speeches given by representatives of surrounding industries.

Congratulations are extended to Brother Edward Fischer on his recent marriage.—CHARLES R. KRUGER

RIDER

BETA XI CHAPTER completed a successful Fall semester highlighted by the initiation of our "new" brothers numbering 26. The pledge season commenced with a coffee hour and included a party and terminated with a Formal Initiation Banquet. Donald Davies served as Pledgemaster, and has earned the fraternity's admiration for a job well done.

The Fall semester activities included three professional meetings, a special pledge party, and an Initiation Weekend celebrating the successful completion of pledging.

It is the common attitude of Beta Xi Chapter to emphasize the importance of the Chapter Efficiency Index. It is with this attitude that we ambitiously attempt to fulfill our objectives. President Oelkers maintains that this year the Brotherhood would be among the higher ranks in the Chapter Efficiency Index.

Projecting into the future, Beta Xi Chapter faces a varied and busy schedule of events. To be included in the Spring Semester will be a number of professional meetings emphasizing the importance of the business world and its functions, the selection of our Chapter's "Rose," and her glorious crowning at our "Rose" Dance to be held on February 10, 1966, a joint meeting with Phi Chi Theta, the Women's Professional Business Fraternity, and a field trip to the Ballantine Brewery tentatively set for February 28.

Beta Xi Chapter extends their best wishes to our fellow brothers for a successful and happy Spring Semester. More later.—KENNETH O. HASSAN

BOSTON U.

THE GAMMA CHAPTER of Delta Sigma Pi at Boston University is pleased to announce that we are back on the road and rolling for a tremendous school year. We have much young blood in the chapter after graduating nearly half of the chapter last year. This new force seems to only have one thought in mind—to become the No. 1 chapter.

Already we have had two good professional meetings and a third planned for the coming week. We had Brother Thomas J. Furlong speak on the follies of joint ownership. We have visited the plant of Brother Robert Berish's father. It is the Quality Steel Products, Inc., of Stoughton, Massachusetts. This company produces many hardware items. The vice president of Administrative Affairs, Boston University, Kurt M. Hertzfeld, will speak on administrative problems that occur at a university.

Socially, we have been successful so far. Our contestant for Homecoming Queen 1966 was Maxine Gold. Of twenty-five contestants entered, we are proud to say that Maxine finished in the Queen's Court (one Queen and three in her court). After the game, the brotherhood and some alumni were present at a social hour to become better acquainted with Maxine. Needless to say, it was quite successful.

Gamma Chapter also has entered the intramural league and is making a good run

for recognition, sports-wise. We have a solid starting unit of Howard Bockenek, Bruce Lawton, Alan Willard, Jack Lanzoni, Bert Roy, and Steve Pruchansky. We also have capable reserves in Jack Greenman, Stephen Weiss, and John Williams. It is clearly evident that we have a young team and can look forward to good sports in future years, if not this year. We also will be having a basketball team and a softball team.

We have reactivated the "Gamma Noise" which is published three times yearly. We have had many compliments from our alumni.

Our fall pledge program has already started and the brotherhood is proud to say we have seven excellent and ambitious pledges.

Even with all this activity, we are proud to announce that our scholastic average is above the all-male average in the College of Business Administration at Boston University.—BERTON G. ROY

RUTGERS—Beta Rho

BETA RHO CHAPTER at Rutgers enthusiastically launched its fall activities with a picnic during the early days of September, and before the month ended, a tour had been made of the Anheuser-Busch brewing complex at Newark. The picnic was a success. It afforded, through its games and gusty appetites, an opportunity for the brothers, their dates, wives and children to become better acquainted. The tour of the brewery was fascinating and informative. Besides following the manufacturing process step-by-step, we were able to discuss with management representatives aspects of storage, sales, distribution, and the impact of the brewing industry on local economy.

Many activities are planned for the rest of the year which will include our Christmas party, professional speakers, trips, and our concerted efforts to procure the prospective pledges that will keep Beta Rho Chapter strong and active as it has always been. By the time this article appears in The DELTASIG, we hope that we will have initiated six or more pledges representing approximately half the quota set for this year.

We are proud of three of our brothers who were elected by the graduating class to office. We know that Domenick Cucinello and William Miller, vice presidents, along with Robert Brown, treasurer, will serve their class well.

A handsome new building has arisen on the growing, downtown Newark campus which will serve as Student Activities Center. Beta Rho Chapter will be provided with a permanent meeting room, and parties and professional meetings can also be accommodated.—JOHN WARD

SHEPHERD

EPSILON KAPPA CHAPTER, well represented at the Eastern Regional meetings this fall, accepted the award for its second first place finish in the Chapter Efficiency Index in five years. The award is on display, along with other chapter articles, in the Shepherd College Library showcase.

Our chapter's spring initiation banquet, held in honor of our new brothers, was a rousing success. We wish to thank Harry McMahon, District Director, and Mel Brown, Regional Director, for the valuable assistance they gave us at this function. This Fall, a special initiation was held for Brothers Charles Rannells and Dean Hoult. At this initiation, we initiated our new Chapter Advisor, John Beccaris, professor in economics. We look for a successful year under Brother Beccaris' direction.

Professional trips are planned this semester for the Corning Glass Works, Moore Business Forms, and the Richmond Federal Reserve Bank. The brothers held a summer meeting at which time we painted the chapter house the traditional fraternity colors—Old Gold and Royal Purple.

The result of an excellent fall smoker was a pledge class of ten neophytes. Our pledges will assist the brothers in many of the activities planned for this semester. Included in these plans are selling flowers for Homecoming, and helping barbeque chicken for the annual homecoming chicken barbeque.

Epsilon Kappa Chapter, transferred to the Eastern Region last fall, is looking forward to another successful year. We wish to extend a challenge to the other chapters in the Eastern Region to follow the fine showing our chapter has made in its initial year in the region. Let's all make the Eastern Region one of the finest in the fraternity.—WILLIAM BRENNER and MIKE SOSSLAU

BABSON

GAMMA UPSILON CHAPTER of Delta Sigma Pi at Babson Institute can certainly boast of a successful spring term last year. The first accomplishment came when Delta Sigma Pi's "ELLIOT MESS" (Kevin Kavanagh) was elected the campus mayor. The campaign is held during spring weekend with all of the fraternities on campus participating.

Last spring also saw the Gamma Upsilon Chapter retire the intrafraternity athletic trophy, by winning the competition for the third straight year. The trophy now permanently hangs in the new chapter lounge.

Another highlight of last spring was the installation banquet. The banquet, held at one of Boston's finer restaurants, was a huge success. The entire brotherhood was present to congratulate the newly installed officers: president, Jon Whitcup; senior vice president, Kevin Kavanagh; vice president, Terry Clark; treasurer, Jeff Freedman; secretary, Peter Zalom; historian, George Hoffmeister.

Much of last spring's success, and the anticipated success of this year, is attributed to Delta Sigma Pi's new lounge. The lounge has become a place where the brotherhood can gather socially, academically, and professionally. There is more of a true fraternity spirit and a lot more is being accomplished by the brotherhood because of this room. The brothers once again would like to thank Mr. Harry Humphries and the other alumni who have made this room possible for the Gamma Upsilon Chapter. Thank You!—GEORGE HOFFMEISTER



THE NEW CHAPTER officers of Zeta Rho Chapter at Menlo College are shown here with Field Secretary Ben H. Wolfenberger and Regional Director R. Nelson Mitchell. From left to right are: Tucker Garner, historian; Bud Nations, chancellor; Dave Hackett, treasurer; John Steele, secretary; Ben Wolfenberger; R. Nelson Mitchell; Dave Beronio, vice president; Scott Farley, senior vice president and George Becker, president.

U. of the AMERICAS

DELTA MU CHAPTER at the University of the Americas in Mexico City completed its 1965-66 tour program with a private visit to the offices of General Motors Corporation here in Mexico City. The chapter anticipates an equally extensive series of excursions during the current school year.

Since most of the Brothers of Delta Mu Chapter were enrolled during the summer quarter at the University of the Americas, business meetings were held throughout the quarter. One of the products of this was a dance through which the chapter realized a substantial profit.

Our chapter president is now David Judd, who was initiated way back in 1960. Brother Judd served Delta Mu Chapter for six months during its "golden age" and was subsequently called to serve the United States Navy for the following four years. Now back again with us, he is strengthening the chapter through his knowledge and experiences of the past.—HOWARD R. HOUCK

MINNESOTA

ALPHA EPSILON CHAPTER at the University of Minnesota had a full calendar of events Fall quarter. Rushing activities, including two smokers and a rush party, proved to be successful with the pledging of 17 prospective initiates. With this, our active membership should be raised to 50 by the end of fall quarter. On the night of pledging, the chapter had its first professional dinner. The evening was highlighted by our guest speaker, British Vice Consul Eugene H. Harrison, who gave an interesting talk on "Anglo-American Trade."

The next Saturday, October 15, was the University of Minnesota Homecoming. The active chapter was honored by being invited to a dinner and dance hosted by the Twin City Alumni Club. The chapter felt that a closer relationship between the undergraduate Deltasigs and the alumni is beneficial to

all and that more functions of this type should be undertaken. On October 23 and 24, the Regional Meeting was held at Mankota, Minnesota. Epsilon Iota Chapter did a fine job of entertaining; they should be commended. About one-half of our chapter attended the meeting and thought that it was a worthwhile experience.

Our expectations for the rest of Fall quarter are high. Near Halloween the pledges are planning a costume party; during November we are expecting a visit from Alpha Delta Chapter; and of course, a little later we will be selecting a candidate for the title of "Rose of Deltasig."—JAMES R. HEINTZ

DETROIT—Theta

THETA CHAPTER at the University of Detroit has decided to stress more professionalism. On its first meeting held in early September, the topic concerning professionalism was brought up, and after heated discussions, it was concluded that the professional aspect would be stressed throughout the chapter activities. Due to this decision, pledges would be relieved from harassments and other physical works on the campus, but more professional conducts and activities would be demanded from them. This decision would undoubtedly add to our high reputation which we now enjoy on our campus.

Due to our early start in school, our professional chairman, Brother Carl, was able to book several prominent guest speakers to speak on our campus. We had Mr. Heineman, vice-president of the Bank of the Commonwealth, who talked about investment, and Mr. Robert White, an associate to Alexander Grant Co., a public accounting firm, who talked about the contemporary look of an accountant. Before the end of this semester, we are expecting some more speakers and one or two business tours.

Even though we are placing more emphasis on professional activities, our social aspect is not wholly abandoned. Tentatively scheduled social events are a masquerade party for Halloween, a hay-ride and a New Year's Eve party.

Thus, I believe that these well rounded activities will make this year more fruitful than ever.—CHAONAN LU

FERRIS STATE

DELTA RHO CHAPTER is looking forward to its most rewarding year ever experienced by any fraternity on the Ferris campus. This was more evident when a most informative day was spent with Regional Director Thomas Mocella and District Director Ken Vadovsky. The discussion centered on increasing the awareness of our chapter on campus. This led to a question and answer period about the various ways this could be done.

To further the name on campus, the brothers of Delta Rho Chapter headed the United Fund Drive for Mecosta County. This year, under the guidance of our chapter, Ferris students contributed over \$6,400 for this worthy cause. This also marked an increase of fifty percent over last year.

Professional activities have thus far been confined to the Big Rapids area. These include speakers at every other meeting and tours of area businesses. On November 7, we toured Steelcase Incorporated at Grand Rapids.

Eight pledges were initiated into the chapter this spring including two professors of the Ferris State faculty; Mr. Frank Numer and Mr. Donald Bowman. We are pleased to announce Mr. Bowman has consented to assist our advisor, Mr. Arthur Croft. With the addition of his fine leadership and the new activities we are sure we will be a leader in the Chapter Efficiency Index.—PAUL KALAMEN



AT A RECENT professional meeting of Beta Chapter at Northwestern University Loleta Moore, left, models a Beeline housecoat. At the right Maro Khatchadourian is shown modeling a three piece suit, while Mrs. Peter Repsold explains the garments.

ILLINOIS

AT THE YEAR'S first rush smoker, Upsilon Chapter of Delta Sigma Pi was honored to have as its speaker Brother Paul M. Green, dean of the College of Commerce and Business Administration of the University of Illinois. Dean Green gave an inspiring message to 55 actives and rushees on the history, meaning, and present standing of Delta Sigma Pi. Thanks to the rush smoker and a fine recruiting job by Senior Vice-President Ron Madsen, the chapter's fall pledge class totaled 19 members.

The first professional meeting of the year was held on October 24, featuring Brother I. M. Cockrun, Director of the Bureau of Business Management of the University of Illinois. Brother Cockrun delivered a very worthwhile and memorable speech on the problems of management. Further professional activities for the fall semester included a field trip to the Caterpillar-Tractor Company in Peoria, Ill. on November 10. A delegation of 45 members, consisting of actives and pledges, viewed production techniques and talked with important members of the company's various divisions. Arrangements for the trip were made by Brother Craig Ehlen who has done a fine job in scheduling other professional activities this year.

Other highlights of the fall term were Founders' Day, observed by actives and Deltasigs of the faculty with a luncheon, and the "Rose" Dance which was held at the Ramada Inn located in Champaign, Ill. —JEFFREY E. FLEMING

SUFFOLK

DELTA PSI CHAPTER started the Fall semester off with an informal dance at the Marconi Club in Stoneham, Massachusetts. All business and economic students from the university were invited to attend in order to facilitate the Fall rushing program. This proved to be of great success to rushees and actives.

On October 18, a smoker was held and prospective pledges were introduced to the professional aspects of the fraternity. Mrs. Shaffer of Field Facts, an expert in the area of market research, presented a concise report on determining consumer reactions and opinions when purchasing nationally advertised products.

The Brothers of Delta Psi Chapter would like to give special recognition to Jack Hart, Bob Dawley, Herb Ganz, Tom O'Connor, Bob Ryan, Dick Casey, Wally Erker, and Paul Mendonca for bringing back to our chapter the Attendance Award from the Regional Meeting in Philadelphia.

This year we plan to expand our professional activities by combining with S.A.M. and A.M.A. in conducting tours to various surrounding business establishments. Two events coming soon consist of a tour of a Carling Brewery and a Hood Milk tour. Our chapter takes great pride in being well rounded.

With a successful Fall nearly assured, the Brothers of Delta Psi Chapter extend their greetings and wishes for similar successes to all of Delta Sigma Pi. —HARRY M. BARASH



FOUNDER HAROLD JACOBS poses by his photograph in the Founders' Room at The Central Office. More than 57 years have elapsed since the photograph was taken shortly after the Fraternity was founded.

TEXAS A & I

ZETA NU CHAPTER at Texas College of Arts and Industries ended its first full year in style by making 100,000 points in the Chapter Efficiency Index. Added to this extremely successful first year, Brother Frank Bain, chancellor and a charter member, was awarded the Delta Sigma Pi Scholarship Key with an overall grade point average of 3.631. With the close of last semester the chapter held a successful "Rose of Deltasig Ball" at the Driscoll Hotel in Corpus Christi honoring our "Rose," Miss Sandra Felder.

With the start of a new Fall semester we are again looking forward to making 100,000 points in the Chapter Efficiency Index. Leading the Zeta Nu Chapter this semester are President Bob Butts, Senior Vice President Art Howe, Vice President Pat Hobbs, Treasurer Dick Williams, Secretary Butch Laskoskie, Ritual Chairman Arnie Stryk, Social Chairman Marvin Smart, Program Chairman Ted Charba, Chancellor Les Chaney, Chapter Efficiency Index Chairman Paul Hancock, Historian Frank Prather, and The Deltasig correspondent, Gary Deskin.

Fall rush period consisted of a formal and an informal smoker. Sixteen neophytes have been installed, and they were initiated on Saturday, November 12. Pledges for this semester were Luther Campbell, Welton Cox, Jerry Gates, Tim Grant, Richard Marhofer, Hugh Morrison, J. D. Pierce, Ernie Pivonka, James Steele, Art Thomas, Lyndon Watson, and Dan Wilson. The pledges have made themselves known around campus by making Deltasig signs for all home football games, our "Rose's" homecoming cam-

paign, a car wash, wearing suits and ties to class, and wearing their Deltasig name tags at all times.

Brothers Butts, Williams, and Hancock recently attended the Southwestern Regional Meeting held in Dallas. The chapter was commended for having received 100,000 points and its fine record under President Forbes Baker during its first year of operation. The chapter's overall grade point average for the past semester was 2.70 compared to the all-male average of 2.05.

Our first speaker for the year was Mr. Frank Davis of Bache and Company, Corpus Christi, who spoke on "Careers as a Stockbroker and the Operations of the Stock Market." Future speakers include Bob Wilians of Sessions Mortgage Company in Corpus Christi.

Our "Rose of Deltasig" for the current year is Miss Lela Ann Stephenson, a junior secondary education major from Sinton, Texas. She represented the fraternity at homecoming and will do so in Lantana elections.

The chapter is also considering purchasing fraternity blazers, which we hope to have by Christmas. Finally, we celebrated Founders' Day after an informal initiation for the pledges. We would also like to commend the latest life member of our chapter, Brother Warren Miller, who became a life member this past September. —GARY DESKIN

WESTERN MICHIGAN

THE BROTHERS OF Epsilon Omicron Chapter started the fall semester with a full slate of activities. The weekend after the first chapter meeting, the brothers held a car wash to finance two pages in the "Brown and Gold," Western's yearbook. The project was very successful and the chapter activities were off to a good start.

The next meeting was the first professional meeting of the new year. Guest speakers were alumni Brothers John Lore, director of alumni relations for Western and a charter member of Epsilon Omicron Chapter, and Robert Beam, a past president of the chapter. Both speakers told of their experiences after graduating and the help that Delta Sigma Pi had given them.

The second professional meeting featured Donald Berge, Prosecuting Attorney for Kalamazoo County. Mr. Berge spoke about the increasing influence of the Supreme Court on the individual and its relation to business ethics. Another professional meeting featured Dan Ryan, editor of the Kalamazoo Gazette, who spoke on the misconceptions about the "press."

Plans have been made to tour the Checker Motor Company and the new Fisher Body Plant in Kalamazoo.

The fall activities also include the annual Delta Sigma Pi Homecoming Bonfire built by the actives and our fifteen new pledges. The pledge class will conduct a car wash, after which they have challenged the actives to a game of touch football. The social high points of the semester will be the Birthday Dance to be held on November 5, and the initiation banquet on November 12.—F. JOSEPH BROOKS

WAYNE STATE

ACTIVITY IS THE overtone of Gamma Theta Chapter's life this Fall quarter.

Although our professional program this quarter is orientated towards politics and its relation to business (this is an important election year in Michigan), our quarterly tour took us on a trip through Ford Motor Company's new computer complex which to this date has eight of IBM's largest computer systems. For the rest of the program, we are trying to get both sides of the political-business picture. The speakers include business and labor leaders, a state senator and objective professors. Also, we are having the dean speak to us about student organizations and the School of Business Administration.

Socially we have been equally active. It all started with a sorority party with Sigma Kappa. This was followed closely by a pillow party (it took three weeks to rid the chapter house of feathers from pillow fights). Next came a costumed Halloween party. Yet to come are two more sorority parties, a hayride, a date party or two and a post homecoming celebration party at which we will celebrate our prize-winning float which we will be working on with Sigma Kappa sorority.

Our fund raising program includes bi-

weekly bagel sales, the usual Christmas card sale and most important of all, a fantastic road rally. We hope to make at least \$300.00 from the rally alone.

We just took 11 pledges. They look good but pledges are pledges. They too will be quite busy. Among other things they, along with Alpha Gamma Delta Sorority's pledges, will have a Christmas party for underprivileged children. If previous years' parties are any indication this will truly be a very heart-warming event.

Special congratulations go to two brothers in the active chapter who just got married. They are John Treff to Jean Kropf and Mike Morgan to Lynn Perry.

GEORGETOWN

MU CHAPTER at Georgetown University has put great emphasis this year on presenting the best possible professional program, both for the brothers and the whole university community. A debate has been planned with two professors of Economics at Georgetown and the Economic Advisor to the Federal Reserve Board to debate the monetary policy of the government.

A trip is also scheduled to Richmond to visit the Federal Reserve Bank. There has been a lot of enthusiasm shown, and these programs are sure to be a big success.

Under the leadership of President Robert Bouchard our chapter is initiating ways to get the brothers and faculty to know each other better. The first program we have initiated is brother-faculty "bull sessions." These are to be informal affairs where brothers and faculty can get to know each other on a social basis. Another program is what we call the President's Luncheon. Once a month (more frequently if possible) the brothers and members of the faculty will get together for a luncheon at a local restaurant. Faculty members have shown definite interest, and we feel the plan will be highly successful.

Not to neglect the social side, we have various parties planned and are working on a float for Homecoming with N.Y.U. Through these activities and under the leadership of our officers we hope to attain 100,000 points in the Chapter Efficiency Index and contribute to the Grand Council in meeting our common goals.—JOHN B. CONNOR

LIFE MEMBERSHIP IN 1967

Your NATIONAL LIFE MEMBERSHIP Committee has but one goal for the year 1967. That is to sell life membership to all those brothers who are not life members. And since we have 3902 fully paid life members out of a total membership of 61,660, that is a really big job!

This message, then, is addressed especially to those who aren't Life Members. Will you help us achieve our goal? All you have to do is to send your check to The Central Office right away and the staff will do the rest. The fee is \$40 for undergraduates and \$50 for alumni, payable in regular installments if you desire.

While everyone is a Deltasig for life, becoming an active paid life member indicates your personal interest in helping to perpetuate the aims and ideals of Delta Sigma Pi as stated in the preamble to our constitution.

Can we count on your support in this important program?

W. W. MYERS
Chairman

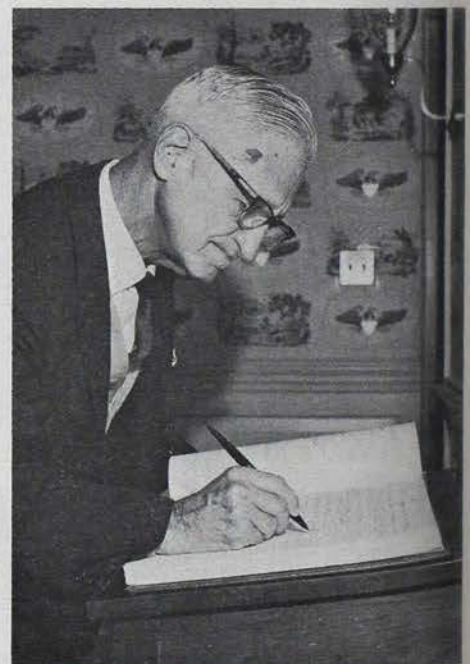
Founder Harold V. Jacobs Visits the Central Office

ON SUNDAY, October 31, 1966, Harold V. Jacobs, the only living Founder of Delta Sigma Pi, visited The Central Office building in Oxford, Ohio, something none of the other three Founders was able to do. Although The Central Office building is now 10 years old Brother Jacobs has not had the opportunity before now to visit the building.

Brother Jacobs was a successful accountant with Peat, Marwick and Mitchell in New York, and after retirement he and Mrs. Jacobs moved to Miami Beach, Florida, where they now reside. Brother Jacobs soon will be 79 years old, or as he might prefer, young. He arrived in Covington, Kentucky, on Friday, October 28 for the "Deltasig of the Year 1966" award which was presented to Brother Adolph F. Rupp, head basketball coach at the University of Kentucky, and was escorted to nearby Oxford by Field Secretary Ben H. Wolfenberger. During the weekend he was a guest in the home of Executive Director Charles Farrar where a reception was held in his honor on Saturday evening.

In expressing his appreciation to the Fraternity for making the trip possible, Brother Jacobs indicated that it was one of the great highlights in his life to be able to visit The Central Office building.

"The Central Office, particularly the Founders' Room, the furnishings and contents sincerely express the deep feeling the members have for the ideals of the Fraternity and their respect for the four men who created it," was the expression made by Brother Jacobs.



FOUNDER Harold V. Jacobs is shown here signing the register during a recent visit to The Central Office.

MICHIGAN STATE

GAMMA KAPPA CHAPTER'S highlight of spring term was the annual "Rose" dance. The dance was held at Browers 1861 House in Lansing with the Earl Ashton Trio providing the music. Our "Rose" queen, Miss Barbara Pearson, was crowned and her court included Mary Stuart, Cam Bush, Mary Selzer, and Sue Lyndall. Also at the dance, Past President Robert Hart was presented with our annual Robert E. Visscher Leadership Award and William Boughner was the first brother to receive the William English Scholarship Award.

The Brothers are anticipating a very full term this Fall. Our rush program is well on its way with Jeff Osborne handling the arrangements. Our football team is getting in shape to meet a tough schedule and the Brothers are preparing for an open house during homecoming weekend. Our house has been painted inside and out and we have added shutters and a new sign to the front. It is something of which Gamma Kappa Chapter can be proud.

Gamma Kappa Chapter received eight fine new members from the Spring pledge program. They are: Robert Hind, Mark Jacobson, Daniel Johnson, Michael Meschen, James Ream, William Rescorla, William Roach, and Daniel Rothfuss.

The Brothers are also very proud of the fact that for the third year in a row we received 100,000 points in the Chapter Efficiency Index. Because we received 100,000 points, we are allowed to take advantage of the discount in purchasing an Active Life Membership which Brothers Tom Haugh and Ed Xanders purchased.

Gamma Kappa Chapter is looking forward to a very rewarding year, nationally as well as locally.—DAN SMITH



UPON FIRST ENTERING the Founders' Room at The Central Office during his recent visit, Founder Harold V. Jacobs appears to be well pleased.

SOUTHERN MISSISSIPPI

GAMMA TAU CHAPTER at the University of Southern Mississippi celebrated Founders' Day on November 5 in the form of an Alumni Banquet and dance after homecoming activities. We participated in the homecoming parade with a float with the theme of "Stack'm up Southern."

We have had several professional activities this quarter. We have had men come and speak to us from Bell Telephone Co., Sears Roebuck Co., and the Crawford Co. We had a field trip to the local Hercules Powder Plant. Here we toured the plant and

the management aspect of running the plant. We also went to Masonite Plant in Laurel, Mississippi. Here we had an enjoyable and educational trip through the plant and the data processing department.

As far as other activities are concerned, we have participated in intramural football and expect to participate in other sports this year. Also plans and construction are underway for the construction of our house—the first professional fraternity house on campus. We expect to be in it next fall.—JERRY R. REED

WASHBURN

DELTA CHI CHAPTER at Washburn University got off to a fast start this semester. Before the semester started we were involved in a money making project. We organized and operated a food stand at the Mid America Fair.

On October 19, we had our annual industrial tour. We had the privilege of touring the Kansas City Board of Trade and Hallmark Cards. The Chapter also organized a mock interview which was open to the student body. We had Mr. Bossler, a leading placement official, conduct the interview. With this help more seniors will know what to expect when they start taking interviews.

Delta Chi Chapter has 17 new pledges for the Fall semester. They are Chris Armstrong, Ron Blackwell, John Bremer, Jim Cantrell, John Cleaver, Jr., Al Giddens, Larry Horton, Ken Johnson, Brent Latta, Dr. Leach, John Magnuson, John McGrath, Robert Milroy, David Ross, Richard Schmidt, Buzz Spurrier and Marlin Weyer.

The officers for this semester are: Herb Stewart, president; Gene Wittman, senior vice president; Don McCarty, vice president; Mike Worswick, secretary; Brad Wilcox, treasurer; Charles Warren, historian and Jerry Lane, chancellor.—ROBERT ROLFS



VIEWING WITH GREAT interest the recognition erected for the Founders of Delta Sigma Pi is Harold V. Jacobs, the only living Founder, along with Executive Director Charles Farrar and Field Secretary Ben H. Wolfenberger.

EASTERN ILLINOIS

EPSILON OMEGA CHAPTER at Eastern Illinois University recently honored 17 newly initiated men at a formal banquet.

Epsilon Omega Chapter's float, "The First Electric Adding Machine," received the first place trophy in its class in Eastern Illinois University's homecoming parade.

Among the speakers at Epsilon Omega Chapter's professional meetings were: Mr. Clark Brogan, who spoke to the chapter on "Trusts"; Dean Gail L. Lathrop, who explained the state's Master Plan in Education; and Mr. Rodney Ramsey, who addressed the brothers on "Labor Relations."

For the first field trip of the scholastic year, the brothers of Epsilon Omega Chapter journeyed to St. Louis. They had an enjoyable and informative tour of the Anheuser-Busch Brewery, the largest in the world.

Epsilon Omega Chapter received several awards at the Regional Meeting in Chicago. Timothy Gover, chapter advisor, received a special citation from the Grand Council for outstanding contributions to Delta Sigma Pi. For the second year, Epsilon Omega Chapter received the gold certificate for achieving the chapter quota of 100,000 points in the Chapter Efficiency Index. The chapter also received the Travel Trophy.—CARL A. HARVEY, JR.

DE PAUL

ALPHA OMEGA CHAPTER at De Paul University opened the new year with the news that we had received 100,000 points in the Chapter Efficiency Index. Special commendation is to be given to President Maier on his dedication to and accomplishment of our goal.

Our first project of the new year was to prepare for the Central Regional Convention. The brothers of our chapter offered to provide cars and drivers for the convenience of all registrants and their wives. While running the shuttle service, we still managed to win a trophy for having the most local delegates in attendance.

On October 22, we sponsored the first bid dance on campus, the Jarabe. It was held in the swank King Arthur Room of the Sheraton-Chicago Hotel. The highlight of the evening was the selection of the "Rose" of Delta Sigma Pi, Miss Carol Busk. Our beautiful new "Rose" was ably assisted by the members of her court, Miss Ellen Erickson and Miss Nancy Sullivan.

We offer belated congratulations to the new officers of Alpha Omega Chapter: President, Ed Maier; Senior Vice President, Tom Carroll; Junior Vice President, John Cynkar; Treasurer, Jay Stieber; Secretary, Marty Callaghan; Chancellor, Lenny Prange; Professional Chairman, George McClory; Social Chairman, Randy Shaw; and Historian, Rich Brani.

Due mainly to the efforts of Brother Shaw, our social program was in high gear during the past summer. Aside from the many parties, the hay ride and the beach party kept even the most socially inclined brother happy. The annual active-alumni picnic was highlighted by a spirited football

game in which the outnumbered alumni soundly thrashed the overconfident actives.

Athletically, we were not to be denied, for we sponsored the annual Delta Sigma Pi Fraternity Football Tournament at De Paul. The highly touted Deltasigs, displaying an awesome scoring machine, fought their way into the championship game. After the longest game in the history of De Paul University, we were beaten 6-0 in the third overtime period. Our coach, Brother Antognoli, cited the cause of the defeat as an unexpected letdown of our vaunted defense.

Finally, formal recognition should be given to the new brothers from the Spring Pledge Class of 1966. They are: Paul Cercone, Dave Doerr, Phil Kemp, Ken Lorek, Daniel Los, Sal Micele, Corky Peterson, Bob Samko, Mike Springer, Rich Truty, Frank Vitelli, and Ray Wagner. We are looking forward to another fine pledge class this semester.—KENNETH S. LOREK

LEWIS

ZETA XI CHAPTER at Lewis College opened its fall semester by attending the fraternity's regional meetings at the Hotel Knickerbocker in Chicago. Over fifteen brothers attended the weekend festivities, which included an informative series of lectures designated to strengthen each chapter's over-all professional program. It was at this time that the Zeta Xi Chapter received a plaque from Grand President M. John Marko symbolizing our 100,000 point first-place finish in the Chapter Efficiency Index.

A combination Chapter Birthday and Founders' Day celebration was highlighted by a semi-formal dance at the fabulous Marina Towers in Chicago.

The first professional activity of the year was a two hour tour through the warehouse and business offices of Jewel Tea Company in Melrose Park. A similar tour took place on December 14, when 25 brothers visited the Dial Soap Company at Aurora. Other professional activities include speakers from IBM Caterpillar Tractor, and the United States Accounting Office.

Formal pledging was held in mid-October and on December 9. Zeta Xi Chapter is proud to announce that its membership has been strengthened with 15 new brothers, including Bro. H. Paul, F. S. C., President of the College, and Bro. J. Philip, F. S. C., Vice-President of Academic Affairs. A formal banquet followed at the Pheasant Run in St. Charles, Ill., at which time all of the brothers were introduced to our new "Rose of Deltasig."

Continued from page 41

over a large area of Michigan and Indiana televising programs to thousands of students. Will this continue or will we again revert to the first phase of education, where the teacher occupied the spotlight as a dominant factor in our learning process? It will depend entirely on what is fed into our computers and whether or not they are used for propaganda purposes by the government or by big business.

America is experiencing a new concept in education and how far it will go will be determined by the intelligence of the people who present our educational programs in the next few years.



SCENE OF MANY student activities at VPI is the student activities building, Squires Hall. Delta Sigma Pi recently installed its 143rd chapter at Virginia Polytechnic Institute.



PLANNING THE NEW year's events for Gamma Iota Chapter at the University of New Mexico are the chapter officers. They are from left to right: Mark Seiler, secretary; Bill Wells, treasurer; Tom Robinson, president and Roger Huber, vice president.

CALIFORNIA

RHO CHAPTER started the Fall quarter under a new executive committee. The officers elected in the spring are as follows: President, Dave Czarnecky; Senior Vice President, Alan Yamamoto; Vice President, Kevin O'Connor; Secretary, John Dorsey; Treasurer, Steve Lindfelt; Historian, Bob Yost; and Chancellor, Dean Goishi.

The quarter began with a great deal of activity. The brothers once again helped the School of Business Administration with pre-registration of students for Fall classes. Also at the beginning of the quarter we were honored with a visit from Field Secretary Ben H. Wolfenberger.

Rush activities began October 11 with a professional meeting that featured a talk by Mr. Bob Dites of the Pacific Mutual Insurance Company. Mr. Dites talk on the economics of the insurance industry was augmented with a talk on the advantages of becoming a Deltasig by Brother Jim Flynn, a former Field Secretary for Delta Sigma Pi. Our second rush function was a tour of the Federal Reserve Bank in San Francisco on October 21. The tour was very interesting and well attended by both actives and rushees.

The rush program has been very successful this quarter with 17 rushees receiving pledge pins in a formal ceremony at the Student Union. The new pledges were initiated November 20 and the initiation banquet was held at the Berkeley House. The guest speaker was Dean Robert Goshay of the School of Business Administration, University of California.

Plans for the remainder of the quarter include a celebration of Founders' Day with a combination professional-social meeting and a tour of the C. & H. Sugar refinery at Crockett, California.

Rho Chapter is looking forward to its most successful year in professional, social, and scholastic activities.—LEN CAMPBELL

DENVER

EVERYTHING'S GREAT with Alpha Nu Chapter! We are sure bringing in the pledges

for a fresh start insuring a good year for the 100,000 points in the Chapter Efficiency Index.

At the fore part of this quarter, our pledges were escorted in and around Denver. We went to the Coors Brewery in neighboring Golden, and also to the United States Mint in Denver, which is, incidentally, right across the street from our business school.

Another fun night was the party for the prospectives in our lodge at colorful Evergreen, topped off with a tasty steak fry.

Our annual Halloween party Saturday, October 29, was a successful and happy gathering for all in attendance. Turnabout is fairplay for the relaxing actives as the pledges planned and carried out the entire party.

The coming year for Alpha Nu Chapter will include sessions with business leaders and tours of successful businesses in the Denver area.

On October 22, our representatives were in Albuquerque, New Mexico. The purpose of this trip was twofold. The first was the attendance of the Regional Meeting; the second our visit with Gavin Brown. Mr. Brown, our faculty advisor last year, also served as assistant registrar at Denver University. This year he is affiliated with the University of Eastern New Mexico. We proudly presented him with a pencil and pen desk set during our stay in New Mexico.

Intramural sports are taking their toll of our members. Our President Larry Carr recently left the hospital, after surgery on his leg. His injury was the result of a practice football game. We recently displayed our winning form by winning a grudge game against Alpha Kappa Psi.

And then there is Denver University's yearly event called Greek Week! All the Greek letter Fraternities and Sororities jointly decorate the houses, work on skits, and engage in Philanthropic projects. We enjoyed this participation with Sigma Kappa Sorority. A delicious lasagna dinner prepared by Brothers Jerry Camillo and Charlie Boes, brought the curtain down on our week-long festivities and activities.

Alpha Nu Chapter extends a warm hello to all our Brothers and sincerely hopes their current pledge classes will be the greatest to date.—H. ROBERT NAGLER

BAYLOR

BETA IOTA CHAPTER would like to formally extend a warm welcome to brother David Parker. He transferred to Baylor from Sam Houston State and represents our brothers of Epsilon Mu Chapter.

Brother John Guinn represented Delta Sigma Pi as our nominee for the "Great Pumpkin" during the very popular Halloween Dance.

Brother Alvan Wells was a finalist in the "Who's Who in American Colleges and Universities" contest, only to be beaten by a margin of two votes.

In mid-October, 10 brothers held the Ford sponsored "Punt, Pass and Kick" youth football competition for Smith-Cranford Ford, Inc. Mr. Cranford reciprocated by showing them around the town and climaxed the afternoon with a barbecue and a generous donation to the chapter.

Other activities included a professional meeting and a marketing field trip. The professional meeting was addressed by Mr. Hutchinson, the highest salaried manager in Waco. He spoke on the history, growth, strength, and future of Sears-Roebuck Co. The marketing field trip was to Foley's Department Store in Houston. The Deltasig representatives spent six hours in the store, were treated to lunch by the management, and gave an enthusiastic report to the chapter.

Our social calendar has not been neglected however. During Homecoming weekend, Beta Iota Chapter held an early morning alumni coffee and that afternoon held a parent and alumni hamburger fry. We have also had several open and closed dances, as well as co-sponsoring one that is still being talked about—favorably. Due to the enthusiasm generated by that dance we would eagerly consider a bi-chapter function with any chapter in our region—just drop a line. The "Snowball," our Christmas formal, has just come off the idea and financing board and is presently scheduled for the plush Green Oaks Inn of Fort Worth.

Our disproportionment of juniors and seniors which was becoming a serious problem has been somewhat alleviated by our initiating eight fine sophomores into membership in Delta Sigma Pi. They bring our chapter strength up to 42.

Plans are solidifying for an all-out rush next semester. A good rush and pledge class coupled with our present potential should produce a high score on the Chapter Efficiency Index and one of the best years that we have had yet.—BOB HOWIE

DIVIDENDS

To Brother and Mrs. Jeffrey H. Fields, *Loyola-New Orleans*, on September 30, 1966, a son, David Jeffrey.

To Brother and Mrs. Robert J. Powers, *Marquette*, on May 3, 1966, a son, Robert J., Jr.

To Brother and Mrs. Lynn A. Harmon, *Missouri*, on August 6, 1966, a son, Monte Lynn.



GRAND PRESIDENT M. John Marko presents the Zeta Upsilon Chapter Charter to President William J. Schwieder III.

Indiana University Dedicates New Business Building

CEREMONIES WERE held in Bloomington, Indiana, during the week, November 14 through 18, 1966, to dedicate the new School of Business building at Indiana University. Past Grand President Robert G. Busse of Indianapolis, Indiana, was on hand to officially represent Delta Sigma Pi at the dedication ceremonies.

Faced with Indiana limestone, the building cost more than five million dollars and provides a total of 170,000 square feet of space. The classrooms will seat 2,200 students simultaneously. It is air conditioned and circuits have been provided for instruction by closed circuit television in the future.

There are three basic parts of the building; the classroom wing, the faculty and administration section and the center wing which includes the library, the main entrance and two auditoriums.

A dominant feature on the first floor is the U-shaped, tiered classrooms, each seating between 90 and 100 students, with continuous tables and swivel chairs. These pit type rooms are designed primarily for discussion classes. There are seminar rooms, two large classrooms, an office machine laboratory and a small auditorium seating 154 persons.

One of the building's innovations is the "10 by 10 rooms" located on the second floor. There are four and each has 100 seats arranged in a square with blackboards, projection screens and other teaching aids around most of the room. The seats swivel 360 degrees enabling the instructor to teach his way completely around the room. Seminar and other classrooms, and the shorthand and accounting laboratories are also located on the second floor.

On the third and fourth floors are located the behavioral science laboratory as well as classrooms, offices for the library staff, a common room with refreshments for students, production management laboratory, shorthand electronic laboratory, typewriting room and seminar rooms.

On the first floor in the center wing of the new building are instructional facilities workshop, three viewing rooms and the building's machinery rooms. On the

second floor is located the main entrance to the building. Registration is here as well as undergraduate counseling. A meeting room for student organizations is across the lobby from the entrance where there are also two auditoriums each seating 270 persons with fixed seats and tablet type arms. The Business Library, a branch of the Indiana University library, is located on the third and fourth floors. About 575 can be seated in the reading rooms simultaneously.

On the first floor of the faculty-administration wing are located 14 small interview rooms for the several thousand meetings arranged each year by the Placement Bureau for graduates and company representatives. The circulation department for "Business Horizons," a work room for graduate teaching assistants, a canteen, duplicating and reproducing services, and a mail and shipping room complete the useable space.

Located on the second floor are the academic program headquarters for the students—the Chairmen of the undergraduates, the Master of Business Administration and the Doctor of Business Administration programs and the Assistant Dean for Regional campus programs. The Placement Bureau has offices on this floor, as well as a receptionist to answer all information calls into the schools.

The Dean of the school and his staff, including the Associate Deans and the Office Manager, are located on the third floor. The Insurance, Real Estate and Finance Departments are located on the west side. Rooms have also been set aside for meetings of the School's Academic Council and administrative committees, the examination of candidates for the D.B.A. degrees, offices for international projects and the "Business Economics" editor. The faculty mail room and the women's lounge complete the third floor of this wing of the new building.

The fourth floor is devoted primarily to research in business, including the offices for the director and staff of the Bureau of Business Research and the editor and staff of the quarterly publications. The faculty and departmental

offices for transportation and public utilities, marketing, accounting, business education and business law take up the entire fifth floor.

The faculty and departmental offices of business economics and public policy, quantitative business analysis, management and administration, behavioral science, production management and industrial engineering, and personnel and organizational behavior are housed on the sixth floor.

One of the main purposes for the seventh floor area is to provide continuing management education for practicing business executives. It also has a second purpose, which is to provide facilities for academic conferences and symposia. Four separate centers of activity are located on this floor. These are the Executive Education Center which includes the Indiana Executive Program, the Bureau of Executive Education, the Industry Center, the Emeriti Professors Center, and the School of Business Alumni Center. There is also a reception area on this floor and a small dining room where special luncheons may be catered. The large conference room can be divided to accommodate two separate groups.

The new School of Business building was featured on the cover of the November 1966 issue of The DELTASIG. Alpha Pi Chapter of Delta Sigma Pi was installed in the School of Business at Indiana University in December 1925. More than 1,000 members have been initiated into Delta Sigma Pi during the last 41 years at Indiana.

LIFE MEMBERS

- 3607 William B. Box, *Beta Zeta*, Louisiana State
- 3608 Gary Robinson, *Beta Omega*, Miami-Florida
- 3609 David R. Schroeder, *Delta Nu*, Loyola-New Orleans
- 3610 Elbert N. Griffin, *Beta Rho*, Rutgers
- 3611 Robert Schoknecht, *Alpha Chi*, Washington-St. Louis
- 3612 Lee W. Bullwinkle, *Epsilon Kappa*, Shepherd
- 3613 Evo J. Porfiri, *Beta Omega*, Miami-Florida
- 3614 John F. Shuke, *Beta Pi*, Kent State
- 3615 John G. Roveda, *Gamma Omicron*, San Francisco
- 3616 Perry K. Hill, *Delta Theta*, Oklahoma City
- 3617 Stephen W. Myers, *Alpha Beta*, Missouri
- 3618 William C. Thompson, *Epsilon Omicron*, Western Michigan
- 3619 Raymond G. Hollasch, *Beta Omicron*, Rutgers
- 3620 John R. Robins, *Rho*, California

- 3621 Marvin F. Moes, *Alpha Delta*, Nebraska
- 3622 Neil S. Nichols, *Epsilon Omega*, Eastern Illinois
- 3623 Donald H. Ellison, *Beta Pi*, Kent State
- 3624 Austin V. McGee, *Gamma Sigma*, Maryland
- 3625 Joseph R. Zatarain, Jr., *Phi*, Southern California
- 3626 Russell A. White, *Delta Epsilon*, North Texas State
- 3627 Sherman D. Harmer, Jr., *Sigma*, Utah
- 3628 Albert A. Greenrose, *Beta Rho*, Rutgers
- 3629 Leslie H. Lewis, *Beta Iota*, Baylor
- 3630 Edward J. Forness, *Delta Sigma*, Loyola-Los Angeles
- 3631 Robert B. Beam, *Epsilon Omicron*, Western Michigan
- 3632 August J. Merlina, *Beta Nu*, Pennsylvania
- 3633 John M. Lambert, *Alpha Beta*, Missouri
- 3634 Carey M. Hanna, *Beta Gamma*, South Carolina
- 3635 Clyde C. Rice, Jr., *Beta Gamma*, South Carolina
- 3636 Jacob Kansas, *Epsilon Nu*, Louisiana State
- 3637 Joseph S. Piccolo, *Mu*, Georgetown
- 3638 John T. Tucker, *Delta Lambda*, Ithaca
- 3639 Jim D. Tesreau, *Epsilon*, Iowa
- 3640 Thomas R. Vrooman, *Delta Theta*, Oklahoma City
- 3641 Jack M. Bosco, *Gamma Omicron*, San Francisco
- 3642 William J. Johnson, *Beta Omega*, Miami
- 3643 Peter W. Artzer, *Delta Chi*, Washburn
- 3644 Robert W. Sherwood, *Epsilon Omega*, Eastern Illinois
- 3645 Lawrence Brede, Jr., *Gamma Omicron*, San Francisco
- 3646 Clifford L. Franz, *Epsilon Theta*, Chico State
- 3647 Claude J. Kyker, Jr., *Delta Xi*, East Tennessee State
- 3648 Samuel E. Alexander, *Gamma Tau*, Southern Mississippi
- 3649 Edward S. Moersch, *Epsilon Omicron*, Western Michigan
- 3650 Stephen R. James, *Epsilon Theta*, Chico State
- 3651 Thomas M. Britt, Jr., *Delta Psi*, Suffolk
- 3652 Frank A. Brown, *Alpha Theta*, Cincinnati
- 3653 Charles F. Eyre, *Beta Omega*, Miami
- 3654 Marlin C. Young, *Delta Psi*, Suffolk
- 3655 Andrew W. Yskamp, *Beta Omicron*, Rutgers
- 3656 William N. Little, *Pi*, Georgia
- 3657 Joseph P. Simini, *Gamma Omicron*, San Francisco
- 3658 Harry F. Swope III, *Alpha Xi*, Virginia
- 3659 Walter M. Wise, *Beta Psi*, Louisiana Tech
- 3660 Edmund R. Wood, *Beta Phi*, Southern Methodist
- 3661 William F. Hansen, *Delta Tau*, Indiana State
- 3662 Robert L. Parish, *Delta Epsilon*, North Texas State
- 3663 Lawrence I. Strauss, *Epsilon Omicron*, Western Michigan
- 3664 Thomas C. Matthes, *Delta Rho*, Ferris State
- 3665 Martin L. Heffan, *Delta Lambda*, Ithaca
- 3666 Richard A. Kane, *Gamma Eta*, Omaha
- 3667 Bernard E. Van Beek, *Epsilon Upsilon*, New Mexico State
- 3668 Frank J. Winchigel, *Beta Omega*, Miami
- 3669 DuWayne R. Carlson, *Alpha Upsilon*, Miami
- 3670 Herbert D. Patriarche, *Gamma Kappa*, Michigan State
- 3671 John F. Stewart, Jr., *Alpha Nu*, Denver
- 3672 Peter A. Bounpane, *Mu*, Georgetown
- 3673 Coleman D. Ross, *Alpha Lambda*, North Carolina
- 3674 LeRoy A. Harper, *Gamma Mu*, Tulane
- 3675 Antonio Quinones, *Gamma Phi*, Texas Western
- 3676 William H. Lutgens, *Epsilon Iota*, Mankato State
- 3677 Donald E. Heath, *Beta Phi*, Southern Methodist
- 3678 John C. Lundy, *Gamma Upsilon*, Babson
- 3679 Richard C. Honkamp, *Delta*, Marquette
- 3680 Richard L. Wymore, *Gamma Eta*, Omaha
- 3681 Victor Z. Brink, *Alpha Delta*, Nebraska
- 3682 William M. Hannan, Jr., *Gamma Psi*, Arizona
- 3683 Dale R. Brinsley, *Epsilon Phi*, Sacramento State
- 3684 Norman D. Davis, *Epsilon Theta*, Chico State
- 3685 Charles W. Beggs, *Gamma*, Boston University
- 3686 James B. Peek, *Alpha Beta*, Missouri
- 3687 Carl A. Eiseman, *Chi*, Johns Hopkins
- 3688 Donald L. Renner, *Beta Upsilon*, Texas Tech
- 3689 Robert R. Burgess, *Kappa*, Georgia State
- 3690 Frank A. Timmers, *Epsilon Iota*, Mankato State
- 3691 Edwin D. Fuller, *Gamma Nu*, Wake Forest
- 3692 Richard F. Colombo, *Mu*, Georgetown
- 3693 Richard J. Wandoff, *Gamma Rho*, Detroit
- 3694 Marshall G. Paine, *Zeta Theta*, Western Kentucky State
- 3695 Donald E. Sullivan, *Alpha Delta*, Nebraska
- 3696 Charles E. Gordon II, *Alpha Omicron*, Ohio
- 3697 Joseph Schifano, *Gamma Psi*, Arizona
- 3698 Robert J. Gawlinski, *Omega*, Temple
- 3699 Worth F. Fenner, Jr., *Gamma Omicron*, San Francisco
- 3700 Carl L. Fitzpatrick, *Epsilon Upsilon*, New Mexico State
- 3701 John J. Ryerson, *Beta Rho*, Rutgers
- 3702 Frank B. Moore, *Delta Xi*, East Tennessee State
- 3703 John R. Osmundsen, *Epsilon Omega*, Eastern Illinois
- 3704 Lester H. Mann, Jr., *Kappa*, Georgia State
- 3705 Peter F. Malek, *Zeta Nu*, Texas A & I
- 3706 Homer L. Mann, *Kappa*, Georgia State
- 3707 Richard E. Chadwick, *Beta Omega*, Miami
- 3708 Leon R. Gillum, *Beta Epsilon*, Oklahoma
- 3709 Leslie D. Thompson, *Gamma Epsilon*, Oklahoma State
- 3710 Frederick J. Lock, *Beta Omicron*, Rutgers
- 3711 Albert I. Schifano, *Gamma Psi*, Arizona
- 3712 Joe L. Smith, *Epsilon Mu*, Sam Houston State
- 3713 William R. Scroggins, *Eta*, Kentucky
- 3714 Ben H. Wolfenberger, *Beta Upsilon*, Texas Tech
- 3715 Gerald J. Martin, *Delta Rho*, Ferris State
- 3716 James R. McMahan, *Gamma Epsilon*, Oklahoma State
- 3717 Richard R. Burkhart, *Delta Omicron*, San Francisco State
- 3718 Alexander H. Phillips, *Zeta*, Northwestern
- 3719 William J. Lynam, *Gamma Tau*, Southern Mississippi
- 3720 Edwin S. Brogdon, *Delta Phi*, East Texas State
- 3721 Thomas M. Belk, *Alpha Lambda*, North Carolina
- 3722 Thomas M. Brandes, *Kappa*, Georgia State
- 3723 Paul E. Campbell, *Eta*, Kentucky
- 3724 Stanley W. Rupnow, *Epsilon Xi*, Ball State



DURING A RECENT visit to The Central Office, Founder Harold V. Jacobs pauses with Field Secretary Ben Wolfenberger and Executive Director Charles Farrar by the sign post near the driveway entrance to The Central Office which is shown in the background.

The Modern Simplified Letter

Cleo P. Casady, Iowa, Dean
School of Business and Economics
Wisconsin State University, Superior

AS THE BUSINESS WORLD becomes more complex with the increasing load of business transactions, government regulations, and the element of data processing, it becomes imperative that all forms, letters, and records, be designed so that they are functional. To be functional the communication documents should be clear, concise, easy to read, and easy to type.

The typewriting teacher is responsible for training students to meet the production requirements of the modern businessman. The primary goal—speed and accuracy—has not changed during the past century. What has changed is the manner of achieving higher production. A majority of the time in the classroom should be spent in driving for improved accuracy and speed; this time should be used wisely.

Most teachers spend too much time in explaining complicated problems which the typist would seldom be confronted with on the job. The students in turn usually spend half of their time just figuring out the correct form for the problem and the other half of the period cautiously typewriting the correct form. Can you expect the typist to develop speed in production when so much time is used in working out the complicated problems?

Why not simplify production typewriting and have the student spend the majority of his time in building speed and accuracy? Simplicity adds to the attractiveness of a letter just as the tailored dress adds to the attractiveness of a woman. We advocate the MODERN SIMPLIFIED LETTER for all competent and efficient businessmen, secretaries, teachers, and students. Here is why. Read the following sample of a MODERN SIMPLIFIED LETTER, then read the eight points of emphasis.

1 Block Style

First, you notice that the letter is typed in modern block style. This eliminates tabulating, which saves time in typewriting, and it adds to the attractiveness and neatness of the letter.

2 Unnecessary Punctuation Omitted

The inside address and body of the letter omit unnecessary commas and periods after abbreviations. Pick up an ordinary letter or manuscript and you will see it splattered with unnecessary periods. Not only does the paper look peppered, but you will also see dents in the

typewriter platen. Abbreviations are just as easy to read without the period following. Read the following sentences:

A We will go to Dr. J. R. Parr on Mon., Aug. 8, at 3 P.M.

B We will go to Dr J R Parr on Mon, Aug 8, at 3 PM.

Notice how much easier and faster it would be for the typist to type the second sentence; six strokes are eliminated. The reader can easily read the second sentence; there are no glaring periods cluttering the message.

3 Subject Line

The subject line pinpoints the thinking of the recipient. It also facilitates filing as well as finding.

WISCONSIN STATE UNIVERSITY
School of Business and Economics
Superior, Wisconsin 54880

1 October 1966

Mr Charles L Farrar, Executive Director
International Fraternity of Delta Sigma Pi
The Central Office
330 South Campus Avenue
Oxford, Ohio 45056

MODERN SIMPLIFIED LETTER

Here is something, Mr Farrar, that must be given a trial if your judgment of it is to be fair—the Modern Simplified Letter.

You are a competent director because you think well and because you have been well trained. Training means, among other things, that you have learned a traditional (and good) pattern of writing letters. But, now and then, it is wise to consider a break from tradition when a new and better concept comes along.

May I invite you to experiment with the Modern Simplified Letter?

Notice these points among the many:

- 1 Date location—eliminates tabulating
- 2 Address—omits unnecessary commas and periods
- 3 Subject—pinpoints the thinking of the writer and the recipient and eases filing
- 4 Omission of unnecessary punctuation—saves time (secretarial) and equipment
- 5 Name of addressee in beginning and closing of body—adds an informal touch as though talking directly to him
- 6 Names of writer—prevents misspelling
- 7 Omission of salutation and complimentary closing—saves time
- 8 Standard length line and all lines blocked to left—saves time

When you discuss the Simplified Letter with your associates, think of other points that will help to improve their letters.

I am sure, Mr Farrar, that you will have good luck with Modern Simplified Letters.

Cleo P Casady, Dean
mc

4 Name of Addressee to Open and Close

By addressing the person to whom you are writing in the first and last paragraphs, you add an informal touch as though you were talking with the person. This serves as the salutation and closing of the ordinary, Model T letter.

5 Name of Writer

The name of the writer is typed five or six spaces below the last line of the body of the letter, allowing sufficient space for his personal signature. The typed signature clarifies the spelling of the writer's name for the recipient.

6 Reference Initials

The reference initials contain only the initials of the typist. It is not necessary to type the initials of the dictator, for the dictator and writer of the letter are the same person. Only when the dictator is someone other than the writer would it be necessary to have the dictator's initials appear in the reference initials.

7 Uniform Line Length

The Modern Simplified Letter uses a uniform length of line. That is, the marginal stops remain the same for all letters. The spacing between the various parts of the letter may remain the same or be altered to suit the taste of the boss or of the secretary. All business letters should be single spaced, regardless of length. The short letter will be located on the upper half of the letterhead sheet which will permit the recipient to use the bottom half for replying should he so desire. Many businessmen reply on the letter being answered and make a copy on a copying machine for the files. Such a procedure reduces the filing space needed by 100 percent!

8 Inside Address

The inside address should be typed in the same position, or location, on the letterhead sheet for all letters regardless of the length of the letter. Naturally, it is much more efficient to use window envelopes as this eliminates the need to type the address twice—once in the letter and again on the envelope. The use of window envelopes eliminates the hazard of inserting a letter in the wrong envelope.

The Modern Simplified Letter has won

favor with businessmen who want real production from secretaries. The author conducted several experiments in which the time saved by the students averaged 20 percent when using the Modern Simplified form of business letter. Thus, a stenographer who produces 60 ordinary letters would be able to produce 72 Modern Simplified Letters in a working day.

The typewriting teacher should introduce the different letter styles to familiarize the students with them. However, when the student becomes an office employee, she will typewrite all of the company correspondence following the boss's preferred letter style. Why should the typewriting teacher waste valuable classroom time on extensive explaining and drilling on each of the four or five different letter styles? By having the students follow a uniform style for all letters—the Modern Simplified Letter—the teacher provides more time for the students to develop a higher production rate.



MISS A'LYCE BARHAM, 1966 "Rose" of Delta Sigma Pi, is shown here at the Saturday dinner of the Western Regional Meeting held in Sacramento, California. Pictured with her from left to right are Director at Large Charles I. Sutton, District Director Nicholas Windeshausen, Regional Director Nelson Mitchell and George Reitter.

MERGERS

ILMARS N. DZILNA, *Tampa*, on May 21, 1966, to ERITA ERDMANIS, at BROOKLYN, NEW YORK.

ROBERT E. WEISBLUT, *Maryland*, on AUGUST 28, 1966, to JACQUELINE T. BANDER, at WASHINGTON, D.C.

WILLIAM C. SCOTT, *Colorado*, on July 3, 1966, to FRANCES KINGSLEY FRIES, at DENVER, COLORADO.

ROBERT DOTTON, *Shepherd*, on May 20, 1965, to MARY BETH DELGARN, at FREDERICK, MARYLAND.

RICHARD KUCZMA, *Wayne State*, on April 23, 1966, to NANCY ANN BAY, at DETROIT, MICHIGAN.

RUDOLPH P. TEMPLIN, *Rutgers-Beta Omi-*

cron, on April 2, 1966, to MARY ELLEN BOSSLER, at FAIRLAWN, NEW JERSEY.

FREDERICK T. SHIRLY, *Southern Mississippi*, on January 28, 1966, to EDDIS M. BRIDGES, at KENTWOOD, LOUISIANA.

STEPHEN J. BRAUN, *Miami-Florida*, on October 9, 1965, to JUNE C. JACOBS, at NEW YORK.

DENNIS A. YOUNG, *San Francisco*, on January 8, 1966, to ROBERTA E. MUNRO, at EL CERRITO, CALIFORNIA.

JEFFREY A. PHILLIPS, *DePaul*, on July 2, 1966, to MARY ELLEN GRUDNIK, at CHICAGO, ILLINOIS.

HENRY J. RIBONI, *San Francisco*, on July 9, 1966, to KARENE IACOMINI, in SONOMA, CALIFORNIA.

AGUILES J. ROJAS, *Georgetown*, on April 23, 1966, to TERESITA GUTIERRES, in WASHINGTON, D.C.

Guy A. Trerotola, Jr., *St. Peter's*, on June 18, 1966, to Margaret Anne Kargl, at Glen Rock, N.J.

John J. Hirt, *Dayton*, on July 30, 1966, to Dianne Colberg, at Laurel, Md.

John Albright, *Missouri*, on September 4, 1966, to Yvonne Pauk, at Warrenton, Mo.

Gary O. Szumylo, *Mankato State*, on November 19, 1966, to Lorry Hasley, at St. Paul, Minn.

John C. Nash III, *Baylor*, on June 25, 1966, to Patricia Goddard, at Weisbaden, Germany.

Hubert E. Fenner, *Missouri*, on September 3, 1966, to Phyllis Reisterer, at Concordia, Mo.

James E. Bolling, Jr., *East Carolina*, on March 6, 1966, to Frances Jo Gutyar, at Newton, N.C.

Anthony D. Backus, *St. Peter's*, on April 16, 1966, to Carol Ann Muller, at Jersey City, N.J.

E. Willmar Vatsdal, *North Dakota*, on June 18, 1966, to Myrna K. Coffin, at Des Moines, Iowa.

James A. Houghton, *Missouri*, on July 6, 1966, to Louita Bareish, at Polo, Mo.

Larry E. Huffman, *Missouri*, on June 12, 1966, to Ella McCrander, at Winston, Mo.

Robert T. Bryant, *Wake Forest*, on August 28, 1966, to Nancy H. Bruton, at Winston-Salem, N.C.

Donald F. Smith, *Detroit-Gamma Rho*, on September 9, 1966, to Barbara L. Willmore, at Grosse Pointe, Mich.

Dennis L. Salo, *Western Michigan*, on August 20, 1966, to Trudy L. Bakerj, at Sault Ste. Marie, Mich.

John P. Mitchell, *Indiana*, on February 5, 1966, to Linda Smith, at Kokomo, Ind.

Lawrence N. Schmidt, *Loyola-Chicago* on June 11, 1966, to Sara Sue Erway, at Fort Benjamin Harrison, Ind.

Charles Struve, *Southern Mississippi*, on November 27, 1965, to Sandra Fortenbery, at Natchez, Miss.

Robert C. Hinman, *Chico State*, on August 28, 1965, to Katherine Whittaker, at Ventura, Calif.

Leonard R. Prange, *DePaul*, on September 11, 1966, to Maxine Peretz, at Chicago, Ill.

Jerry C. Sadler, *Missouri*, on May 21, 1966, to Jean M. Hahn, at Ste. Genevieve, Mo.

Regional Meetings 1966

Nearly 700 Attend

NEARLY 700 MEMBERS of Delta Sigma Pi attended the nine Regional Meetings held by the fraternity during the months of October and November 1966. Aware of the importance of these meetings members of the chapters other than chapter officers were on hand to learn first hand the aims and objectives of Delta Sigma Pi. Considerable time was spent at each meeting indoctrinating these members in chapter administration. The meetings were conducted by the Regional Director with assistance of the District Directors and The Central Office staff. A brief description of each of the meetings and the names of those members who attended follows:

Eastern Region

The meeting of the Eastern Region was held at the Sylvania Hotel in Philadelphia, Pennsylvania, on October 8 and 9, 1966. The program was under the direction of Regional Director H. Melvin Brown. Mr. William Brady, representing the City of Philadelphia, was on hand Saturday morning following registration to welcome the delegates. The first panel discussion, on professional activities, was led by Robert S. Meyers, Jr., an alumnus of Chi Chapter. Following him on the program was the presentation on scholarship by District Director Donald A. Groene.

At the Saturday luncheon held at the Union League of Philadelphia, Robert H. Harrison, vice president of the John Wanamaker Department Stores, addressed the members on "Branch Store Operations."

With the resumption of the meeting after lunch the topic of Chapter Administration was covered by Robert J. Downs, an alumnus of Beta Nu Chapter. The afternoon program was concluded by District Director Harry McMahon who addressed the delegates on the subject of chapter finances.

The activities then moved to the Mask and Wig Club of the University of Pennsylvania for the evening. Following dinner there was much fellowship and entertainment during the Las Vegas Party and the Yellow Dog initiation.

At the final session on Sunday morning the membership aspect of the fraternity was ably covered by District Director William W. Myers, followed by the presentation of Executive Director Charles Farrar on The Central Office. Prior to the closing of the business meeting Joseph Larkin of the Selas Corporation and Thomas McGee of the Philco Corporation led a panel discussion on "Personnel Administration and Related Problems." The activities again switched from the Sylvania Hotel to the Mask and Wig Club for the final luncheon and presentation of awards. Gold certificates were presented to those chapters in the region which had achieved 100,000 points in the Chapter Efficiency Index. The attendance award was presented to Delta Psi Chapter at Suffolk University, Boston, Massachusetts. It was the fourth such award which Delta Psi Chapter had either won outright or shared with another chapter.

In attendance at the meeting were: Executive Director Charles L. Farrar, *Beta Psi Chapter*; Regional Director H. Melvin Brown, *Chi Chapter*; District Directors Donald A. Groene, *Alpha Chapter*; and William W. Myers, *Beta Rho Chapter*; Harry A. Cuff, David Rosenthal, and Louis M. Weverbergh, *Alpha Chapter*; John Lanzoni, and Robert M. Zakon, *Gamma Chapter*; Robert F. Bouchard, *Mu Chapter*; Raymond A. Bullinger, Darrell O. Butler, Phillip T. Hiteshew, Harry J. McMahon, Bob Meyers, Robert M. Stauffer, and Bruce P. Windenheim, *Chi Chapter*; Fred Rabut, *Omega Chapter*; Walter T. Dempsey, Salvatore J. Foti, Richard James, Edward J. Just, James L. Krankel, Joseph T. Lewis, and Kenneth Souser, Jr., *Beta Nu Chapter*; Alfred Brown, *Beta Xi Chapter*; William Burkhardt, *Beta Rho Chapter*; George Altmeyer, David B. Fuller, and Martin Stein, *Gamma Sigma Chapter*; Richard Casey, Bob Dawley, Wally Erker, Herb Ganz, Jack Hart, Paul E. Mendonca, Tom O'Connor, and Robert F. Ryan, *Delta Psi Chapter*; Don C. Pontius, Richard Schreiner, James E. Stitely, and John Updike, *Epsilon Kappa Chapter*; Bob Adams, John P. Alchus, John R. Fiore,

Paul Fogal, Michael S. Pierson, David S. Robinson, and Henry J. Spence, *Epsilon Pi Chapter*; Richard Ardoin, Harold L. Cherney, James M. Knepp, Walter M. Migrala, Michael P. O'Malley, H. J. Pearce, Anthony Pettinato, Michael Sablowski, and David F. Schenkel, *Epsilon Sigma Chapter*; Francis X. Falcicchio, Anthony B. Marrano, Vincent Petrarca, Thomas M. Sheehy, and Paul W. Switaj, *Zeta Eta Chapter*; Edward Fischer, *Zeta Omicron Chapter*; Lawrence J. Brennan, Dave Devaney, Robert J. Dixon, Chris Dyke, Edward G. Goldstein, George Goslin, George Hagan, Joseph R. Kennedy, and Edward J. Shenkus, *Zeta Pi Chapter*.

Southeastern Region

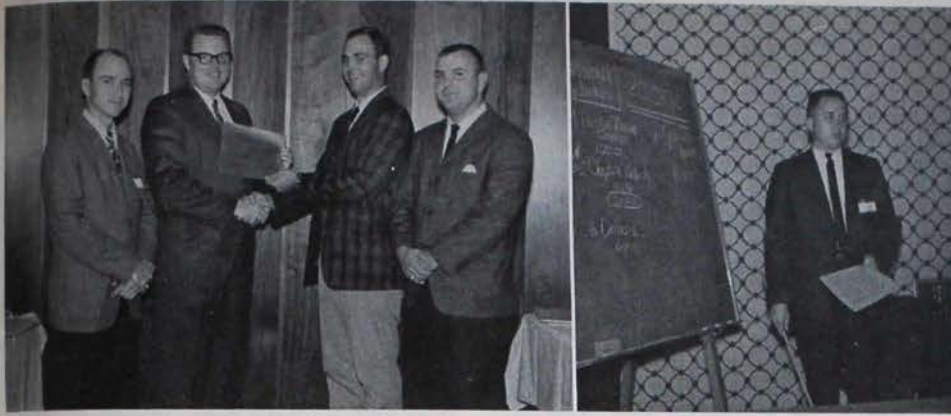
The Parliament House in Atlanta, Georgia, was the scene of the Southeastern Regional Meeting held on October 15-16, 1966. The program began with the Roll Call and opening remarks of "What is expected of a Delta Sigma Pi chapter" by Regional Director James R. Westlake.

The first topic to be discussed was the professional activities which was covered by District Director Thomas W. Rankin. Following him on the program was the presentation on membership by Jerald Phillips.

The highlight of the meeting was the luncheon address of Mr. L. Glenn Dewberry, president of Atlantic Steel Co.

During the remainder of the meeting other topics covered were scholarship, finance, chapter administration and The Central Office. These were covered by District Directors Monroe M. Landreth, Jr., and George Ragland and Executive Director Charles Farrar. Following a brief intermission the program continued with the Saturday evening dinner. During this time certificates of achievement were presented to all the chapters in the region that had received 100,000 points in the Chapter Efficiency Index. The Yellow Dog initiation also attracted considerable attention Saturday evening, and was enjoyed by all.

Ralph E. Grizzard, president of the Atlanta Alumni Club, was on hand Sunday morning to discuss the alumni program with the delegates. The meeting was concluded with the farewell luncheon at which time the attendance trophy was presented to Beta Gamma Chapter at the University of South Carolina.



SOUTHEASTERN REGIONAL DIRECTOR James R. Westlake, second from left, presents the 1966 Chapter Efficiency Index Certificate to Stan Rockett, senior vice president of Epsilon Chi Chapter at Georgia Southern, while other members of the chapter look on. On the right, District Director Tom Rankin discusses the professional activities during the Southeastern Regional meeting recently held in Atlanta, Georgia.

In attendance at the meeting were: Executive Director Charles L. Farrar, *Beta Psi Chapter*; Regional Director James R. Westlake, *Kappa Chapter*; District Directors Monroe Landreth, Jr., *Alpha Lambda Chapter*; George Ragland, *Gamma Zeta Chapter*; Thomas W. Rankin, *Kappa Chapter*; and James C. Whatley, Jr., *Beta Lambda Chapter*; William A. Burell, Ed. Richard Carr, Bernard Heck, Robert E. Jones, Carey Paul, Jerald Phillips, Jerry Rogers, Bob Stout, Weldon M. Thomas, Jr., Tom Wheeler, and Larry Womack, *Kappa Chapter*; William L. Kramer, and Charner Wall, *Pi Chapter*; Larry C. Brandt, Reed Krans, Rodney Moss, J. Ken Shealy, Guerry K. Taylor, and Gary Twelkemeier, *Beta Gamma Chapter*; Rick Garfinkle, *Beta Eta Chapter*; Richard Deemer, *Beta Lambda Chapter*; Bob Mitchell, and Ralph W. Sevelius, *Beta Omega Chapter*; Stephen W. Pettit, and Dennis Summerlin, *Gamma Lambda Chapter*; N. E. Alberty, Arnold King, James D. Long, Jr., Mel Oliver, Joe C. Powell, Jr., and Buck Squires, *Gamma Nu Chapter*; Edward A. Hudgins, Jr., *Delta Zeta Chapter*; Kenneth D. Brown, and Jack Onks, *Delta Xi Chapter*; Robert Armenio, Buzz Hankinson, Len Latimer, Stan R. Rockett, and Lewis A. Williams, *Epsilon Chi Chapter*; James G. Brumit, *Zeta Lambda Chapter*; and Ronald R. Fox, and William J. Schwieder, Jr., *Zeta Upsilon Chapter*.

East Central Region

The East Central Region under the direction of Regional Director Andrew T. Fogarty met at the Imperial House North in Dayton, Ohio, on October 8-9, 1966. Following the roll call of delegates

panel papers were presented by various national officers on different phases of the fraternity operation. The first topic to be covered was that of membership by District Director Edward H. Langer. Delegates from Alpha Theta Chapter at the University of Cincinnati were then called on to discuss the proper way to conduct an initiation. Concluding the Saturday morning portion of the program was the presentation on professional activities by District Director Willfred B. Race.

Mr. C. W. Collins, regional manager of the Standard Register Company, presented a most interesting and challenging address at the Saturday luncheon on "The Sin of Procrastination."

Resuming the program after lunch, Herbert W. Finney, chairman of the Alumni Activities Committee, discussed the alumni program of the Fraternity and the plans for the future. Considerable time was then spent on discussing the revision of the rules of the Chapter Efficiency Index. This was ably handled by District Director Wayne McHargue. District Director Rocco A. Domino, a member of the Life Membership Committee, then discussed the Life Membership program and encouraged all the members to consider becoming Life Members while still undergraduates. Members of Epsilon Tau Chapter at the University of Dayton concluded the panel discussion on Saturday with their presentation on chapter finances.

"Keeping Pace with Tomorrow" was the topic of the address by Mr. Milo Pekarek at the Saturday dinner. Mr. Pekarek is a special representative of the National Cash Register Company in Dayton. Equally as enjoyable was the

fellowship which followed and the Yellow Dog initiation.

Resuming the program on Sunday morning, the first topic on chapter administration and committees was covered by District Director Walter Johnson. Regional Director Andrew Fogarty then discussed the forthcoming Grand Chapter Congress in Biloxi, Mississippi, and encouraged all the members to attend the 60th anniversary convention of the founding of Delta Sigma Pi.

Climaxing the activities for the two day meeting at the Sunday Luncheon was the address by Grand President M. John Marko, "Challenge for Success." Following his address Regional Director Fogarty presented Gold Certificates to those chapters which had achieved 100,000 points in the Chapter Efficiency Index and the attendance trophy to Epsilon Lambda Chapter at Rochester institute of Technology.

In attendance at the meeting were: Grand President M. John Marko, *Beta Rho Chapter*; Regional Director Andrew T. Fogarty, *Alpha Theta Chapter*; District Directors Rocco A. Domino, *Alpha Theta Chapter*; Walter L. Johnson, *Beta Pi Chapter*; Edward H. Langer, *Lambda Chapter*; Wayne O. McHargue, *Delta Tau Chapter*; Willfred B. Race, *Alpha Kappa Chapter*; and Director of Alumni Activities Herbert W. Finney, *Lambda Chapter*; James Fugitte, *Eta Chapter*; Thomas L. Bombich, Frank A. Lentz, and Al Miller, *Lambda Chapter*; Russ Cochrane, Roy Evers, and Keith Kingers, *Nu Chapter*; Gary R. Antrobus, Reid Carr, Michael Fisher, Werner W. Gholson, Lee E. Hoffman, Richard L. Kinstler, Harold Kirzner, and Charles Schnable, *Alpha Theta Chapter*; Donald G. Heidrick, *Alpha Kappa Chapter*; C. Richard Gottlieb, and John D. Pfeifer, *Alpha Pi Chapter*; Gary Patla, *Beta Pi Chapter*; Douglas C. Kline, *Beta Tau Chapter*; James Blakeslee and Thomas Dull, *Delta Tau Chapter*; Ken Simbala, *Delta Omega Chapter*; Leonard Howes, Robert Krebeks, Michael S. Stoll, and Richard S. Wilkolaski, *Epsilon Lambda Chapter*; Joe Futrell and Carl Willman, *Epsilon Xi Chapter*; Ronald Andriani, Joseph Bishop, Joseph Byrne, John Cummings, Dick Foley, Gary Frieders, Jim McGinley, Edward H. Henry, Arthur F. Hutchinson, John W. Kawa, Rick Loughlin, Jim O'Hare, Dominic D. Onofrio, Jack Quatman, and Fred Saah,

Epsilon Tau Chapter; Arch Carr, Alex F. Maksymczuk, Bill Price, and Michael Sears, Zeta Theta Chapter.

Central Region

The Central Regional Meeting got off to an unofficial but most enjoyable start on Friday evening when 140 brothers and their wives enjoyed an "Early Bird Party" hosted by Gamma Pi Chapter at the Beta Chapter house. The highlight of the evening was the awarding of the largest door prize ever given at a Deltasig function. This prize turned out to be a large old-fashioned wooden door with a large rose taped to the front—a brother from Zeta Xi Chapter who was the lucky winner will not divulge the door's future!

On Saturday morning all 160 registrants had checked in and the serious part of this meeting began. Early morning presentations were given by Grand President John Marko, Regional Director Thomas Mocella, and District Director Tim Gover. At the luncheon we were happy to see Past Grand President and Grand Secretary-Treasurer Emeritus

H. G. Wright waiting to join us. A most stimulating address by Grand President Marko, "In-Depth Involvement," was the luncheon highlight.

For the Saturday afternoon business sessions the undergraduates and the alumni had separate sessions. Past Director at Large Robert Mocella chaired the alumni meeting, and District Directors Robert Elder and Kenneth Vadovsky, together with Past District Director Dan Root, addressed the undergraduate meeting.

Highlighting the evening buffet dinner was the presentation, by Grand President Marko, of Certificates of Appreciation to District Director Tim Gover and Past District Director Dan Root. Following these awards each lady was given a gold-plated pin shaped like a bugle, with a rhinestone setting. District Director Ken Vadovsky had the pleasure of making the presentation to the ladies. After several door prizes had been awarded, the ladies and Yellow Dogs retired to a reception hosted by Gamma Rho Chapter and the Detroit alumni, while the re-

maining 95 brothers were being initiated into the Yellow Dog Order. Following these festivities, the number swelled to 400 brothers and dates for the annual Beta Chapter Bouncing Ball.

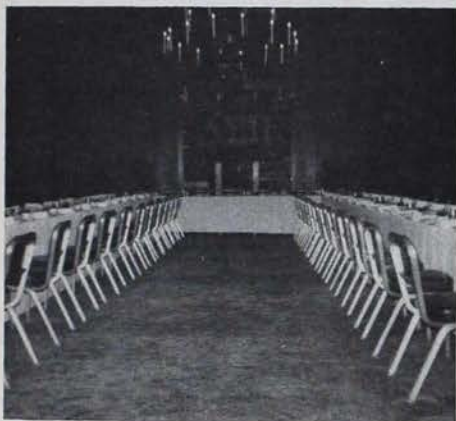
Our ladies were not neglected during Saturday's business session, as they enjoyed a kaffee-klatsch hosted by Lois Mocella and an early morning tour of Chicago's Loop shopping center. After a special Dutch-style lunch in the Den Haag dining room, they spent Saturday afternoon touring Chicago's famous "Old Town."

In spite of the late Saturday night hours, most of the brothers were prepared to answer roll call early Sunday morning. The final panels were conducted by Regional Director Thomas Mocella, and District Directors Robert Elder and Charles Miller. At the closing luncheon Brother B. G. Meyer, vice president and treasurer of Stenographic Machines, Inc., and faculty advisor of Zeta Chapter, delivered an address on "Brotherhood—Not Merely a Cliche."

Following Brother Meyer's stirring speech, and a few closing remarks by Grand President Marko, door prizes were distributed. Each person in attendance received at least one door prize.

In closing, Regional Director Mocella thanked the Chicago area chapters for their assistance in again making the Central Regional Meeting one of the most successful in the Fraternity. The meeting was officially closed with the awarding of the attendance trophy to Epsilon Omega Chapter, and a merit award trophy to Alpha Omega Chapter.

In attendance at the meeting were: Grand President M. John Marko, *Beta Rho Chapter*; Grand Secretary Treasurer Emeritus H. G. Wright, *Beta Chapter*; Regional Director Thomas M. Mocella and Mrs. Mocella, *Beta Chapter*; District Directors Robert J. Elder and Mrs. Elder, *Theta Chapter*; Tim Gover and Mrs. Gover, *Beta Phi Chapter*; Charles B. Miller and Mrs. Miller, *Beta Chapter*; and Kenneth L. Vadovsky, *Epsilon Omega Chapter*; Golden Council Member Robert A. Mocella and Mrs. Mocella, *Beta Chapter*; Mr. and Mrs. Ken Anderson, Bernie Browne, Randy L. Cordray, Donald F. Holem, Robert O. Lewis, Malcolm MacDonald, Michael N. Mueller, Mr. and Mrs. Peter B. Reps'old, and Rudolph H. Weber, *Beta Chapter*; John S. Magney and James F. Trainor, *Delta Chapter*; Frank A. Geraci, Dan Hayes, Burdette G. Meyer, William L.



SHOWN HERE ARE scenes from the Eastern Regional Meeting held in Philadelphia, Pa. In the upper left is the banquet table for the Saturday luncheon held at the Union Club of Philadelphia. In the upper right Walt Dempsey is shown registering the members as they arrive. The Las Vegas party was the highlight of the Saturday evening program and is shown in the lower left. At the right is the Sunday luncheon held at the Mask and Wig Club of the University of Pennsylvania.

Overall, Robert J. Simon, and Kenneth Thygerson, *Zeta Chapter*; Peter J. Bender, Larry Bodoh, Richard Cote, Chaonan Lu, John O'Donnell, Phil Peters, Thomas J. Snyder, and Richard L. Vogt, *Theta Chapter*; Jeff Blackman, and James Milbourn, *Upsilon Chapter*; Hans A. Bieberstein, and Richard Richter, *Psi Chapter*; Peter K. Benzinger, Richard Brani, Martin J. Callaghan, John Cynker, Larry Dionne, Howard E. Hight, Edward G. Maier, John Mays, Arlen L. Peterson, John Quinlan, Randy Shaw, and Mr. and Mrs. Michael R. Springer, *Alpha Omega Chapter*; Michael Armiak, Stephen G. Baldringe, Edward M. Deron, John A. Donaldson, Thomas G. Gierada, Frank H. Laura, James H. Manvell, William F. Moskal, Ronald W. Piotrowski, Terry Sloan, and Howard S. Weston, *Gamma Theta Chapter*; David E. Farner, William F. Motz, Jr., William J. Roach, Jr., and Bob Short, *Gamma Kappa Chapter*; Michael S. Buschbacher, Lawrence F. Caltagirone, James T. Haynes, Thomas J. Kassel, Emil G. Poprawski, Ed Walsh, Terrence P. Walsh, and Denis Wong, *Gamma Pi Chapter*; Al Attard, Mr. and Mrs. Richard Bachenek, James A. Coffey, Thomas H. Collier, Mr. and Mrs. Alfred A. Cormier, Patricia Crandal, Robert A. Danowski, John DuBose, Richard C. Eschrich, Thomas J. Eschrich, Mr. and Mrs. Clarence N. Frank, Anthony Grudzinski, Mr. and Mrs. Thomas Hall, Bill Hendry, Mr. and Mrs. Rudy Mattei, Mr. and Mrs. John M. Maynard, Mr. and Mrs. Arnold Mistura, Julio Puzzuoli, Mr. and Mrs. Floyd Riley, Dan S. Root, Mr. and Mrs. Ron C. Schwertfeger, Douglas F. Smith, Mr. and Mrs. R. F. Trapp, John R. Werthmann, and Mr. and Mrs. Raymond G. Winke, *Gamma Rho Chapter*; John A. Gibson, William Hill, Paul Johnson, and Charles Warren, *Delta Rho Chapter*; Richard Adamian, and Aaron Raack, *Epsilon Omicron Chapter*; Mr. and Mrs. Norman D. Blohm, Ronald L. Brown, Larry L. Cremer, Stephen J. Davis, Frank Dumas, Donald E. Gudeman, A. Robert Handell, Gary Jelley, Michael P. Kelly, Ronald Ludders, Robert Manion, William Orender III, John R. Osmundsen, and Frank J. Weber, *Epsilon Omega Chapter*; Patrick P. Delaney, Dennis Freeland, Nick R. Gaglione, Jim Goral-ski, Jim Gorski, Thomas Grabowski, Donald Hayes, James J. Joyce, Roy S. Matthews, Terry Milani, Paul J. Nicola, Fred Trick, Francis J. Zeller, and Robert M. Zerebiny, *Zeta Xi Chapter*.



GRAND PRESIDENT M. John Marko is shown here addressing the delegates attending the Central Regional Meeting in Chicago. Below, Regional Director Thomas M. Mocella is seen presiding over the Central Regional Meeting. Looking on are Grand President Marko and Brother Bert Meyer, faculty advisor of Zeta Chapter.

South Central Region

Louisiana's capitol city of Baton Rouge was the scene of the South Central Regional Meeting held on November 5-6, 1966. On hand at the Capitol House to assist Regional Director Max Barnett, Jr., conduct the meeting were Grand President M. John Marko and District Director Daniel Wigley.

The Saturday morning program began with the registration of delegates and the roll call. Topics covered during the two day meeting dealt with the various phases of fraternity operation; namely, the professional program, scholarship, membership, finances and chapter administration.

A highlight of the Saturday program was the address by Grand President Marko entitled, "Have you really thought it through?" Another feature of the meeting was a special alumni panel for the members of the Baton Rouge Alumni Club and other alumni members who attended the meeting.

Following the Saturday evening dinner the attention of the meeting was switched to fellowship and the exchange of ideas. The most attention centered around the Yellow Dog initiation and the bingo party.

A portion of the program on Sunday morning was set aside to commemorate

the founding of Delta Sigma Pi 59 years ago. Before concluding the program at the Sunday luncheon, certificates were presented to those chapters in the South Central Region that had achieved 100,000 points in the Chapter Efficiency Index. It came as no real surprise when it was announced that Epsilon Psi Chapter at Christian Brothers College in Memphis, Tennessee, had won the attendance trophy.

In attendance at the meeting were: Grand President M. John Marko, *Beta Rho Chapter*; Regional Director Max Barnett, Jr., *Gamma Mu Chapter*; District Director Dan L. Wigley, *Beta Psi Chapter*; Karl D. Ryer, *Nu Chapter*; C. H. Jack Cole, *Alpha Sigma Chapter*; Robert Lamb, *Beta Gamma Chapter*; Art G. Bagwell, Robert L. Bozeman, Fernando L. Camayd, Scott Capps, Jr., H. B. Conner, Jr., Winston H. Connor, Dennis C. Daniel, E. R. Gray, James E. Hardman, Roger Jines, W. A. Robert, Jr., Albert W. Singleton, Clyde Tull, and J. O. Webb, *Beta Zeta Chapter*; James Craig, *Beta Psi Chapter*; Bobby Walker, *Gamma Delta Chapter*; Jim Austin, Bobby Schrimsher, and George F. Tingley, *Gamma Zeta Chapter*; Sam Payne and Harry Turpin, *Gamma Tau Chapter*; Edgar B. Langley, *Gamma Phi Chapter*; Robert A. Brown, Pat Dehon, Jr., Robert E. Gall, Phil Lorio, Joseph A. Murphy, Nick Palermo, Jules F. Richard, Dan Schmidt, and Casey Stuart, *Delta Nu Chapter*; Ronald Gautreau, Carlo Hernandez, Kenneth Maier, Ricardo E. Miron, Louis Porcello, Jr., Bill Saussaye, and Richard Siebelitz, *Epsilon Nu Chapter*; Jack Kenney, Dick Schmidt, and Jerrold J. Schwartz, *Epsilon Psi Chapter*; Jack Bauserman, Wes Duerr, Butch Emmons, and Blair Mohon, *Zeta Iota Chapter*; Dennis Alexander, Jimmy Baggett, Bill Drumm, Dudley Galatas, Jay Goertz, M. S. King, Rodney LeBlanc, and Jay Reid, *Zeta Sigma Chapter*.

Midwestern Region

Mankato, Minnesota, was the scene of the Midwestern Regional Meeting held October 22-23, 1966, at the Inn Towne Motel. On hand to assist Regional Director LaVerne A. Cox were Field Secretary Ben H. Wolfenberger, District Directors James Dowis and Dennis Weber.

Again this year the participating chapter delegates comprised the panels for the workshop. Delegates on the various panels discussed what their respective chap-



THIS UNIQUE DOOR prize was presented at the Central Regional Meeting recently held in Chicago. Below are the members of Epsilon Omega Chapter at Eastern Illinois University who captured the attendance trophy.

ters achieved in the specific areas and what a chapter should strive to achieve as found in the workshop outline. Following the presentation of each panel, discussion on the specific subject was provided at which time delegates from chapters not on the panel gave information on their chapter activities.

A demonstration of an ideal chapter business meeting was presented by members of Alpha Delta Chapter to emphasize the need for use and memorization of the Ritual as well as emphasizing good organization, administration and conduct of a business meeting.

On Sunday morning the members of Alpha Epsilon Chapter at the University of Minnesota very capably presented an ideal formal initiation by memory. This emphasized the need for a well planned, well rehearsed, well conducted and memorized formal initiation. Following the demonstration, discussion was held on the advantages and the best methods to assure that each chapter followed this type of presentation.

A display area was provided for the chapters to display projects by members and pledges.

On Saturday evening following a delightful smorgasbord and the Yellow Dog initiation, the members participated in a dance party which Epsilon Iota Chapter at Mankato State College had arranged. The music was provided by the "Squires." During the intermission Brother Dave Slipy presented a "Bill Cosby" act.

The meeting was concluded with the Sunday luncheon at which time a group of the members of Alpha Epsilon Chapter at the University of Minnesota presented a new song which they had composed. Certificates were also presented to those chapters which had achieved 100,000 points in the Chapter Efficiency Index. The attendance trophy was presented to Alpha Delta Chapter at the University of Nebraska.

In attendance at the meeting were: Regional Director LaVerne A. Cox, *Alpha Delta Chapter*; Field Secretary Ben H. Wolfenberger, *Beta Upsilon Chapter*; District Directors James Dowis, *Alpha Iota Chapter*, and Dennis Weber, *Alpha Epsilon Chapter*; Charles Koberg and Tom Lillienthal, *Epsilon Chapter*; Dwight Clark, David Conover, Paul Fisher, Douglas Houfeldt, Norman Kalvoda, Bruce McNickle, and Roger Sivers, *Alpha Delta Chapter*; Byron Anderson, Glen Bondi, Charlie Connoy, Jeffrey J. Dypwick, Steve L. Erickson, Dale Gustafson, Tom R. Johnson, James Landt, Don Mosher, Gerald Rice, James D. Schultz, Keith Schupp, Gary Stava, Jerry T. Ungerman, Phillip William, and Dennis Zylla, *Alpha Epsilon Chapter*; Mike Kehrwald, Rich Rounsborg, and Jim Thomson, *Alpha Eta Chapter*; John C. Barr, Jerry Carlson, Gene N. Fuller, John Sundstedt, Carl Weisshaar, and John R. Wright, *Alpha Iota Chapter*; Jim Sanford, and Donald Stroot, *Alpha Mu Chapter*; Chris Krainak, Phil Maloney, and John P. White, *Beta Theta Chapter*; John H. Greenwell, *Beta Sigma Chapter*; John C. Bennett, Terry Edstrom, William D. Gaughan, and Walter Goecke, *Gamma Eta Chapter*; Herb Stewart, *Delta Chi Chapter*; Alden H. Balfany, Terry Conway, Ned Culden, Don Dittbenner, Dave Dummer, Brad Evans, Tim Fredell, Tom Gilman, Tom Gleisner, James Good, Eddie Graves, John G. Griep, Mike Holmgreen, DeLon Johnson, Jim Kamrath, Carl Larson, James Lossing, Bruce Lindvall, Dick Manderfeld, James McDonough, Randy Moehring, O. Newelle, Bob Pfau, Angelo Rully, Bill Sackrider, Steve Schmidt, Russ Schneider, Ronald Shelton, Tom Short, David Slipy, Richard Smith, John Sonntag, Ken Sorensen, Jim Torgensen, Leon Umland, Robert Westenberg, Fred Whitcomb, and Rod Youngquist, *Epsilon Iota Chapter*.

Southwestern Region

A record-setting 88 members registered for the Southwestern Regional Meeting held at the Melrose Hotel in Dallas on October 29-30, 1966. National officers present were Grand President M. John Marko, Past Grand President Joe M. Hefner, Regional Director John A. Fincher, and District Directors Robert Burdette, Edward C. Gilmore and Forbes Baker.

The meeting was opened according to Ritual and after the introduction of national officers and delegates, Regional Director Fincher explained what is expected of a Delta Sigma Pi chapter. Jack Knight, past president of the Dallas Alumni Club, presented a talk on leadership and led a panel discussion on chapter administration.

At the Saturday luncheon, Mr. Leigh Watson, Personnel Director of Diversa, Inc., brought a timely report on "Job Opportunities in the Dallas Area." This was well received since many in attendance plan to locate in the Dallas area after graduation. After the luncheon, a talk was given by District Director Burdette on scholarship, followed by an open forum. The same format was used for chapter finance conducted by District Director Baker and chapter membership led by Past Grand President Hefner. Past Grand President Kenneth B. White who first attended the Southwestern Regional Meeting in 1932 was on hand Saturday afternoon.

Saturday evening was devoted to fun and fellowship beginning with a buffet dinner and continuing through the Las Vegas party which was sponsored by the Dallas Alumni Club. The top prize was picked off by Brother Jim Harrel of



REGIONAL DIRECTOR Andrew Fogarty is shown here at the East Central Regional Meeting in Dayton, Ohio, introducing Mr. Milo Pekarek at the Saturday luncheon, while Grand President Marko looks on.

SMU who accumulated the largest total winnings. Also during the evening 62 new members were initiated into the Yellow Dog order.

Sunday morning Grand President Marko opened the program with a talk on professional activities. This was followed by a report on the 26th Grand Chapter Congress by Past Grand President Hefner. At the luncheon, Regional Director Fincher spoke on alumni clubs, their activities, and the prospects for future alumni clubs, urging each member to become an Active Life Member or an active alumni member. Grand President Marko followed with a heart warming address. "Those Necessary Ingredients."

Certificates were then presented to those chapters in the Region which had scored 100,000 points in the Chapter Efficiency Index. The attendance trophy was won by Delta Eta Chapter at Lamar Tech. Grand President Marko was also presented with a wall plaque of cow horns in appreciation of his attendance at the meeting.

In attendance at the meeting were: Grand President M. John Marko, *Beta Rho Chapter*; Past Grand President Joe M. Hefner, *Beta Upsilon Chapter*; Regional Director John A. Fincher, *Delta Epsilon Chapter*; District Directors Robert Burdette, *Beta Upsilon Chapter*, Forbes Baker, *Zeta Nu Chapter* and Edward C. Gilmore, *Delta Epsilon Chapter*; Gary Dockery, *Beta Epsilon Chapter*; Nickolai Kerpchar, *Beta Kappa Chapter*; Jim Ball, Bill Loyd, and Bill Nesmith, *Beta Upsilon Chapter*; Marvin K. Gardner, Jr., Jim Harrell, Allen W. Kimberly, and Jack Knight, *Beta Phi Chapter*; Stephen H. Loudon, *Gamma Lambda Chapter*; Eddie Allen, Ken Conwell, Gary Harms, C. H. Hermann, Weldon James, Jr., John R. Johnson, Dan Newman, James Parish, Grant Robison, James Schirato, and Dale Wootton, *Delta Epsilon Chapter*; Jess Bachelder, Chalmus Freeman, Arthur Klebba, Ellery Lacy, Bryan F. Lakey, Kent Manby, and Ervin Prince, *Delta Eta Chapter*; Walter D. Nelson, Larry Shank, Mark S. Slaughter, and Jack W. Spurgin, *Delta Theta Chapter*; David E. Judd, *Delta Mu Chapter*; Bill Bailey, Randy Bertin, David Bobbitt, Richard N. Brown, John Cadenhead, Charles D. Davis, John Duman, Charles P. Foote, Dwight A. Heard, Richard Heartwell, Pay Hyer, Troy Seate, Bobby Simonson, John T. Tate, Larry Warren, and Marcus Williams, *Delta Upsilon Chapter*; Robert

Barnes, John P. Jackson, Eldridge Moak, and Bill Sampson, *Delta Phi Chapter*; Mac Cannedy, Bill Dennison, Larry Dodson, Perry Farris, Wallace Hardy, Philip W. Huffman, John Lesh, Stuart Russell, Frank J. Schwarzer, Jr., John F. Thompson, Norman Urban, and Lowry D. Vaughn, *Epsilon Zeta Chapter*; John Allen Kline, Lynn Nunez, George Phillips, Ronald Sapio, Joe T. Smith, and Philip Spitzer, *Epsilon Mu Chapter*; David Anderson, William O. Buttram III, Ronald Canter, Robert D. Jenkins, Jr., John A. Moore, Jr., Curtis Mosley, and Tom Neighbors, *Zeta Mu Chapter*; Bob Butts, Paul Hancock, and Richard S. Williams, *Zeta Nu Chapter*.

Inter-Mountain Region

Termed one of the most successful Regional meetings ever held by the Region, the Inter-Mountain Regional meeting was held in Albuquerque, New Mexico, on October 22-23, 1966, at the Sheraton Western Skies Motel. The meeting was conducted by Regional Director Warren E. Armstrong. Other national officers assisting him were Grand President M. John Marko, Director of Business Education Ralph C. Hook, Jr., and District Directors William E. Wilson, Carlos Cunningham, and Robert K. Rowe.

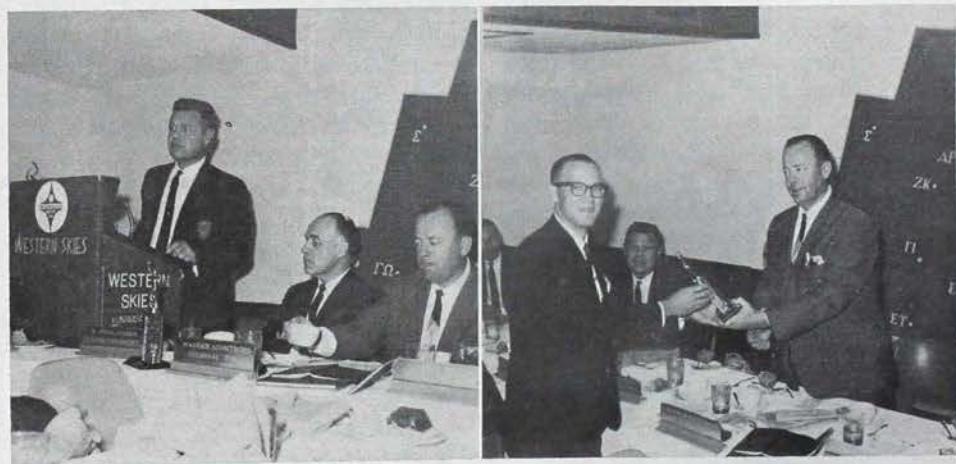
The week end activities began with the "early bird" party held on Friday evening for those who arrived early.

Saturday and Sunday were devoted to officer training sessions dealing with the various activities of the chapters and alumni clubs. Each of the various topics were ably covered by one of the national officers on hand for the meeting.

The highlight of the meeting was the address by Grand President Marko, "Some Things We Take for Granted."

With the attendance at an all time high, competition for the attendance trophy was keen, however Gamma Phi Chapter at Texas Western College in El Paso finally won out over the nine other chapters in the Region.

In attendance at the meeting were: Grand President M. John Marko, *Beta Rho Chapter*; Regional Director Warren E. Armstrong, *Gamma Iota Chapter*; Director of Business Education Ralph C. Hook, Jr., *Gamma Omega Chapter*; District Directors Robert K. Rowe, *Gamma Phi Chapter*; William E. Wilson, *Gamma Omega Chapter*; and Carlos Cunningham, *Epsilon Eta Chapter*; Rick Kammerman and Ken Sorensen, *Sigma Chapter*; Charles Boes, Larry Carr, Doug Hook, and Richard E. Lieber, *Alpha Nu Chapter*; Rogers Coke, *Alpha Rho Chapter*; Robert Barnes, Berkley Beaver, Mike Bell, John Elliott, Tom Robinson, and Mark Sieler, *Gamma Iota Chapter*; Thomas Blum, James Carter, Douglas Conlan, E. Wesley Dils III, Fred Fraser, Ralph Futch, Wade Hartrick, Frank Hoy, James Jobst, Ed Lowenberg, Manny Marufo, Mark Norton, Bill Riddle, Charles Sadova, Charles Sharp, Dennis C. Stein, Robert Valdez, Charles Wakeem, James F. West, and Frank Westmoreland, *Gamma Phi Chapter*; Robert C. Briscoe, Jr., Roger L. Brown, Grady A. Deal, Rodney Graves, Lynn Lawless, John Munro, and George Ripps, *Gamma Psi Chapter*; Bill Bryant, Wilbur Bullock, Charles Sankey, and Frank L. Swerdlow, *Gamma Omega Chapter*; Larry Branch, Douglas



DIRECTOR OF BUSINESS EDUCATION Ralph C. Hook, Jr., addresses the members at the Inter-Mountain Regional Meeting in Albuquerque. Looking on are Grand President Marko and Regional Director Warren E. Armstrong. On the right, Brother Douglas Conlan of Gamma Phi Chapter at Texas Western receives the attendance trophy from Regional Director Armstrong.

Burleson, Dennis C. Butsch, Willis F. Kilpatrick, Monty F. Reed, David Scott, and Bruce D. Terrill, *Epsilon Eta Chapter*; Paul W. Black, Charles Castleberry, Richard L. Garcis, Robert Heim, E. Donald Hice, Larry Howell, Wayne S. Kido, Gary L. Slates, Brian Wilcox, and John C. Young, *Epsilon Upsilon Chapter*.

Western Region

The Western Regional Meeting held at the Sacramento Inn, Sacramento, California, on October 8-9, 1966, was one of the most successful meetings ever held by that region. Over 70 members were on hand for the meeting which is probably an attendance record also.

The meeting opened according to schedule on Saturday morning following the registration, with Regional Director R. Nelson Mitchell taking the roll call. He set the stage for the two day meeting in his opening remarks, "A Delta Sigma Pi Chapter in Action." The next topic to be covered was the professional activities of the chapter. This topic was ably covered by District Director H. Nicholas Windeshausen. The concluding presentation on Saturday morning was handled by District Director Harold E. Mackenthun and dealt with the general activities of the chapter.

Brother John Cox, executive dean of Sacramento State College, was on hand for the luncheon to address the members attending the meeting. His address was well received and prompted numerous questions.

Resuming the panel discussion Saturday afternoon, Constantine Danellis, Gamma Xi Chapter faculty advisor, related the role of the faculty advisor and his relationship with the chapter. A spirited discussion then followed concerning the transformation from active undergraduate to active alumnus. This topic was handled by Dale R. Brinsley, president of the Sacramento Alumni Club, and George M. Carr, president of the San Francisco Alumni Club.

The highlight of the Saturday evening program was the Yellow Dog initiation and no host shindig. This followed the dinner.

The final session was held on Sunday morning with presentations on chapter finance by District Director Worth F. Fenner and The Central Office by Field Secretary Ben H. Wolfenberger.

At the farewell luncheon held on Sunday, certificates were presented by Re-



gional Director Mitchell to all the chapters that had achieved 100,000 points in the Chapter Efficiency Index. The attendance trophy was won by Delta Pi Chapter at the University of Nevada.

In attendance at the meeting were: Regional Director R. Nelson Mitchell, *Chi Chapter*; Director at Large Charles I. Sutton, *Gamma Omega Chapter*; Field Secretary Ben H. Wolfenberger, *Beta Upsilon Chapter*; District Directors Worth F. Fenner, Jr., *Gamma Omicron Chapter*; Harold E. Mackenthun, *Iota Chapter*; and H. Nicholas Windeshausen, *Alpha Delta Chapter*; David J. Czarnecky, John Dorsey, Dean Goishi, Kevin R. O'Connor, Alan H. Yamamoto, and Al Zais, *Rho Chapter*; Floyd Brady, *Alpha Epsilon Chapter*; George M. Carr, *Alpha Iota Chapter*; James P. Dwyer, *Gamma Xi Chapter*; John Cary, John Boyd Fottrell, Gerard T. Haff II, Mike Haley, Gerald A. Schaefer, E. Steven Scharetg, and James Twohig, *Gamma Omicron Chapter*; William W. Tatum, Jr., *Gamma Tau Chapter*; Warren D. Anderson, William Danfield, Robert McGowan, Robert Meriweather, Michael W. Pollard, Guy A. Sanderlin, and Deems C. Watkins, *Delta Pi Chapter*; Mike Delaplain, John Horton, Harry Jefferson, Bill Kinzie, Richard Moore, Jonathan Norris, Gerald Rassmussen, and Bill Roehr, *Epsilon Theta Chapter*; Lawrence Andreuccitti, Joe Atchison, Dale Brinsley, J. David Bullwinkel, Don Cassano, Jerry A. Coulter, John R. Cox, Constantine, Danellis, Douglas Davina, Bill Dosch, Gary R. Fair, Lee Herman,

SHOWN HERE IS THE head table of the Central Regional Meeting luncheon on Saturday. The officers are from left to right: Past Director Robert Mocella, District Directors Charles Miller and Tim Gover, Regional Director Thomas Mocella, Grand President Marko, Grand Secretary-Treasurer Emeritus H. G. Wright, District Director Ken Vadovsky and Past District Director Dan Root. Below is a portion of the more than 400 members, wives and dates who attended the Beta Chapter Bouncing Ball held in conjunction with the Central Regional Meeting at the Knickerbocker Hotel in Chicago.

Bob Howe, Jerry Inman, Donald W. Isler, Mark Kempton, John J. Klein, Jr., Eddie L. Lee, Bill Liggett, William H. McGowan, Elmer R. McNece, Wade N. Myers, Ray J. Nielsen, George Reitter, Stan Smith, Oscar Sugimoto, James Watson, Rocky Wentzel, and Quonson W. Wong, *Epsilon Phi Chapter*; George McClure Becker and John Steele, *Zeta Rho Chapter*; and Stephen E. Wakefield, *Zeta Tau Chapter*.

DIVIDENDS

To Brother and Mrs. Ronald Stonehouse, *Michigan State*, a son, Russell Alan.

To Brother and Mrs. David C. Barnhart, *St. Louis*, on December 2, 1965, a son, Philip Andrew.

To Brother and Mrs. David G. Elston, *Missouri*, on September 11, 1965, a son, Frank William.

To Brother and Mrs. Richard D. Scott, *Missouri*, on December 30, 1965, a daughter, Christine Yvonne.

To Brother and Mrs. Gary Dalton, *Texas Tech.*, on January 15, 1966, a son, Derik Wayne.

To Brother and Mrs. David Lohi, *Rider*, a daughter, Jeane.

To Brother and Mrs. John N. Webster, *Georgia State*, on October 28, 1965, a daughter, Elizabeth Lee.

To Brother and Mrs. Ronald C. Persall, *Georgia State*, on December 7, 1965, a son, Ronald Clarence.

To Brother and Mrs. William Henny, *Arizona State*, on December 3, 1965, a son, Thomas Christopher.

To Brother and Mrs. Lester P. Kovats, *Loyola-Los Angeles*, a son, Stephen.

To Brother and Mrs. W. Barry Slaten, *Western State*, on January 27, 1966, a son, Brandon Lane.

To Brother and Mrs. James L. Lee, *Missouri*, on March 29, 1965, a son and daughter, Lee Leopold and Patricia Jacquelyn.

To Brother and Mrs. William C. Bess, Jr., *Missouri*, on January 13, 1966, a son, Andrew David.

To Brother and Mrs. Donald P. Coleman, *Missouri*, on July 7, 1965, a son, Donald P. III.

To Brother and Mrs. R. James Thorpe, *Loyola-Chicago*, on May 9, 1966, a son, Richard James, Jr.



DIRECTORY

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

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Past Grand President: JOE M. HEFNER, *Beta Upsilon-Texas Tech*, 2107 Avenue Q, Lubbock, Tex. 79405

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

Staff Members: PEGGY DONIVAN, BETTY HEROLD, JANE NELSON, BEVERLY NORRIS, BETTY SHEARD, CAROLYN WALLACE, PEGGY WHITELAW.

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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 79405, CHARLES I. SUTTON, *Gamma Omega-Arizona State*, 5840 E. Windsor, Scottsdale, Ariz. 85257

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HOWARD V. MCELROY, *Alpha-New York*, 56 Westminster Rd., Scarsdale, N.Y. 10584

Investments Committee

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Members: DR. BENJAMIN A. MICHALIK, *Zeta Eta-St. Peter's*, 923 Sterner Rd., Hillside, N.J. 07205

MARION W. SPRAGUE, *Beta Upsilon-Texas Tech*, American Express Credit Corporation, 65 Broadway, New York, N.Y. 10004

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Members: FRANK L. STRONG, *Beta Nu-Pennsylvania*, 3810 Hampton Rd., Pasadena, Calif. 91107

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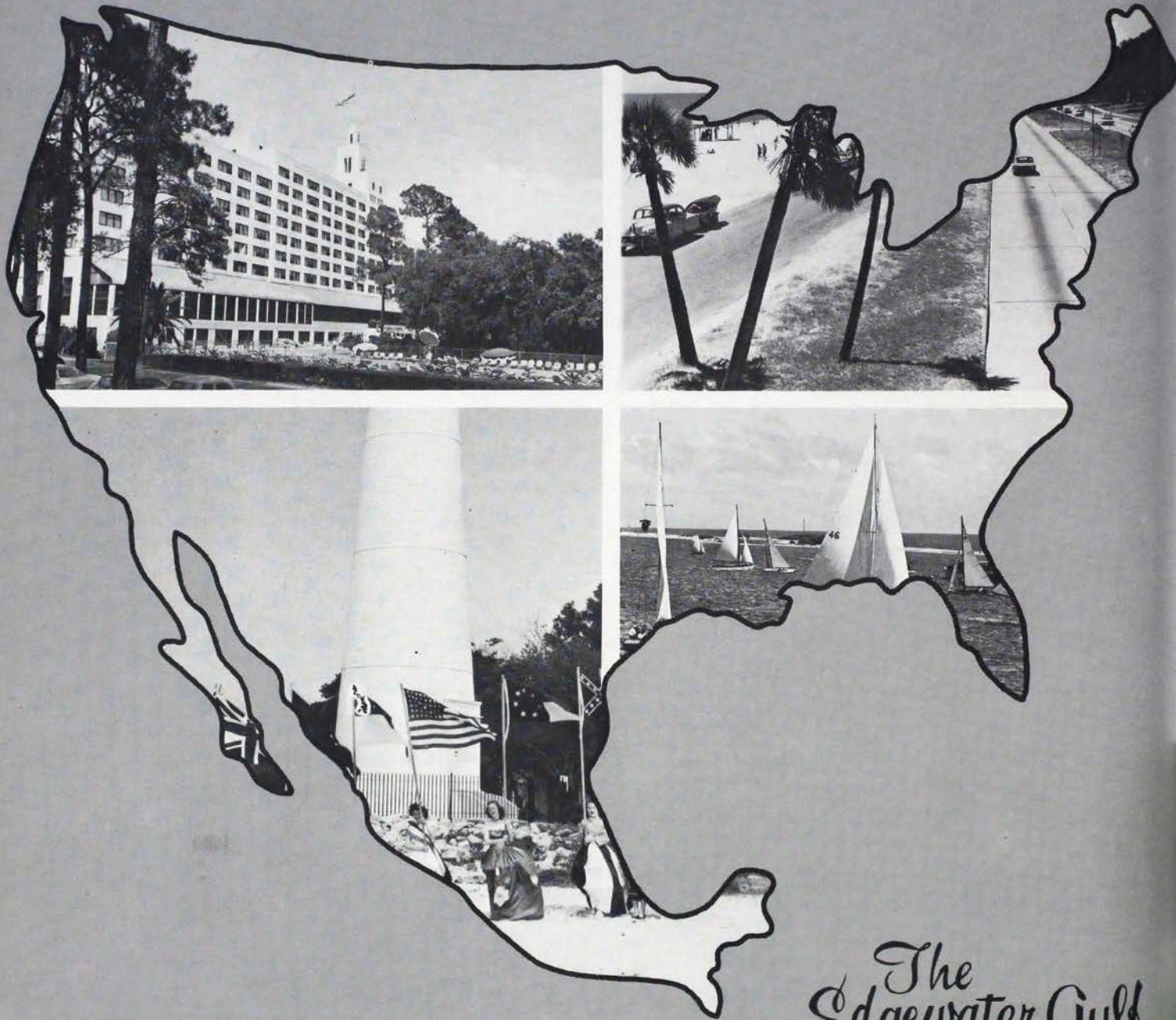
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