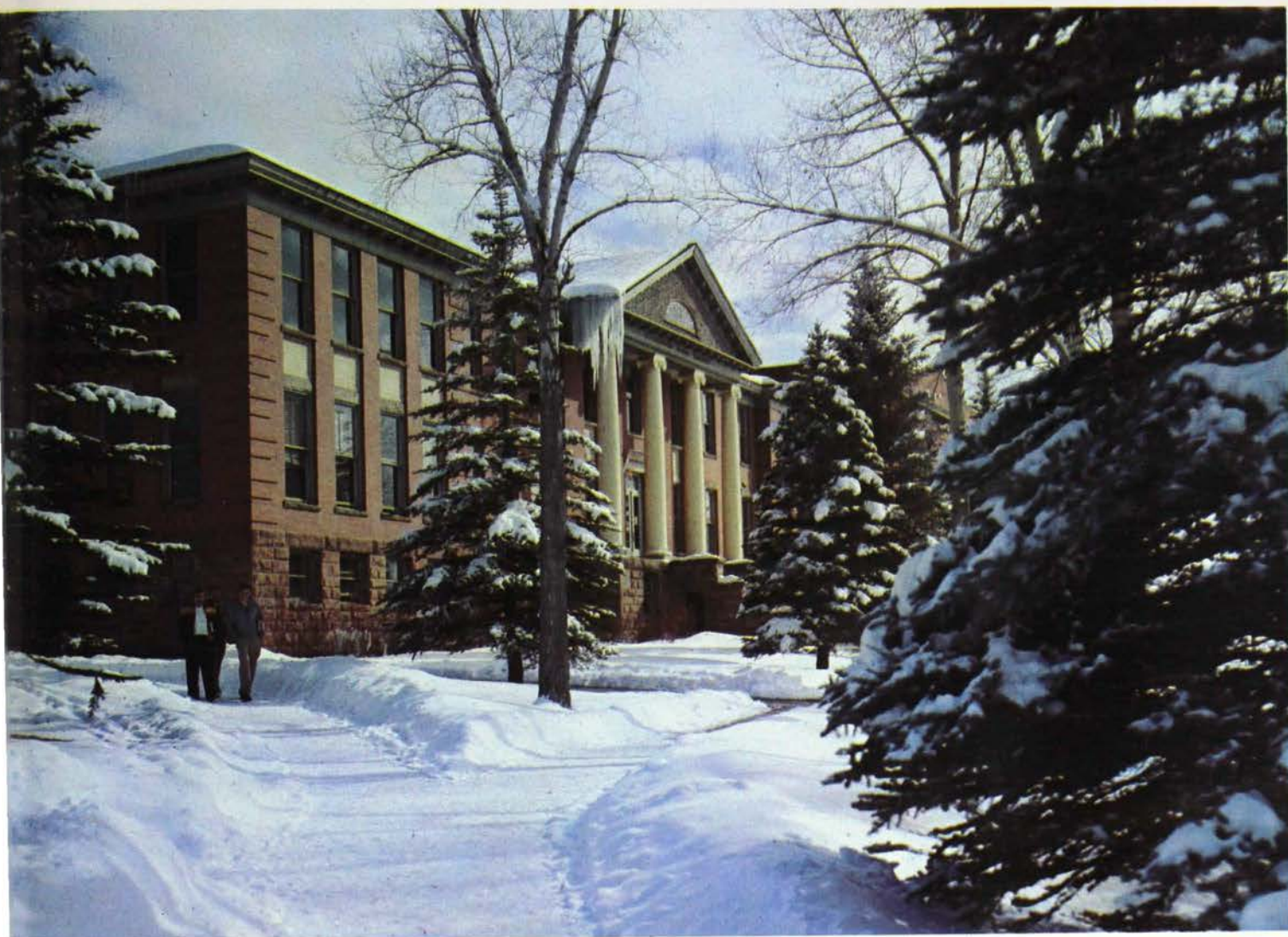


The **DELTA SIG**
O F D E L T A S I G M A P I

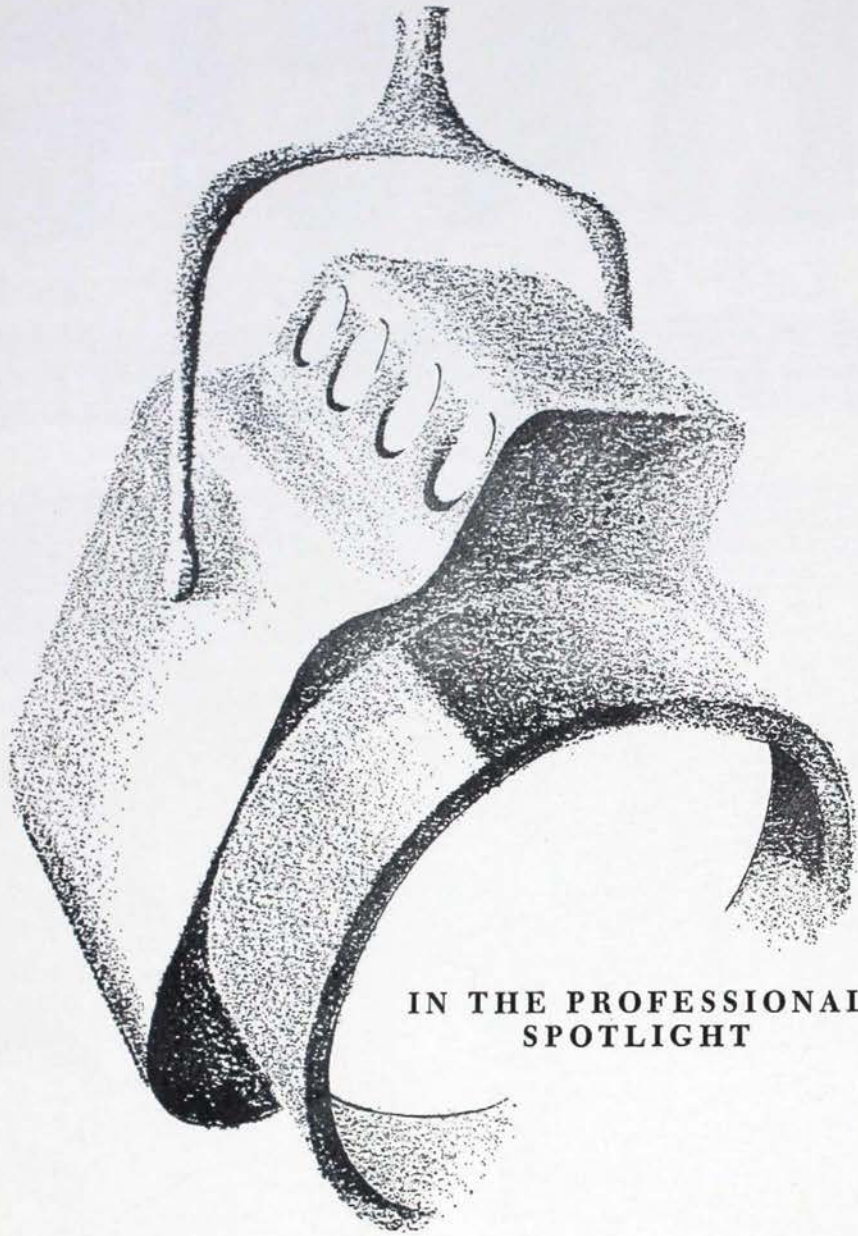


Western State College of Colorado, Gunnison, Colorado

PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY

FOUNDED 1907

JANUARY 1968



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**

CAUGHT IN THE PROFESSIONAL spot light are members of Delta Tau Chapter at Indiana State University during a recent tour of the Weston Paper and Manufacturing Company in Terre Haute, Indiana.



The DELTASIG

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

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The views expressed in The DELTASIG, except those of the Grand Council, are those of the writer and are not necessarily those of Delta Sigma Pi.

Our Cover

Taylor Hall, the administration building, at Western State College, Gunnison, Colorado, is the featured scene on the cover of this issue of The DELTASIG. Western State College is the home of Zeta Kappa Chapter of Delta Sigma Pi.

Postmaster: Please send copies returned under labels Form 3579 to Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056.

The DELTASIG of Delta Sigma Pi is published four times annually in the months of November, January, March, and May. Publication Office—Curtis Reed Plaza, Menasha, Wisconsin 54952. Editorial Office—330 South Campus Avenue, Oxford, Ohio 45056.

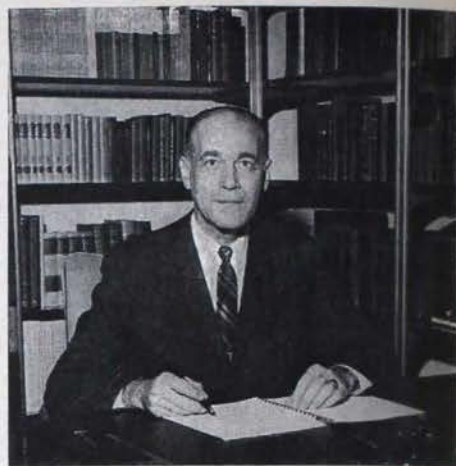
Subscription price: \$5.00 per year.

Second class postage paid at Menasha, Wisconsin 54952, and at additional mailing offices. Acceptance for mailing at special rate of postage provided for in the Act of February 28, 1925, embodied in paragraph 4, Section 538, P. L. & R., 1932 edition. Printed in U.S.A.



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

FROM THIS PAGE just a year ago, I stated that "our fraternity membership is indeed a lifetime privilege—a lifetime distinction—a lifetime responsibility."

This association can be likened to a work of art which is appreciated and treasured throughout life. Though the work be of great monetary value, it is rarely enjoyed for this reason. Rather, it is held for its intrinsic beauty and a craftsmanship stamped with the hallmark of excellence.

Just as a work of art appreciates in value with the passage of time, so too our membership in Delta Sigma Pi can become more meaningful over the years. It is the translation of an active undergraduate's dream of lifetime association into the realities of tomorrow by the simple transition from *active undergraduate participation to active alumni participation*; a change supported by unselfish efforts today and tomorrow and in the years to come to strengthen the ties of fraternal brotherhood through active association.

This is not sophomoric or maudlin sentimentality. It is not merely reminiscing. It is the forming of new and renewal of old friendships and the extension of enduring values into other life relationships which makes our membership in Delta Sigma Pi a treasured experience for life.

Delta Sigma Pi membership is a lifetime journey not just a destination or a fleeting experience completed upon initiation day or graduation. A wholly participating undergraduate attempts to understand our objectives so as to feel a personal commitment to them, otherwise principles become nothing but mere words. He takes advantage of opportunities to come into contact with outstanding alumni and other businessmen in his selected professional interest and to associate with other students having goals and interests similar to his own. Our programs, stressing professional competence and achievement,

maintain a student's seriousness of purpose and encourage intellectual development along with providing the opportunities for fraternal brotherhood.

Interestingly enough, upon analysis, a shift to active alumnus does not alter the preceding significantly except to exchange alumni status for undergraduate status. Unless we also wish to note, and we should, that greater opportunities now appear for contributing to the development and improvement of our chosen profession; that greater opportunities now appear for furthering a higher standard of commercial ethics and culture and the civic and commercial welfare of the community; and that greater opportunities now appear for fostering and enjoying fraternal ties.

We are placing more and more emphasis on the undisputed view that only through purposeful and creditable activities promoted by strong alumni clubs can fullest alumni participation be assured and satisfied. The most recent such step is a new responsibility—Director of Alumni Activities—added to the Grand Council for the express purpose of accelerating encouragement of alumni participation and to intensify attention to strengthening our alumni program.

Emerson once said—"Nothing great was ever achieved without enthusiasm." I am enthused about the great potential of our alumni program. I sincerely hope that every Deltasig. alumnus and alumnus-to-be alike, is just as enthused to tap this limitless reservoir. We already have a noteworthy and ever advancing undergraduate program. Adding to it the full realization of our alumni program potential, limited only by the extent of interest and participation, can secure for each and all Brothers a meaningful and treasured experience for life.



The DELTASIG

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

Rhode Island Dedicates New College of Business Building

PREVIOUSLY SPREAD over three different university buildings, the College of Business Administration at the University of Rhode Island at Kingston recently occupied its own building. The \$1,450,000 building is named Ballentine Hall in honor of Dr. George A. Ballentine who had served as dean of the college from 1946 until his retirement in August 1966.

The classrooms and faculty offices in the new building did not lend themselves to a series of interconnected buildings. Stacking of the three areas one above the other provided the key to the intricate traffic problem and gave the building its distinctive appearance.

The large lecture rooms and seminar rooms were grouped on the ground floor. With a built in climate provided by air-conditioning, these rooms require no windows. They can accommodate as many as 79 students in each amphitheater which places the instructor no farther than 15 or 20 feet from any student in the room. The computer room with its own temperature and humidity controls, can be virtually sealed off for the protection of the complicated electronic equipment housed there.

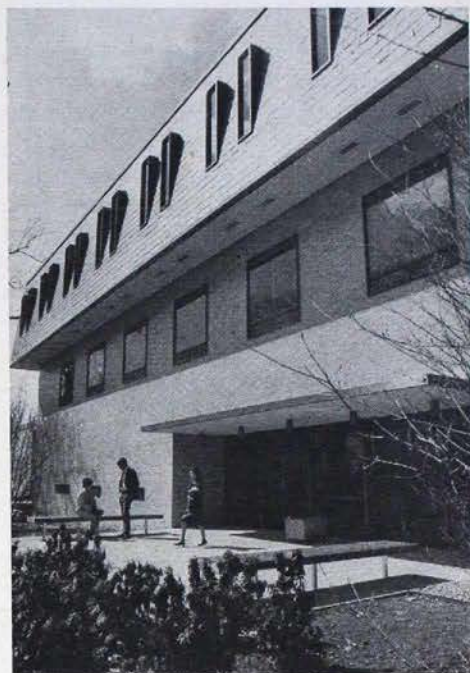
The large entrance hall and lobby on the first floor is designed to handle the large number of students who will be circulating between classes and in and out of the lecture halls. The walnut paneled lobby narrows to a central hall leading to the elevator and double stairways. The entrance at the rear of the building has been extended by means of a large patio, framed by stone retaining walls.

The business classrooms are on the second floor. The requirements of advertising and management demanded a more conventional arrangement of windows and seating. Those rooms which did not require outside lighting were placed at the center of this floor.

The area necessary for the faculty offices was larger than either of the other two floors, and when this third floor was placed atop the other two, the architect turned the resulting overhang to happy advantage by creating a distinctive mansard-tyle roof. Slanting the walls and



THIS PHOTOGRAPH features some of the outstanding facilities contained in the University of Rhode Island's new College of Business Administration building which was recently dedicated.



THE MAIN ENTRANCE to Ballentine Hall, the new College of Business Administration building at the University of Rhode Island, is shown here.

facing them with shingles of Vermont slate created an intriguing blend of line and texture.

A conference room occupies the southeast corner of the top floor. After the strong colors used in the reception area, the midnight blue upholstery of the chairs and the beige walls combined with teak paneling and tables offer an unusual contrast. Around the offices of the department chairmen and their secretaries are arranged suites of offices for faculty members each with its own conference and waiting room. At the western side is a large, comfortably furnished faculty lounge where the exchange of ideas can take place in relaxing surroundings. The clusters of rooms provide a private office for every faculty member, each with its own entrance, yet easily accessible to the central reception area and to the general office space. The Dean's office is hand-

somely appointed with white carpets and blue upholstery in the University colors.

The windows in the building are bronze-tinted glass. They serve to eliminate glare and to filter the light cast on the interior, so that from the outside the white fiberglass draperies take on an olive green shade. The window frames are also an oliver green suggesting the old copper patina of the roofing material on surrounding buildings.

Ballentine Hall is admirably designed to serve the needs of the major programs in the College of Business Administration. These are accounting, business education and office administration, finance, insurance, management, statistics, quantitative business analysis, marketing, management and general administration.

Dr. Frederick Amling, a member of Alpha Upsilon Chapter of Delta Sigma Pi at Miami University, Oxford, Ohio, is Dean of the College of Business Administration at the University of Rhode Island.

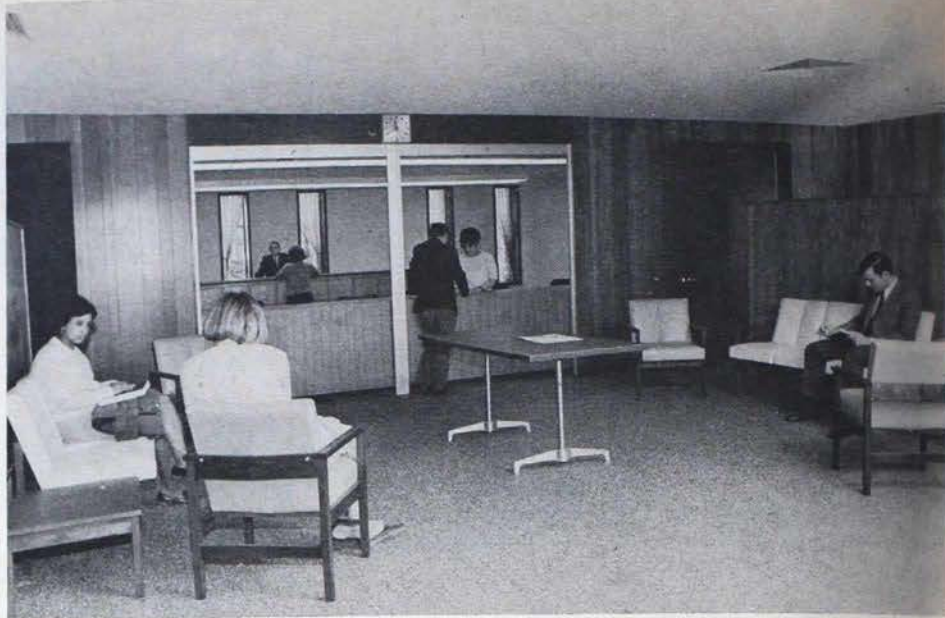
MERGERS

William B. Starkey, *Kent State*, on September 2, 1967, to Jan Purkey, at Akron, Ohio.

Richard L. Weaver, *Kent State*, on June 17, 1967, to Sandy Riggle, at Massillon, Ohio.

Edward J. Kub, *Kent State*, on October 6, 1967, to Judy Smith, at West Richfield, Ohio.

James L. Kreitzer, *Kent State*, on March 27, 1967, to Peggy Bretz, at Monroe, Michigan.



FEATURED HERE is the reception area near the cluster of faculty offices in the new College of Business Administration building at the University of Rhode Island.

William C. Bartel, *Kent State*, on March 18, 1967, to Laurie Summer, at Cleveland, Ohio.

Carter Davis, *Texas-Austin*, on August 26, 1967, to Rose Ann Witmire, at Victoria, Texas.

Donald E. Emerson, *Texas-Austin*, on June 3, 1967, to Mary Lou Nirutilla, at Austin, Texas.

John Doyle, *Dayton*, on September 23, 1967, to Mary Beth Schlanzer, at Chicago, Illinois.

Samuel Fusco, *Dayton*, on July 7, 1967, to Donna Romandi, at Chicago, Illinois.

Stan Petzoldt, *Missouri-Columbia*, on August 5, 1967, to Pat Brueckner, at Frohna, Missouri.

Lee Mowry, *Georgia Tech*, on July 22, 1967, to Susan Sleight, at Orlando, Fla.

Donald A. Gutsell, *Missouri-Columbia*, on August 26, 1967, to Dianna Sanders, at St. Louis, Missouri.

Michael Fitzsimmons, *San Francisco*, to Ja Vaughn on September 23, 1967, at Santa Cruz, California.

Bart Palmasino, *Southeastern Louisiana*, on August 11, 1967, to Pat Ballard at New Orleans, Louisiana.

Joey Gilner, *Southeastern Louisiana*, on June 17, 1967, to Kathy Macaluso, at New Orleans, Louisiana.

Bob Mulligan, *Southeastern Louisiana*, on September 2, 1967, to Pat Frerrage, at New Orleans, Louisiana.

O. Darryl White, *Southeastern Louisiana*, on August 4, 1967, to Patsy Chigoy, at Metairie, Louisiana.

Frank Carroll, *Miami-Florida*, on June 3, 1967, to Cheryl King, at Miami, Florida.

Donald Elliott, *Miami-Florida*, on May 31, 1967, to Dorothy Hall, at Miami, Florida.

Mike Nasco, *Miami-Florida*, on June 12, 1967, to Toni Canonic, at Miami, Florida.

John Peterson, *Miami-Florida*, on September 2, 1967, to Lillian Greinstein, at Miami, Florida.

Dan Sawyer, *Miami-Florida*, on June 24, 1967, to Linda Chmiel, at Hialeah, Florida.

Marc Watson, *Miami-Florida*, on June 11, 1967, to Sharon Clogman, at Miami Springs, Florida.

Steven N. Pierce, *Iowa*, on October 1, 1967, to Judy Ann Petersen, at Audubon, Iowa.

Paul H. Floyd, *Iowa*, on August 26, 1967, to Karen M. Black, at Elmhurst, Illinois.

James H. Blakeslee, *Indiana State*, on June 11, 1967, to Judith Banta, at Wayland, Indiana.

Steve C. Grelecki, *Indiana State*, on August 12, 1967, to Virginia Moore, at Hammond, Indiana.



DEAN FREDERICK AMLING, *Miami-Ohio*, examines one of the classrooms of the new College of Business Administration building at the University of Rhode Island.



CHAPTERS

RUTGERS—Beta Omicron

IN FURTHERING OUR traditional objective of usefulness to the school and community, Beta Omicron Chapter started last spring to give informative talks at many local high schools to incoming Rutgers freshmen. These talks were enthusiastically received by the principals and their interested students. This endeavor has met with such success and favor that we now intend to make it an annual chapter project.

Beta Omicron Chapter moved to a new location this semester, 116 Washington Street, Newark. We are now very favorably situated to the new Newark campus.

Thanks to the vigorous new spirit of the brotherhood and their hard work, our smoker attracted 25 prospective pledges. We were honored to have Grand President M. John Marko give an inspiring speech to the gathering. From this splendid turnout we have obtained 11 fine pledges.

In the interest of good student-faculty relations, we held a Faculty Day to which we invited all the Economics and Business instructors from the Newark campus. We had not only an impressive attendance of the faculty, but also strong student support. This event was so successful that it will probably become an annual affair.

Our professional chairman, Bob Hughes, has already provided us with an excellent speaker, Mr. Norman Belfi, a partner from the accounting firm of Arthur Andersen and Company. At least three more professional meetings, one with a representative from the FBI, will be held this semester.

Arrangements for a formal dinner dance to be held on November 11 at The Fountain in Belleville to commemorate Founders' Day and our chapter's 30th birthday have been made by Social Chairman Lou Bodian. One house party has already been held, and many other social activities, including a costume Halloween party, have been scheduled.

—DONALD T. INAMORATO

RUTGERS—Beta Rho

BETA RHO CHAPTER at Rutgers celebrated its 25th Anniversary on May 6 of this year. The occasion was marked with a dinner-dance held at Thomm's Restaurant in Newark, N.J. The affair was attended by the undergraduate brothers and their wives and dates, as well as many distinguished Alumni of Beta Rho Chapter. Heading the list of alumni were Brother M. John Marko, Grand President, and Brother Abraham Robertson who is one of the original founders of Beta Rho Chapter and was its first official member. The dinner-dance enabled the undergraduate brothers to get acquainted with the alumni and trace the 25 year progress of the fraternity. It also afforded the opportunity for Brother Marko to install the newly elected

officers of our chapter. Leading the chapter this year are: John Saporita, president; James Blaney, senior vice president; Vincent Pasquale, vice president; John Ward, secretary; William Brennan, treasurer; Philip Scibilia, historian; and Richard Buntele, chancellor.

Our spring initiation which was held in June proved to be a highly successful event; due to our aggressive recruitment program we were able to initiate ten new brothers into the fraternity. The new brothers are Frank J. Bergmann, Kenneth T. Chamberlain, Richard J. Cudd, George T. Jones, James E. Kiernan, Richard F. Lang, John C. Pelter, Joseph W. Ramsey, Joseph F. Strycharz and Daniel Talarsky.

Beta Rho Chapter is also very proud to welcome Roy Shephard and William Miller as our new chapter advisors, along with Mr. Bruce Steinmann, faculty advisor, and William Meyers our regional director. The Brothers of Beta Rho Chapter are all looking forward to the new school year with high hopes and are determined that it will be even more successful than last year.—

PHILIP SAITA

MARYLAND

THE UNIVERSITY of Maryland's Gamma Sigma Chapter has been very busy this past semester. The initiation of 17 new brothers and the swearing in of new officers has only been eclipsed by several important events throughout the chapter.

Congratulations to new brothers: Charley Barnes, Bob Birely, Russ Boley, Pete Braun, Dwight Chadbourn, and Mike Gruber. Also, Alan Herson, Issac Kaufman, John Lynch, Jerry Orndorff, Tracy Schmitz and Al Seivold. And Rich Pozner, Joe Walega, Mike Xillas, Steve Zweig, and Bob Taylor.

The new officers for the Fall semester include many new brothers as well as a number of the older brothers. Included are: President, Al Flax; Senior Vice President, Dwight Chadbourn; Public Relations Vice President, Pete Braun; Administrative Vice President (a new office in Gamma Sigma), Stan Book; Treasurer, Jim Cole. Corresponding Secretary will be handled by Rich Pozner; Recording Secretary, Mike Gruber; Chancellor, Nic Foster. Nic will have the reins again this semester to conduct meetings in his own inimitable style! The historian is John Lynch; C.P.O. Delegate, Alan Herson; Alternate to this link of the University's professional groups is Russ Boley. The Chapter recently joined the Free State political party on campus, and the delegate and alternate to this important membership are Mike Xillas and Ray Hertz.

Our past president, Marty Stein, recently celebrated the birth of a son, Steven Stuart. Our administrative Vice President, Stan Book, is also to be congratulated with an engagement announcement to Miss Andi Rosen. Again, congratulations to Stan Book for being initiated into Beta Alpha Psi. June 10 was a wedding date for past member Dave Van Asdlen and his bride, Sally Pritchard. Past President Stein again leads a list of important achievements, this time to *Who's Who of American Colleges* and Omicron Delta Epsilon, the economics honorary. Pete Braun was elected to Men's League Representative for the Senior Class. Ray Hertz is the C.P.O. Vice President. Treasurer of the C.P.O. is Steve Zweig.

Congratulations to all new members, new officers and award winners. The Gamma Sigma Chapter wishes all the brothers of Delta Sigma Pi a successful and prosperous year.



PICTURED HERE is a recent photograph of the members of Epsilon Kappa Chapter at Shepherd College, Shepherdstown, West Virginia.

ST. PETER'S

ZETA ETA CHAPTER at St. Peter's College began another active year when Brothers Marrano, Kennedy, and Somma made the trip down to Biloxi, Mississippi, to attend the 26th Grand Chapter Congress held last August. The trip proved both informative and helpful to all the Brothers.

Within the chapter itself, Brothers Joe Kelly, professional chairman, and Dave Bourgoin, social chairman, have worked hard to insure interesting programs in their respective areas. The professional program consists of important guest speakers in all phases of the business world, and tours, while the social program was highlighted by a Christmas party and many events undertaken jointly with other chapters.

On November 11, Zeta Eta Chapter, led by Brothers Moony, McCormack, and Sadowsky, travelled to Epsilon Pi Chapter at Monmouth College to defend the Alexander F. Makay Memorial Trophy in our second annual basketball game. The game was followed by a party for all the Brothers of both chapters. The Brothers of Zeta Eta Chapter also celebrated Founders' Day on November 6 at a dinner with Alpha Chapter at New York University.

All the Brothers, along with our newly elected officers, Tony Marrano, president; Dan Kennedy, senior vice president; Glenn Pallen, vice president; Tom Sheehy, treasurer; Bill Tulko, secretary; and Frank Fuino, chancellor, are working hard to make this a successful and rewarding year, hopefully resulting in another 100,000 point performance in the Chapter Efficiency Index.—GILBERT M. HOWLEY

MANHATTAN

ALTHOUGH NOT YET a year old, Zeta Chi Chapter, one of the newest members of Delta Sigma Pi, is making final arrangements for an unprecedented year in the business and social functions for the '67-'68 academic period at Manhattan College.

Elections were held on April 7 and we are happy to announce the newly elected brothers. They are: Michael Olds, president; Barry Watson, senior vice president; Steven Spittel, vice president; John Bianchi, chancellor; Rocco Di Domenico, secretary; William Hannon, treasurer; Hugh Divine, (a new brother) historian; and Ray Procopio and Dennis Fitzpatrick as Chapter Advisors.

While most of the brothers were working this summer, we still found time to get together for beach parties and especially for the weddings of two of our graduating brothers—Dennis Fitzpatrick and Steven Domenichetti. Our best wishes and congratulations go with them. As for five other brothers, the highlight of the Summer was the attendance of the Grand Chapter Congress at Biloxi, Mississippi. Zeta Chi Chapter's representatives, Mike Olds, Bill Bricker, Rocky Di Domenico, Barry Watson and Wally Brostowicz, found the Grand Chapter Congress an event that will long be remembered. Many of the other brothers look forward to attending the next one.

This year, Zeta Chi Chapter of Delta Sigma Pi, in order to foster an understanding and appreciation of Business in today's

society, has set up a program of guest speakers from industry who will speak on various topics relating to the world of commerce. There will be a minimum of one speaker a month, including a talk by the new Dean of our School of Business, Dean Robert Vissa, and a talk from a representative of the Four Roses Distilling Company.

Also, in order to present an accurate picture of business to various organizational groups on campus, Zeta Chi Chapter has inaugurated a series of "Round Table" discussions, the first to take place between the brothers of Zeta Chi Chapter and the newly formed on campus Knights of Columbus organization. Besides that, plans are also being made for a tour of the American Airlines Company.

On the social end, Zeta Chi Chapter is busily preparing for the Pledge Smoker to be held on October 11 and is also co-sponsoring a Halloween Dance that is to be held at the "42 Club." Zeta Chi Chapter has volunteered their services to run the raffle in association with the annual Business Man's Ball, slated for December 1. Right now, we are busy familiarizing prospective pledges with rushing procedures. So far we have 12 interested prospects and expect many more responses after the Pledge Smoker.

In closing, the brothers of Zeta Chi Chapter want to extend their best wishes and congratulations to Alpha Chapter on the occasion of their sixtieth anniversary. May you have a good fortune always!—PETER DOWNEY

RIDER

BETA XI CHAPTER opened its semester with an organizational meeting on Thursday, September 22, 1967. Meeting Don Hunt welcomed back the brothers from their summer of leisure! John Heher then told us of his experiences at the Grand Chapter Congress held this year in Biloxi, Mississippi. Together with Don Hunt, John informed us that a good time was held by all the representative brothers. The highlight of the Congress for these brothers was a picture taken of Harold V. Jacobs, the only living founder of our fraternity, flanked by our representatives John Heher and Don Hunt. At this meeting plans were also mapped out for rushing and pledging, professional meetings, and social functions. Reports on these are given below so that other chapters may learn what our chapter has been doing.

Two rush coffee hours were held in order to meet prospective brothers. They were well attended, with over 70 rushees present. At our first meeting, our guest of honor was Dr. Lawrence O. Ealy, vice-president of administration and himself a brother of Delta Sigma Pi. Dr. Ealy gave his audience a history of our chapter, and surprisingly enough many brothers learned things about the fraternity that were lost in the chambers of antiquity. Our speaker at the second rush meeting was Dr. John Allison, also a brother and head of the Department of Business Administration. His topic, "Marketing Research and Concepts," was heartily received by all present. There were also three professional meetings held as well as the regular business meetings.

We are happy to report that our Chapter

gave out 40 bids, and in return received 38 acceptances. With a five-week pledge season completed, we welcomed 38 new brothers on November 11, 1967. The initiation of the new brothers was celebrated by a party at the Holiday Inn in Bordentown, N.J. The affair could only be termed "wonderful," for a stupendous time was enjoyed by the brothers and their dates. A special word must be mentioned about the great job that was done by Rod Owens, our senior vice-president, as rushing and pledging chairman. For that matter, the entire committee deserves much credit for the job that was completed successfully.

Our Chapter has given you the highlights of our past semester, but as always we can't live in the past. This semester promises to be "the best ever" and it is evident that much support will be needed to be such. It is with anxious willingness that we strive to do better here at Rider College. Beta Xi Chapter wishes to all its brothers a very good year for you the individual, and for you the fraternity. Till later . . .—KENNETH O. HASSAN

PENNSYLVANIA STATE

ALPHA GAMMA CHAPTER has embarked upon a new school year under the leadership of new officers. They are Kenneth Robin, president; Donald Eyster, senior vice president; Jerry North, vice president, John Leavesly, secretary; James Schwab, social chairman, Robert Dapper, treasurer; Stephen McDonough, historian; and John Sebastian, Jr., Chapter Efficiency Index chairman.

Due to the late starting date of Fall term, Alpha Gamma Chapter has been able to hold but one meeting thus far. The meeting was the opening of our rushing program for the new term. Twenty-five rushees and the brotherhood attended and had the pleasure of hearing an address of another brother in Delta Sigma Pi, David McKinley, assistant dean of the College of Business Administration at our University. The Dean's address entitled "Problems of the Increased Student Enrollment in the College of Business Administration," was one of significant importance to the Chapter. He traced these problems through their various levels—legislative, college administration, faculty, and student. At the conclusion of his remarks, the Dean entertained many questions concerning particular problems peculiar to both the graduate and undergraduate levels.

Following the meeting, our Vice President reported to the Chapter the activities he was involved in as our delegate to the Grand Chapter Congress. Then, the President and he presented an informative program introducing the rushees to Delta Sigma Pi.

The current administration has held two executive meetings at which time several programs for the new school year were established. These programs include several chapter meetings and activities such as chapter sporting events, industrial tours, banquets, Founders' Day celebration and various pledge programs and service projects. Plans were also developed which will allow the Chapter to accomplish the initiation of our full quota and the attainment of 100,000 points in the Chapter Efficiency Index.

NEW YORK

ALPHA CHAPTER at New York University has begun the 1967-1968 school year with both a highly satisfactory pledge program and a successful slate of professional activities. Mr. Donald Lindsay, an officer of the Bowery Savings Bank, initiated our professional program with a talk on the opportunities in banking.

Once again Alpha Chapter has kept pace with its name on campus by retaining the Robert W. Kelly Memorial Scholarship Award. This award is given annually to the fraternity with the highest scholastic average on campus.

On November 6, we celebrated Founders' Day at the Top of the Park Restaurant. Many alumni, undergraduates and pledges were present to honor the fraternity, all of whom had an enjoyable evening. Alpha Chapter always looks forward to Founders' Day with a special interest as it is proud of its fraternal heritage.

Alpha Chapter is pleased with what it has accomplished in 1967, but looks forward with great enthusiasm to the 1968 academic year. We would also like to extend an invitation to all our brothers to feel free to visit our Fraternity House at any time.—LARRY G. CHIAGOURIS

C. W. POST

ZETA OMICRON CHAPTER at C. W. Post College started the Fall semester with the return of 14 graduates. Our newly elected President, Robert Jackson, has stimulated the chapter by his spirit, leadership ability, and determination to prove to the brothers that this year will be one of the finest yet.

This determination has already started to pay dividends. After a highly successful rush function, at the Great Neck Elks Club, we have pledged 6 men.

One of our brothers, Lawrence Lane, attended the Grand Chapter Congress in Biloxi, Mississippi. He has brought back to our chapter and has put into effect many excellent ideas that he picked up at the Grand Chapter Congress.

Plans for this school year include tours

of industrial centers as well as local concerns; four professional dinners; and a basketball game between the brothers and pledges.

We are looking forward with great anticipation to all the activities and events of this year and feel that this will be one of the most enjoyable and outstanding years of Zeta Omicron Chapter.—GEOFFREY WEINER

SUFFOLK

THE BROTHERS of Delta Psi Chapter would like to extend a warm welcome to all returning Brothers and alumni of the many chapters throughout the United States, Canada, and Mexico. A special greeting goes out to one of our newest chapters, Zeta Psi, at the State University of New York at Albany. I had the great honor of personally taking part in the formal initiation, and "I would like to congratulate the new Brothers on the tremendous job that they did in planning, organizing, and directing the massive inflow of Brothers throughout the New England and New York areas.

In attempting to further our chapter efficiency we have worked closely with the American Marketing Association and the Society for the Advancement of Management at Suffolk University. Currently, three of our Brothers have attained administrative positions on either one or the other of these two organizations. In A.M.A., Allan Finer is president and Frank Falcetta is the treasurer. Peter Pleshaw is the secretary of S.A.M. As the great saying goes, "Only in unity is there strength," and the combination of the leading business groups in any school certainly adds up to the greatest amount of strength and unity possible.

In September we had our first smoker of the year with a guest speaker from the Royal-Globe Insurance Companies. David G. Robinson, the assistant office manager from the companies' Boston office, spoke to us about a career in insurance. Insurance companies have a great deal to offer in the field of management and should seriously be considered when taking job interviews.

On October 11 we held our annual chapter dance to give prospective pledges a

chance to meet the Brothers on a social level. The dance was a great success and I'm sure that many of the potential pledges went home thinking that the eight weeks to follow would be one party after another. A pledge really doesn't appreciate pledging until the day his mother taps him on the shoulder, causing him to do a rapid about face and utter, "Yes Sir!"

The Brothers of Delta Psi Chapter extend to you best wishes for a most successful year.—HARRY M. BARASH

MONMOUTH

EPSILON PI CHAPTER at Monmouth College is experiencing a new concept in rushing. Open rushing as it is called, has both its advantages and disadvantages. Mainly, we are allowed to have as many rush and pledge programs as we want during a school year.

Brother Thomas Cobianni, senior vice president, has handled our first formal rush program successfully. His program was based on a professional level, within a social atmosphere. His final rush event consisted of a chicken dinner which was prepared by the "cooks" in the Brotherhood. The dinner was attended by rushees and our faculty brothers. General conversation and Delta Sigma Pi were discussed that evening.

At present we have five pledges who are learning the ideals of Brotherhood and Delta Sigma Pi through our pledge education program.

Epsilon Pi Chapter started its professional program with a speaker on mutual funds. The lecture, held at the college, was opened to the public. The turnout proved very successful, and comments were made as to the enjoyment of the program.

The Brotherhood celebrated Founders' Day at the fraternity house at 44 North Broadway, Long Branch. Faculty Brothers, their wives, and the parents of the Brothers were served coffee and cake in celebration. Also, the Brotherhood presented Brother Kenneth Loeffler, a business law professor, with a plaque and scroll for entrance into the Basketball Hall of Fame. Brother Loeffler received this recognition for coaching at Lafayette College.—MICHAEL S. PIERSON



THE NEWLY ELECTED officers of Beta Rho Chapter at Rutgers University are shown here with Grand President M. John Marko during the Chapter's 25th anniversary celebration. The officers are from left to right: Historian Phil Scibilia, Treasurer William Brennan, Secretary John Ward, Grand President Marko, President John Saporita, Senior Vice President James Blaney and Vice President Vincent Pasquale. Other officers and members admire the birthday cake which is shown on the right.

BOSTON U.

GAMMA CHAPTER continued some of its functions during the past summer months. A pool party was held last August at the Connecticut home of Mr. and Mrs. John Caldarella, parents of Brother John Jr. Almost all of the Brotherhood showed up, and enjoyed a relaxing, fun-filled day.

Once the new semester started, we found our Fall rush functions very successful, and were honored by the visit of Dr. Christ-Janner, the new president of Boston University, at one of our smokers. Soon thereafter, we installed 12 good men as pledges, double the amount from the previous semester.

Many professional programs have been scheduled for this year. The Professional Committee, under the fine direction of Brother Ergo Gonzales, has asked each brother for function suggestions. In this way, interest and attendance has notably increased. One such program evolved around the Federal Reserve System. After a film on the system, a lecture and question period was presented by Dr. Preston, who is a finance professor at the university, and our Chapter Advisor. On another occasion, Mr. John M. Barry, an account executive for Merrill Lynch, Pierce, Fenner and Smith, spoke to us in an informal discussion on the subject of investment clubs.

Our Founders' Day celebration was in the form of a buffet supper, on Saturday, November 4, in order that some of our alumni would be able to attend. The theme centered around the progress of Gamma Chapter, and Delta Sigma Pi as a whole.

On the sports scene, Gamma Chapter is proudly being recognized as a top contender in all intramural sports. We're not far away from obtaining our first trophy.

With many various activities planned, it's going to be a busy and exciting year.—ALLEN K. COBURN

GEORGETOWN

MU CHAPTER at Georgetown University has been engaged in the preparation of three professional functions given on November 7 and 8, 1967, and for February, 1968. The first professional function, starting November 8, a series of stock lectures sponsored by Delta Sigma Pi and Hirsch & Company, members of the New York Stock Exchange. These lectures were presented in weekly seminars dealing with the topics of technical analysis of stock trends, management of companies, defective inflation, the new issue markets, and mutual funds. Open to the public, this series of lectures should enlighten those owning securities as to the functions and obligations of stock company and corporate officials, while providing an insight into present and future stock trends. Our second professional function, held on November 7, was a lecture from the members of the Young Presidents' Club. The membership of this influential body consists of presidents of businesses and corporations who are under forty years of age. Their topic will be "Modern Business and the Young Man."

Commencing in February, 1968, Mu Chapter, the Finance Society, the Accounting Society, and the Society for the Advancement of Management will co-sponsor jointly with Dr. Harry P. Guenther, Dean of the School of Business Administration, Georgetown University, another series of four lectures concerned with the topic "Business-Government Relations." Speaking with Dean Guenther on the side of business will be Mr. Stieneger, Chairman of the Board and Chief Officer, Sinclair Oil Company. We are currently trying to get Dr. Trowbridge of the Department of Commerce to speak in behalf of the government. There should evolve from this confrontation of government and business views and functions a very interesting picture of business-government relations.

The Brothers will hold their Founders' Day celebration, commemorating the 60th anniversary of the founding of Delta Sigma Pi, at Brother Jeff Dunlop's house. Other upcoming social functions are our Homecoming Alumni Party on November 18, and our weekly Friday "Sour Hours." Consisting of informal and very informative talk about today's business world and the fraternity's part in it, the purpose of these gatherings with our faculty brothers is to improve our faculty-brother relations, while gaining a valuable perspective of current and future business trends.

Congratulations to Brother Dave Jacomet and Marcy Jacomet on the addition of twins to their family in March, 1967. Brother Dave is currently serving in the United States Air Force and is stationed in Texas. Another vote of congratulations goes to Brother John Devlin on his recent marriage.—JOHN KOCH

LASALLE

AT LaSALLE COLLEGE we are presently in the midst of our Fall pledge period with 10 undergraduates being led in their endeavours by Pledgemaster Ed Taulane. Ed is keeping them hard at work and they will undoubtedly make fine assets to the chapter and the fraternity when some, or all, join our ranks. We are also happy to have two faculty members pledging our chapter. Bro. Martin, F.S.C., vice president of student affairs, and Mr. Walter Kaiser, a leading member of the accounting department, are both being instructed in the fraternity's history and programs.

The Second Annual Father and Son Banquet has been the highlight of both the professional and the social programs this semester. The pledges and their fathers were also invited to the affair to promote greater insight for both father and pledge into the real makeup of our fraternity. Special guest speakers included Mel Brown, our eastern regional director; Mr. Carl Steiber, director of college relations for Sears, Roebuck and Co.; and Les Keiter, sports director for Philadelphia's own WFIL radio and television stations. Brothers Mike O'Malley, Len Sweda, and Bruce Mullen are to be congratulated on their efforts in producing such a fine affair.

Brother Tim Sullivan has once again provided an excellent, full program for the

brotherhood. Our program was led off by two fine speakers, Mr. James P. Dwyer, on advertising methods and importance, and Mr. Frank Healey, a government economist. We now look forward to a speaker from the personnel field, a Certified Public Accountant, a talk by Mr. C. C. Bridges, district manager of Procter and Gamble, and a tour of Campbell Soup.

Socially, Brother Mike Sablowski is also providing a full program for the brothers' enjoyment. A number of parties have already been held with our Halloween Party being the latest addition to the list. Many more are also scheduled, with the New Year's Eve Party promising to be a ball. Besides providing a social release for the brothers, brother and pledge participation in these events helps to further brotherhood in a relaxed atmosphere, as the pledges learn while also enjoying the festivities. This is, and so should be, the true purpose of our social program.

One last note from here.—Of the top 10 in the senior class of the School of Business Administration, five are Deltasigs! Brother Jim Knepp is first in the class with the other brothers close behind. Not bad for this little school in Philly. Good luck to all our brothers from Epsilon Sigma Chapter!—STEVE DARE

SAINT JOSEPH'S

ZETA PI CHAPTER at Saint Joseph's College accepted its professional program last semester with two lectures: on October 29, J. A. Livingston, noted economist and financial analyst, addressed the students offering his diagnosis of the present economic situation and Mr. Daniel DeLuca, professor of marketing here at the College, spoke on the current battle of business recruiters for college students.

Our field trips agenda was also well diversified giving us insight to retailing, wholesaling and the "big board." We toured Crown Cork and Seal Company and the New York Stock Exchange. We also attended management conferences at Gimbels Department Store, Crown Cork and Seal Company and Merrill Lynch, Pierce, Fenner & Smith Inc., investment bankers. The tour of the Stock Exchange and the conference that followed at Merrill Lynch were opened to and attended by non-Deltasig students and faculty.

This year, Zeta Pi Chapter is experimenting with pledging in both semesters: once in the Fall and again in the early Spring. In the Fall we rushed sophomores and juniors only, thus enabling us to work more constructively with a small group. Brother Ed Amrhein, pledgemaster, and his pledging committee did a fine job of designing a pledge program which emphasized education and involvement.

The program consisted of projects ranging from party and lecture planning to reading selected passages from Whyte's "The Organization Man." On December 8, we inducted seven talented student neophytes together with our honorary brother Mr. John B. Kelly, Jr. and faculty members Mr. Daniel DeLuca and Mr. Joseph Arndt, associate professors of accounting.—JOE FUSCALDO

SHEPHERD

EPSILON KAPPA CHAPTER at Shepherd College began its seventh year by receiving the first place award in the Chapter Efficiency Index at the Grand Chapter Congress in Biloxi, Mississippi on August 22-25. This is the third year that the chapter has achieved this honored and sought-for award. We hope to succeed again this year.

A well planned schedule of professional tours and speakers for the first semester has been outlined by our Professional Chairman, Bob Keesecker. On Thursday, October 12, the chapter toured the Victor Products Corporation in Hagerstown, Maryland, where the members saw how soft drink machines and refrigeration units are manufactured. On Friday and Saturday, November 17 and 18, the chapter took a professional tour to New York City. On Friday we toured the New York Stock Exchange, the McCann-Erickson, Inc. Advertising Agency, and the New York Life Insurance Company; on Saturday we toured the Consolidated Edison Energy Control Center and the Allied Chemical Corporation Exhibition Center in Times Square.

The chapter celebrated Founders' Day with a banquet and business meeting on Thursday, November 2, at the Shady Rest Motel in Marlow, West Virginia. Ben H. Wolfenberger, executive secretary of Delta Sigma Pi, was our honored guest. On Tuesday, November 7, Mr. William McCartin, vice president of the Noxell Corporation, spoke to the members on the subject of "The Role of the Accountant in the Age of the Modern Computer."

Congratulations to our newly initiated Brothers: Samuel Bennett, Richard Best, Ralph Charlton, Richard Crutchley, Walter Duke, Alan Grammar, Frank Jackson, Ronald Rockwell, and Thomas Sheley. We are sure that they will uphold the high standards of Delta Sigma Pi.

Congratulations also to Brothers Bob Keesecker and Dean Hoult and their wives on becoming parents during the summer months.

We are sorry to see our advisor, Jack Beccaris, leave Shepherd. However, he has accepted a position as economics professor at a junior college in Wilkes-Barre, Pa. We extend our best wishes to him in his new position. Mr. Mike Mullen has graciously accepted the position as our new faculty advisor. We are all looking forward to working with Mr. Mullen during the coming months.

Epsilon Kappa Chapter extends its congratulations to Dr. James Moler, director of educational field services at Shepherd, on his election as President of the Kiwanis International.

The Chapter intramural football team suffered its first casualty this year. Brother Skip Choate suffered a fractured cheek bone with caved-in sinuses. Luckily Brother Choate is now fully recovered.

Deltasigs at Shepherd hold prominent positions throughout the campus. Brother Brad Waldeck is President of the Junior class, Bob Keesecker is Treasurer of the Student Senate, Mike Welshans is Sergeant-at-Arms of the Student Senate, Tommy Thomas is

Senior class Senator, Frank McCraw is Senior class Treasurer, Karl Wolf is Editor-in-Chief of the college yearbook, and John Warnick is a member of the College Center Board.

Our alumni are forming an Alumni Club at Shepherd. Their constitution has been approved by The Central Office and their by-laws will become effective in February. They are hoping to elect their officers and begin operations early this year. We wish them much success in this important venture.

Many of Epsilon Kappa Chapter's alumni are making their mark in the business world. Ex-Presidents Don Pontius and Jim Stitely are enrolled in the graduate program of business administration at West Virginia University. Mike Sosslau is currently in the management trainee program at the Calvert Distilling Company in Baltimore, Maryland. Don Boggs is a claims adjuster for an insurance company in Massachusetts; Bill Brenner is with an accounting firm in York, Pennsylvania, and Cecil Arnold is managing the Arnold Equipment Company in Petersburg, West Virginia. The success of these Deltasigs, along with former graduates, speaks highly of the Division of Business Administration at Shepherd College.—FRANK MCCRAW and KARL WOLF

TEMPLE

THE OMEGA CHAPTER of Delta Sigma Pi, on September 17, installed their officers for the current year. The new officers are: President Dennis Murray; Vice President Chuck Stanford; Vice President Steve Moy; Secretary Dan Gallagher; Treasurer Vic Kolesnikoff; Historian Steve Markee; and Chancellor Ron Jarek. This new executive committee has much to accomplish if Omega Chapter is to assume the role as leader of the Eastern Region in the Chapter Efficiency Index.

A step toward this goal was taken on October 25, when 37 enthusiastic pledges were inducted and became the Fall pledge class of 1967, the largest class in 20 years. Our congratulations go to Rush Chairman Chuck Stanford for a job well done.

Socially, our four rush parties were a tremendous success. Events for November included our Founders' Day affair and Homecoming, which found our brothers building a float with the help of our sister sorority, Phi Gamma Nu Business Sorority. When we win, the sisters have promised a turkey dinner for Thanksgiving but in the event we somehow fail to place a Crow dinner will be the menu for the day.

Hand in hand with the social calendar is our professional program. Beginning in early October, the brothers of Omega Chapter along with the Society for the Advancement of Management will sponsor 11 speakers and three tours varying from industrial management to commercial advertising. Since the meetings are open to the public and campus community, we hope not only to generate enthusiasm among the brotherhood but to prospective members as well.—CHUCK STANFORD

STATE U. OF NEW YORK— Albany

ZETA PSI CHAPTER at SUNYA enthusiastically began its first full semester as a chapter of Delta Sigma Pi this Fall. After having won the first place trophy for earning the most money for charity at State Fair last semester, the Brothers were eager to see their prize on display in the Zeta Psi Chapter office of the new Business Administration Building. It seems that changes abound on the Albany campus, and their effects are felt by the Brotherhood. Dr. Carlock has been named acting dean of the School of Business. Dr. Cannon, former Zeta Psi Chapter advisor, has been named acting chairman of the accounting department, and a district director of Delta Sigma Pi. Mr. Zacharia Mathew has been selected as the Zeta Psi Chapter advisor.

In anticipation of initiation on December 9, nine men have been carrying out pledge activities, including the sale of stationery as a money-raising venture. The Brothers conducted Founders' Day ceremonies following a professional meeting at which Mr. John Shambo, business agent of IUE at General Electric, Schenectady, spoke on union-management relations. The Brothers have designated every second Wednesday as "dress-up" day. All Deltasigs sport a jacket and tie to project the professional image of our fraternity.

Now that we are nearing the end of our first semester, the Brothers can better appreciate what it means to be a Deltasig. We are looking forward to an equally rewarding year ahead, and wish the same to all Brothers of Delta Sigma Pi.—EDWARD J. CUNNIFF

GEORGIA STATE

THIS FALL QUARTER is considered by most Brothers to have been one of the best Kappa Chapter has had in many years. The quarter's activities commenced with our third annual faculty appreciation dinner and, as in the past two years, a Deltasig received the honor of outstanding faculty member of the year. This year it was presented to Professor Tommy P. Hall.

The Founders' Day celebration was held on November 4, 1967 at the Atlanta Biltmore Hotel and was one of the biggest successes Kappa Chapter has ever experienced. The evening was kicked off with a delicious meal in the company of our distinguished guests Grand President M. John Marko and Founder Harold V. Jacobs, who was accompanied by his wife, Rose. During the break between the dinner and a dance everyone was entertained by the pledges who presented a special skit for this occasion.

A new approach has been made to welcome our new brothers into our organization by honoring them with a dinner-dance after the formal initiation. The future for the rest of the year promises to be one of many accomplishments and Kappa Chapter would like at this time to challenge all chapters to earn their 100,000 points in the Chapter Efficiency Index early.—RON CHRISTOPHER

GEORGIA SOUTHERN

EPSILON CHI CHAPTER at Georgia Southern College had a very successful book drive for schools and libraries in Vietnam last quarter by accumulating 15,408 books for "Operation Textbook," which was sponsored by the student congress at Georgia Southern. Their project began with the idea of collecting a few books, but before they realized what was happening, they had to rent trucks and a warehouse for the books.

The book drive was under the guidance of our newly elected officers. They are as follows: President James A. McMasters, Charleston, South Carolina; Senior Vice President Robley S. Rigdon, Thomasville, Georgia; Vice President Tommy Whitten, Fitzgerald, Georgia; Treasurer Donald R. Peeples, Kingsland, Georgia; Secretary Joe Fincher, Culloden, Georgia; Historian Whitner W. Hankinson, Waynesboro, Georgia; and Chancellor Mike Brundage, Albany, Georgia.

Delta Sigma Pi was voted the "Most Outstanding Fraternity" at Georgia Southern during the school year of 1966-67. A few of our many activities were as follows: during homecoming, our float won First Place; Dr. Langdale, president of Georgia State College was our guest speaker during Business Week; during Fall quarter our pledge class consisted of 24 outstanding pledges; and the most friendly young lady on campus, Miss Judy Stevens, a french major from Brooklet, Georgia, is our current "Rose."—WHITNER W. HANKINSON

TAMPA

THE BROTHERS of Epsilon Rho Chapter take pride in announcing our new officers for the Fall 1967 semester: William Honrath, president; Pat Gispert, senior vice president; Stan Bagley, vice president; Paul Yander, secretary; Bob DiFelice, treasurer; Mickey Goff, chancellor; Steve Hill, historian; Alex McIlwain, ritual chairman; Paul Conway, social chairman; Norman Paeth, Deltasig correspondent; and Vincent R. D'Alessandro, Jr., Chapter Efficiency Index chairman.

Last May, our formal initiation banquet welcomed five new brothers into the fold: Garth Feeney, Paul Conway, Steve Hill, Terry Cannon, and Vince R. D'Alessandro, Jr. The gala event was held at the Hawaiian Village, and it gave all of us something to remember for quite some time to come.

Since the inception of this new Fall semester, we have been bidding our time conceiving of new ways in which to aid ourselves and the community. We are donating three baskets of food to three needy families in the Tampa Bay area for Thanksgiving. We are also involved in the organization of a Big Brothers' Day Picnic for orphaned children. Both events should be a huge success!

Epsilon Rho Chapter's primary "claim to fame" lies in the person of brother Pat Gispert, defensive halfback for the Spartans of Tampa U. who recently made a spectacular 66 yard touchdown run against the Paladins of Furman University. This was the cause for much celebration among our ranks!

This semester is a prosperous one in so far as pledging is concerned. Of 26 rushees, 20 were accepted as pledges. The rush party was chaperoned by Brother William Czewski, professor of business at Tampa and by Brother Norman Weir. A good time was had by all as many new acquaintances were made.

Tim Wagner, professional chairman, is doing a superb job in the execution of his official duties. Together with Brother Don Morris, Tim scheduled City of Tampa Mayor Dick Greco to devote some of his valuable time to speak to the brothers early in November. Mayor Greco is an alumnus of Tampa University.

Delta Sigma Pi will be represented in full force at the dedication of the new Tampa Stadium, at which time Tampa U. will square off against third ranked University of Tennessee. The contest promises to be quite a memorable event.

We wish, at this time, to extend our heart-felt congratulations to Joanne Morrel of Long Island, N.Y., Epsilon Rho Chapter's Rose of Deltasig. Needless to say, she will also represent Epsilon Rho Chapter in the homecoming queen contest on November 18, 1967. The popular consensus is that Tampa U's next homecoming queen will be the 1967-68 "Rose of Deltasig."—STEVE HILL

WAKE FOREST

GAMMA NU CHAPTER at Wake Forest University is now in full swing in both their professional and social activities. The Fall semester rush program began with a formal smoker, with guest speakers Professors Cage and Lewis, both of whom are new to the Wake Forest School of Business Administration this Fall. Nine neophytes are now taking part in the activities with the brothers.

Miss Karen Conger, sophomore coed from Charleston, West Virginia, and Gamma Nu Chapter's "Rose of Delta Sigma Pi," represented the fraternity in the Homecoming festivities in early November. The Deltasig house provided the scene for an after the game party.

The Deltasigs are quite proud of their program this semester, both professionally and socially. Brother Sam Safrit, a Wake Forest graduate of 1966 now serving as Product Development Director, conducted a tour of the Weeks Division of Hanes Hosiery Corporation in Winston-Salem. Following the tour, there was a discussion concerning business opportunities and what big business is looking for in the line of future employees. Also on the program were lectures by Mr. Long of Long, Haymes, and Carr Advertising and Public Relations, and by Mr. Jack Brantley, who spoke on real estate and land speculation.

The brothers have two combo parties and three house parties also on this Fall's agenda.

Gamma Nu Chapter's new president, James Mason, is tirelessly leading the Deltasigs toward the 100,000 mark in the Chapter Efficiency Index. Expectations are running high, and the Deltasigs look forward to a peak semester, both socially and professionally.—GREGORY S. BAXTER

NORTH CAROLINA

ALPHA LAMBDA CHAPTER began the fall semester with our annual work week. During this week, which preceded the beginning of classes, the brothers returned to the chapter house in order to make needed repairs and to remodel several rooms. Through the hard work of all the brothers, the chapter house was ready for occupancy and fall football games by the beginning of classes.

The end of September found the brothers hastily making preparations for Fall rush. After three nights of meeting the rushees Alpha Lambda Chapter inducted nine pledges. This will be of great importance to the chapter, because a large number of seniors graduated this past spring.

The professional program of Alpha Lambda is already progressing at a rapid rate. The brothers and pledges will attend three professional activities this semester. This program is varied, in that it consists of dinner meetings with guest speakers from the faculty and business world, professional tours, and guest speakers at several chapter business meetings. In addition to the above activities, Alpha Lambda Chapter also sponsors a party for faculty members in business and commerce.

Alpha Lambda Chapter will also enjoy an interesting social program this semester. The brothers will have combo parties after four home football games plus a hayride after the fifth home football game. "Rose" weekend also promises to be one of the best in several years.

The brothers of Alpha Lambda Chapter would like to extend their congratulations to three brothers who were married over this past summer: Blaine Hawkins, Ron Barden, and Tom Hyatt. We would also like to extend our heartiest congratulations to Brother Ed Gregory on his recent engagement.



FOUNDER HAROLD V. JACOBS is shown here addressing the members and guests during the 60th Founder's Day celebration recently held in Atlanta, Georgia by Kappa Chapter and the Atlanta Alumni Club.

FLORIDA ATLANTIC

A YEAR AGO Florida Atlantic was honored by having a chapter of Delta Sigma Pi installed on its campus. During the year that followed, Zeta Phi Chapter distinguished itself in many areas and became well respected as an organization of leadership and endeavor. The year that has just begun has already proven to be especially challenging (the State of Florida has adopted the quarter system for its universities) but Zeta Phi Chapter will also prove to be ready for the test.

Elected officers for the summer and fall terms were: President Craig Barker; Senior Vice President Joe Roberts; Vice President Chuck Bucy; Secretary Jim Pittard; Treasurer Bill Lupton; Chancellor Frank Crider; and Historian Henry Cole.

The summer of 1967 did not interrupt the activities of Zeta Phi Chapter as the brothers elected to remain active during this period. On July 14 our Chapter sponsored a fund raising beach party which was the high point of the summer, not only for the Brothers, but for the entire student body as well.

Our Fall rush program consisted of three smokers, the last of these being a formal smoker held at a local restaurant. Twenty-two students were chosen from over 35 applicants. The pledge period extends from October 10 through November 10. Our formal initiation was held on November 11.

A well rounded professional program has included representatives from the Bell Telephone System and an investment organization. A tour to the National Bohemian Brewery in Miami is scheduled for November 4 and other local businessmen will make presentations before the end of the present term.

In school service projects we once again led in contributions (helped by our pledges) by manning the polls for the recent Student Government general elections. In addition, brothers and pledges recently placed 40,000 square feet of sod (much needed in our campus where sand is more than plentiful).

For recreation we held another fund raising, successful beach party on October 28 just before the arctic weather set in.

Best wishes to all from Zeta Phi Chapter.
—JOSE CARBIA

FLORIDA

BETA ETA CHAPTER at the University of Florida is well on its way in reaching its goals of increasing chapter morale and achievement. Beginning at the very foundation, our executive committee helped in revising the chapter by-laws, and has pushed new financial strength into our organization.

Now that we have the resources with which to work, Beta Eta Chapter has succeeded in organizing various committees to ensure that chapter goals are accomplished.

Already we have completed a plant trip to Food Fair and Atlantic Coast Line Railroad in Jacksonville, Florida. Soon we will visit the Schlitz distilling plant in Tampa. Football block seating is in effect for our chapter—for the first time, to our knowledge. Pledge-brother football games have been played to promote unity and morale; and



SHOWN HERE AT a recent professional meeting at Zeta Phi Chapter at Florida Atlantic University are from left to right: President Craig Barker, Paul Malone, district manager of Southern Bell Telephone and Telegraph Company and Bob McCabe, assistant cashier of the Boca Raton National Bank.

many more are scheduled. Sports activities also include our enrollment in interfraternity athletics. We are now entering volley-ball finals.

Pledges are encouraged to participate in many of our events and have shown much enthusiasm in sports activities as well as plant trips. Presently we are planning for Homecoming Activities by entering a float in the Homecoming Parade. This is another pledge-brother joint project. Chapter rolls have been updated in order that the final phase of our goal, alumni contact and participation, may be reached. A Beta Eta Chapter Newsletter is also planned.

The Brothers of Beta Eta Chapter realistically expect to achieve our goals and earn 100,000 points in the Chapter Efficiency Index as well.—ELLIOTT W. PRENNER

TENNESSEE

ALPHA ZETA has just undertaken a massive reorganization. After a period of relative inactivity, the chapter has eliminated all inactive members from its roll. The officers for the current year have formed a nucleus from which the chapter will be rebuilt. These officers are Bill Bozeman, president; Dave Forsten, senior vice president; Ted Briggs, vice president; Wally Hammel, secretary; Bruce Cory, treasurer; Clark Brandon, chancellor; Carl Maples, historian; and Jamile Shibley, chapter efficiency index chairman.

Fall rush was held in late October, just two days after a visit from Executive Secretary Ben Wolfenberger. Rush was very successful, and as a result, the chapter is expected to double in size.

Alpha Zeta Chapter is very proud to announce the selection of its "Rose of Delta-sig" for 1968—Miss Shirley Griggs of Nashville, Tennessee. In addition to her many other honors, Shirley was "Miss Nashville, 1967", and was a finalist in the

national college queen contest for 1967.

The main goal for this year is the attainment of the maximum 100,000 points in the Chapter Efficiency Index. Fall quarter was full of activities including many professional meetings.

Hopefully in the next issue of this magazine we will be able to report another increase in size and a successful attainments of our goals.—CARL MAPLES

EAST CAROLINA

DELTA ZETA CHAPTER, now in its twelfth year at East Carolina University, plans to make this year the best ever, and we are already hard at work on this goal. During rush at the beginning of Fall quarter Dr. Knipe, an economics professor, spoke on U.S. monetary policy and Mr. Englebrecht, an alumnus of Delta Zeta Chapter, spoke on the merits of brotherhood. At the end of the rush eight rushees were inducted as pledges.

On October 20 the brothers and pledges went to Washington where we toured the Bureau of Engraving and Printing, the FBI, and Goddard Space Flight Center where we heard a speech on computer applications of management programs.

Homecoming on October 27 was a big event for the fraternity. We enjoyed building our float and getting dressed in gala costumes to march in the mardi gras-type parade. Many of our alumni were here for the festivities.

Upcoming activities include tours to the Wachovia Services Processing Center in Greenville, N.C., and IBM in the Research Triangle in Raleigh, N.C., hosting the annual CPA banquet, a visit by Brother Ben Wolfenberger, and our annual Christmas party for underprivileged children. Founders' Day was celebrated in conjunction with the initiation of the Fall quarter pledge class.—DOUGLAS GLASS

GEORGIA

PI CHAPTER at the University of Georgia had a very profitable Fall rush period, as we pledged 10 of the best students in the School of Commerce. Our rush and pledging program was highlighted by the Fall smoker. Guest speaker was Wallace Pate, an alumni brother who owns a C.P.A. firm in Atlanta. His talk on the purpose and advantages of Delta Sigma Pi was most interesting.

The Brothers are in the process of remodeling the house. The work is proceeding quite well, and everyone is looking forward to its completion. Also, plans have been made to purchase new furniture with the aid of generous donations made by several of the alumni brothers.

The fraternity has several field trips planned for the quarter. Among those on the agenda are tours through Carling Brewing Company and Foote & Davies in Atlanta.

Highlighting the social activities for the quarter was the crowning of the "Rose of Deltasig" at the "Rose" dance on November 28. An excellent band, and a delightful evening of entertainment was enjoyed by all.

Pi Chapter is looking forward to a strong and successful year and with the help of every Brother we are sure of obtaining our goal.—DAVE CONGER

FLORIDA STATE

BEST ALL AROUND is undoubtedly the way to describe Gamma Lambda Chapter at Florida State University. Our list of accomplishments during the past year are definitely going to be matched again this year. Under the direction of our new officers we are again looking forward to another 100,000 points in the Chapter Efficiency Index.

Several leading businessmen will be giving interesting talks to the chapter this quarter. Tom Lumbra, our professional chairman, is in the process of arranging these presentations. The chapter is going on a professional field trip to the Tampa-St. Petersburg area. Brother Wayne Shoupe has scheduled meetings and tours with Anheuser-Bush, Inc., Sperry-Microwave, Hava-Tampa Cigar Company, and American Can Company. We hope the trip will prove to be very rewarding and educational as was the trip to Atlanta last January. This year Delta Sigma Pi sponsored the business school student-faculty reception. The program gave the students a chance to chat with the faculty members (many of whom are Deltasigs) informally about many facets of college life and business ethics.

Under the leadership of Brother J. D. Ayscue, Gamma Lambda Chapter will once again have a well rounded athletic program. Our intramural football team hopes to have another winning season with its versatile backs and pass-catching linemen leading the way to the end zone. Brother Ayscue is also in charge of our annual sock sale—our big money making project this quarter.

Nineteen fine and worthy young men were given pledge pins this quarter. The brothers hope these pledges can live up to the accomplishments of their predecessors

and in so doing may be initiated into the brotherhood of Delta Sigma Pi on December 2, 1967.

For the second straight year, Gamma Lambda Chapter has received first prize ("Best All Around") in the homecoming float competition. The brothers extend a worthy thanks to Bill Collins, our float chairman, and the sisters of Alpha Gamma Delta Sorority for the enthusiastic work done on our float.

We held a dance for our Founders' Day celebration on November 11.

Unity and determination describe the high caliber men of Gamma Lambda Chapter and through the cooperation of all brothers we are well on our way to again distinguish ourselves as the number one chapter in the nation.—ARTHUR J. CLEMENS

EAST TENNESSEE STATE

DELTA XI CHAPTER of East Tennessee State, receiving honorable mention last year, is looking forward to obtaining 100,000 points in the Chapter Efficiency Index this year. Our professional program which was weak last year has been stepped up to include November "Computer Week" in conjunction with local businesses, which operate computers, and the University. During the week of November 13-17, experts demonstrated and explained the uses of computers in their own businesses.

Shortly after the quarter started, President Roger Keys set the officers and members to work to revise the Chapter Bylaws to be approved by The Central Office.

Our Founders' Day celebration on November 5 was followed on November 10 with a Theme party. In addition to these annual events we have established the tradition of carrying our banner to football games, having coke breaks with the faculty periodically, and using the "Little Brother" system. In order to complete our Alumni File we have corresponded with our alumni and have received corrected addresses for many of them.

Rush this Fall was climaxed with a reception at the home of Dr. Travis Kirkland, Dean of the College of Business at East Tennessee State. We would like to thank Dr. Kirkland again for his efforts in our behalf. St. John's Episcopal Church was the site of our Fall pledging ceremony on October 15. Fifteen fine pledges have begun their pledge education and we are very pleased with their progress. They challenged the Brothers to a football game on November 12 which proved to be very interesting. Formal initiation is scheduled in January, shortly after the Christmas Holidays.

We wish all of our Brothers success in their own chapters this year.—LARRY D. SPENCE

MIAMI—Florida

BETA OMEGA CHAPTER, now in its 19th year, still continues to be the University of Miami's most active professional fraternity. We are especially proud of obtaining first place again in the Chapter Efficiency Index.

The new officers elected for the Fall Semester are: President, Neal Alper; Sr. Vice President, Bob Harris; Vice President,

Derick Elder; Secretary, John Piznak; Treasurer, Bill Rubenstein; and Chancellor, Bob Friedbauer.

We are very sad to have one of our faculty advisors, Dr. Barry Hersker, leave the University. He is presently associated with Florida Atlantic University, Boca Raton. We know that he will continue to contribute to Delta Sigma Pi with the newly chartered Zeta Phi Chapter. We of Beta Omega Chapter wish him much success in his new academic career at Florida Atlantic University.

Beta Omega Chapter has three of its recent graduates in the University's School of Law. They are: Brothers Seymour Zager, Marc Watson, and Rick Knee. We are especially proud of our "Rose" queen, Patti Fournier, as she, too, is attending the School of Law. Brother Judah Ever just received his MBA from the University's Graduate School of Business Administration and is teaching at the University, along with being a junior accountant with Arthur Andersen and Company.

Founders' Day was jointly celebrated with our Brothers from Zeta Phi Chapter. A tour of the National Bohemian Brewery and party highlighted with a cake added to our enjoyment of Founders' Day.

Zeta Phi Chapter and Beta Omega Chapter again joined ranks and celebrated jointly our chapter birthdays on December 2. A huge cake with 20 candles, 19 for Beta Omega Chapter and one for Zeta Phi Chapter, was the highlight of the party.

Beta Omega Chapter had a most rewarding initiation Dinner at The Playboy Club on December 10. Thirty-three pledges, one honorary member, and one faculty member were initiated. Harold V. Jacobs, one of the four Founders, related the history of Delta Sigma Pi to the new Brothers. Ralph Polston, U.S. Senator from Florida, was our guest speaker.

With strong fellowship, and high scholastic and professional purposes, we of Beta Omega Chapter look forward to a continuous and successful year and wish the Brothers of Delta Sigma Pi a healthy and prosperous year.—DAVID N. VROOMAN



BETA GAMMA CHAPTER President and Mrs. Thomas F. Jones, on the left, welcome Brother and Mrs. James F. Kane, dean of the College of Business Administration to the chapter house. Greeting Mrs. Kane is Roberts Vaux, vice president of the chapter.

SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina began its fall semester with two professional meetings. The first meeting featured Brother Henry O. Garvin, group supervisor of the field audit of the Internal Revenue Service. He spoke on settling disputes with the Internal Revenue Service and also furnished us with the official bulletin from the IRS in answer to the recent article in *Reader's Digest*.

Mr. George Murphy of the State Health Education Information Department was the guest speaker at our second meeting. Mr. Murphy spoke to us on health education in the state and possible careers in the public health field.

The highlight of this semester was the tea given for Brother James F. Kane, new dean of the College of Business Administration. The reception was held in the home of the President of the University, Dr. and Mrs. Thomas F. Jones. Brother Kane was the Executive Secretary of the American Association of Collegiate Schools of Business and a charter member of Delta Tau Chapter at Indiana State.—WALTER R. KRAUS



BROTHER JAMES F. KANE, center, new dean of the College of Business Administration at the University of South Carolina poses here with the officers of Beta Gamma Chapter. The officers are from left to right: Historian Reed Kraus, Vice President Tom Kelly, President Graham Hill, Dean Kane, Senior Vice President Roberts Vaux, Treasurer Robert Tyler and Chancellor Rodney Moss.

KENT STATE

BETA PI CHAPTER at Kent State University is looking forward to the new academic year. The Founders' Day Banquet scheduled for November 7 will be open to the chapter alumni and the university professors in the College of Business as well as the new pledges and, of course, the members of the chapter.

The Fall rush program resulted in the induction of 18 new pledges which was the largest pledge class in Beta Pi Chapter history, as well as being the largest on campus.

Last Spring quarter saw the Leadership Award go to Brother Bruce Colbow, while President James Mikoy won the Brotherhood Award. Also during this quarter the fraternity academic average, a 2.56, exceeded the overall men's average and also

the overall fraternity average. Beta Pi Chapter won several trophies in Rowboat Regatta and Penny Carnival.

The social program for the Fall quarter includes several parties. These include rush parties, open houses and general parties for the brotherhood and pledges. The professional program for the Fall quarter consists of two planned field trips and numerous guest speakers.

Through hard work and careful planning, Beta Pi Chapter is certain that it can attain 100,000 points in the Chapter Efficiency Index. The Brothers are extremely grateful for the excellent aid given to them by the alumni of Beta Pi Chapter and are certain that through a cooperative effort on behalf of both parties, Beta Pi Chapter of Delta Sigma Pi will remain the best fraternity on the campus of Kent State University.—DAVID H. GREEN

MIAMI—Ohio

THE BROTHERS OF Alpha Upsilon Chapter would like to congratulate our "Rose of Deltasig" for placing third in the national contest.

For the second consecutive year Alpha Upsilon Chapter gathered 100,000 points in the Chapter Efficiency Index. Hopes are high for making it three in a row.

The Brothers sponsored a very successful concession stand during the recent campus Greek Week. The project was undertaken to increase the activities fund so that we might have an extended professional program this year.

We are all proud of Alpha Upsilon Chapter for its high representation on the University's Dean List. Sixty per cent of the Brothers made the list with an over all grade average of 2.94 for the entire Chapter.

On October 11, pledging took place at The Central Office. The fall pledge class consisted of 10 underclassmen.—JOHN A. KAUPISCH

ITHACA

DELTA LAMBDA CHAPTER started off the academic year with a rather unsuccessful dance owing to a marked lack of interest among the Ithaca College student body. However, the rest of the school year is sure to provide the brothers with profitable and exciting activities. Our Professional Chairman Pat Cannon, is very active at the moment arranging numerous trips and speakers for our enjoyment. On his list are such companies as IBM, New York Gas and Electric, and others. We are all looking forward to a very informative professional year under Pat's capable direction.

Under the heading of social activities, the brothers of Delta Lambda Chapter are equally as active. We again sponsored and organized Parents Weekend; the large turnout and varied activities certainly gave the parents a good idea of what Ithaca College is.

This year will be the first time that Ithaca College has a Winter Weekend. The burden of running this whole weekend of dancing and big name entertainment falls on all of us here in Delta Sigma Pi. We are working

very hard to make it a big success for Ithaca College. Plans are as of yet tentative and a full report will appear in the next issue of The DELTASIG.

On November 7 we once again celebrated Founders' Day at the Coddington Restaurant. All alumni and honorary members of Delta Lambda Chapter were invited and we had a very enjoyable time commemorating our founding.

Fall Weekend arrived soon enough and we had a lodge party and banquet. All alumni were cordially invited and we enjoyed seeing some of our graduated brothers for a very exciting weekend.

Pledging is now in full swing. Owing to a very limited choice of candidates, we only had three pledges, but they were a very fine group and we welcome them into the Fraternity.

Brothers Bob Arenstein, Ira Kent, and Dave Epstein would like to take this opportunity to extend their appreciation to the brothers of Gamma Chapter at Boston University and Zeta Chi Chapter at Albany State for their kind hospitality while they were visiting them.

Officers for this year are: President, Thomas O. Pandick; Senior Vice President, David Suss; Vice President, Alan Bernstein; Secretary, Ira Kent; Treasurer, David Epstein; Historian, Robert D. Arenstein; and Chancellor, Donald Wilson.—ROBERT D. ARENSTEIN

WEST LIBERTY STATE

DELTA OMEGA CHAPTER continued its activities through the summer months with its annual summer picnic. The event was held at the Bethany Recreation Center in Bethany, West Virginia.

At the beginning of the school year, Frank L. Maus, director of management development and training at Weirton Steel Company, spoke to the Brothers on "The Social Significance of Business Ethics." In November, William Gallagher spoke on "Professional Dress for the Businessman."

Presently, we are working on plans for our semester break tour for February. The professional tour this year will possibly be to Washington, D.C. We have 24 pledges in our first semester pledge class.

Delta Omega Chapter was well represented in the homecoming parade this year. We invited the Jefferson Union High School Band, from Richmond, Ohio, to represent us. The majorettes carried Delta Sigma Pi banners and flags. The bass horns had the three Greek letters of Delta Sigma Pi attached to them. The theme of our float was "How to Succeed in Business Without Really Trying." Ed Langer, our district representative from Pittsburgh, Pennsylvania, was in the parade along with our officers. Our candidate for homecoming queen, Miss Linda Porter, was also in the parade.

Officers for this year are Doug Paisley, president; Keith McMahon, senior vice president; Toby Jeffers, vice president; William Lucas, secretary; John Sobota, treasurer; John Stavovy, historian; and Tom Ososki, chancellor.

I wish all of the chapters a very successful year.—THOMAS C. ROBERTSON

KENTUCKY

ETA CHAPTER at the University of Kentucky recently visited the Office Products Division of International Business Machines located in Lexington. The October 10 tour included both production and management in the division. A lengthy discussion with IBM management concluded the morning with valuable insight into management techniques.

The Brothers of the chapter are currently engaged with the administration of the College of Business and Economics in planning for the first business week to be held at the University. The event will include various professional presentations, as well as the annual spring banquet.

Among many new additions to the college faculty Eta Chapter was particularly pleased to greet Dr. D. L. Richards, former faculty advisor to Alpha Beta Chapter, Missouri. Dr. Richards presented an outline of Alpha Beta Chapter's activities at the September 18 meeting of Eta Chapter. The discussion was both interesting and instructive, indicating many new directions for Eta Chapter.—JAMES FUGITTE

BALL STATE

EPSILON XI CHAPTER at Ball State University is currently selling discount theater tickets. This project in the past has proven to be a money maker for the fraternity and good business for local theaters.

At our meetings thus far this year, we have heard two interesting and informative speeches; one concerned "Grocery Retailing and Warehousing," and the other, "The CPA's Responsibilities to Third Parties." At our first meeting President Kruczec announced that we again attained 100,000 points in the Chapter Efficiency Index. We are striving to match this accomplishment in 1968.

We also received word recently that Brother Denny Swackhamer of Epsilon Xi Chapter has been named to *Who's Who in American Colleges*. Brother Swackhamer is a senior from Frankfort, Indiana.

Epsilon Xi Chapter participated in homecoming this year with a decorated car in the homecoming parade. At a coffee hour later in the afternoon, we entertained Ball State's Deltasig alums.

Plans have been made for our winter dinner-dance when pledges are initiated. It will be held December 9 at the Club Olympia in Fort Wayne.—JOHN D. SIMON

WESTERN KENTUCKY

ZETA THETA CHAPTER started off the fall semester with one of its best accomplishments since its beginning. The Deltasigs at Western published a 16 page pamphlet describing job opportunities in the field of business. The articles, consisting of a brief account of the history, the opportunities, and the challenges in each field of business offered by the College of Commerce, were written by a professor in each field. Brother, and dean of the College of Commerce, Dr. William M. Jenkins contributed the preface and praised the book highly. The pamphlets will be distributed to incoming freshmen, to every high school throughout the state of

Kentucky, and to junior achievers who are visiting the campus. Success of the pamphlet was so good that additional copies have been requested.

On December 11, 12 neophytes were initiated into our brotherhood. This was a very outstanding and successful pledge class. We are proud to have them among us.

Our professional program has not been neglected. We have had several interesting speakers this semester and are awaiting more. Professional tours are being planned for the winter months ahead.

Our social committee has done a marvelous job this semester. Highlighting our social program was our Founders' Day dinner. Other events included a Homecoming dinner and dance, two smokers, a dance for rushees, a golf tournament and a Christmas dance. This is not including the many informal get togethers of the brothers.

Deltasigs continue to be prominent on campus and it is apparent that we are once again on the road to a very successful year.—LANNY LLOYD



DELTA TAU CHAPTER President Marv Elbaum is shown here presenting Past President Gary Schomer with the outstanding senior award for 1966-67 while Brother Paul Muse, dean of the School of Business listens in.

PITTSBURGH

LAMBDA CHAPTER'S 1967 Community Awareness Award was presented to Lt. Robert P. Henzler, commanding officer, Youth Division of the City of Pittsburgh Police Department in recognition for his service to the Pittsburgh community. Attending the dinner in honor of Lt. Henzler were Grand President, M. John Marko, Safety Director David W. Craig, Brothers and guests.

At our last initiation ten men were welcomed into Delta Sigma Pi. They are: Harry Frenchek, Don Kersten, Sandy Weintraub, Chuck Moekle, Ray Jensen, Jim Carr, Larry Wildi, Mike Harvey, Otto Szabo, and Ed Anthony.

Mr. Bernard P. Koperek, director of Development and Alumni Affairs at the University of Pittsburgh attended our fall rushing smoker. Rushees and Lambda Chapter members joined in an animated discussion following Mr. Koperek's speech concerning the collection and distribution of Alumni funds. The rushees were then given information on the history, activities, and purpose of Delta Sigma Pi by Tom Bombich, past president of Lambda Chapter, Advisor Dr. J. Horgan and District Director Ed Langer. Helping the rushees get acquainted were Advisor R. G. Allhouse, Rudy Tarabak, treasurer and Dave Lambert, secretary.

The Brothers of Lambda Chapter were invited by the Pittsburgh Alumni Club in November to celebrate Founders' Day at the Holiday House. Mayor Alex Jaffurs of Wilkesburg, was our guest speaker. Herbert W. Finney, director of alumni activities, Pittsburgh Alumni Club President, Ed Munford, and Lew Cochran, Lambda Chapter president, welcomed many guests and Deltasigs.—PAUL F. CRONIN

ROCHESTER TECH

EPSILON LAMBDA CHAPTER at Rochester Institute of Technology recently held its first Fall professional event. A seminar discussing "Estate Planning" was enthusiastically enjoyed by the Brothers and other members of the College. We believe this was the first of many successful professional events to come in the near future.

The Brothers of the chapter are presently preparing for our annual "Rose of Deltasig" weekend held in November. Among our activities are a professional event, a school dance, raffle, and "Rose" dance. Much interest and hard work has been displayed in making this a most successful weekend. This is the highlight of our fraternal school year and we believe our "Rose" Queen will be a candidate in the national selection of the "Rose of Deltasig." Epsilon Lambda Chapter's Fall pledge class is regarded as one of our largest, with great potential. We hope they will become Deltasigs in the near future and help us achieve 100,000 points in the Chapter Efficiency Index.—JAMES R. DAVIES

DAYTON

EPSILON TAU CHAPTER at the University of Dayton has recently been invited by the School of Business Administration and the Dayton *Daily News* to partake in an extensive industrial research program to be held in the Miami Valley area of Southwestern Ohio. The information gathered from various predetermined business concerns will be used by the Dayton *Daily News* in a statistical report which will be used to measure the labor turnover in the Dayton area. Although the project requires a substantial amount of time and effort on the part of the brothers and pledges, such an undertaking will prove to be an enormous asset in the future.

Our fifth annual Homecoming flower sale which was held during the week of October 15 was perhaps the best and most profitable ever held here at Epsilon Tau Chapter.

The professional spotlight has been highlighted thus far this semester by very informative talks by Mr. Leo Grischy of the Winters National Bank, and Mr. Leo J. Nartker, a statistical analyst from Delco Products in Dayton. On December 8, Brother Joe Kuritar scheduled a movie and tour of the Standard Register Company.

Currently, we have a total of seven pledges. The pledge class is held intact through the efforts of pledge president Randy Williams. Even though they are relatively few in number, their enthusiasm and progress have been quite impressive.

In conclusion, we the brothers of Epsilon Tau Chapter, extend to all Deltasigs every success and happiness for the current new year.—DANIEL J. PURCELL

INDIANA STATE

DELTA TAU CHAPTER began its Fall program with a professional meeting on September 28. The guest speaker, Mr. Edward Wormser, state program coordinator and member of the Terre Haute Jaycees, discussed his duties as a state official and the benefits which may be derived from being a member of the Jaycees.

Our rush program, under the guidance of Vice President Mike Touhey, began with an informal meeting on October 10. Two formal meetings followed with Mr. Virgil Morris of the International Laborers Union and Mr. Knox Pitts of Computer Service as guest speakers. Special guests at the last meeting included members of Phi Gamma Nu sorority, St-Mary-of-the-Woods College. All of our rush functions were well attended, and we hope to initiate 17 men on December 10. Our combined initiation with Eastern Illinois last year was very successful, and other ceremonies of this type possibly shall be presented this year.

Delta Tau Chapter was represented by a car in this year's homecoming parade, and a coffee hour was held in observance of Delta Tau Chapter's birthday. We are proud of our record of having attained 100,000 points on the Chapter Efficiency Index in seven of our eight years, and we hope to improve on this record in future years.—JOHN FISHBACK

OHIO STATE

NU CHAPTER at Ohio State University is planning to better its own successful record of last year. Chapter house renovation, the professional program, and Founders' Day preparations are progressing quite well; projects concerning faculty relations, alumni activities, and inter-chapter communication are being planned.

The brothers of Nu Chapter feel that some kind of competition between chapters strengthens the fraternal spirit just as competition between firms strengthens the national economy. To initiate this competition we of Nu Chapter wish to publicly propose a wager to our nearby brothers of Beta Pi Chapter at Kent State University.

We contend that the total number of points gained in the 1968 Chapter Efficiency

Index tally by Nu Chapter will be greater than that of Beta Pi Chapter. With regard to the stakes, we propose that a group of brothers, including at least three officers, from the defeated chapter visit the victorious chapter and serenade the members with a medley of Christmas Carols. The president shall perform a solo arrangement of the "Rose of Deltasig." We hope to hear from you soon.

The brothers of Nu Chapter are pleased also to invite any brother or alumni in the area to visit us and see the active steps we are taking to fulfill, to the best of our ability, the purpose of Delta Sigma Pi.—GEORGE G. LINDSEY

CINCINNATI

ALPHA THETA CHAPTER at the University of Cincinnati started the school year with a very successful Fall rush. We gained 30 pledges which is a record number for our chapter, showing promise of better things to come.

Our Delta Dames sponsored our annual Founders' Day dance on November 11 which was held at the Hartwell Country Club. We had a large turnout as usual and the Undergraduate-Alumni Contest was again in effect.

Our biggest social event of the year, the "Rose" dance, is being held on January 13. This year we are having it in the Georgian Ballroom near the university's campus, where Sue Oskochil will be giving the crown to a new queen to be crowned the "Rose of Delta Sigma Pi." We all eagerly await this event and strive to make it "the big dance on campus."

During the Fall quarter we have had several good tours and fine speakers. One in particular was a tour through the Cincinnati Milling Machine Company where we were treated to a dinner and a very rewarding tour. The rushees were invited along on this tour and were very impressed. This type of activity impresses on them what the fraternity stands for.

The Brothers of the chapter are looking forward to a very successful year.—ROBERT G. SCHULTE

OHIO U.

DELTASIGS OF Alpha Omicron Chapter are actively at work on what promises to be a good year toward achieving 100,000 points in the Chapter Efficiency Index. With 1966-67 being one of the chapter's most spectacular years, this task is a challenge to every brother.

Under the fine leadership of Bill Cuculelli, president; Gary Bilchik, senior vice president; Pat Hollis, treasurer; Terry Sherman, vice president; Norman Bague, secretary; Tom Wagonseller, chancellor; and John Pinkney, historian, we feel that Alpha Omicron Chapter is well under way in achieving its goal.

Everyone in our chapter is really proud of our excellent professional program that was set up by Joe Rutherford. Many fine speakers and plant tours have highlighted this past quarter. Much information and business talk has been exchanged to give us a greater insight into the business world.

The saying that "Delta Sigma Pi means business at Ohio University" is true. However, Buck Worley, our social chairman, who adheres to the axiom about all work and no play, is always keeping us entertained with an exciting slate of events. Parties, teas, and smokers have kept us socially prominent. Plans are now in the making for our first annual "Rose" dance.

On October 26, 15 neophytes were pledged by our Chapter. With the addition of these neophytes Alpha Omicron Chapter is headed for the top.—BOB KELLY

INDIANA

ALPHA PI CHAPTER, at Indiana University having topped 100,000 points in the Chapter Efficiency Index, is off to repeat its performance again this year. As this is written we have already had a professional speaker and a car wash.

The remainder of the school year is similarly filled. Three or four tours have been planned for the year. Our meeting schedule has numerous professional speakers.

Our social calendar is reasonably full, also. Plans are already being finalized for our "Rose of Deltasig" dance in December. As always it will be the social highlight of our year.—DAVID BANGERT

LOYOLA—Chicago

"TO BE OR NOT TO BE? That is the question." It is a question which must be faced and answered by all men, and especially by us as Brothers of Delta Sigma Pi. None know this better than we at Gamma Pi Chapter.

About 10 years ago this question was asked of our Brothers; a major crossroads was faced. It is a hard question to answer because it entails great self-searching, for the answer can only be found in the mind and soul of each individual Brother. After 10 years of searching we have not yet completely answered this question, but we have decided which course to take. This course is an emphatic "To Be!"

Within the last year we have had an almost complete turnover of brothers. These men are alive with a new spirit and have been well trained in the ideals of Delta Sigma Pi by their predecessors. A chapter that was dying has been given a new life and this new life will not be lost.

We wish that each Chapter would be given the test of their ideals which is implied by the question, "To be or not to be?" It will mean many hard years, loss of many Chapter Efficiency Index points, and the building up of a "bad reputation." But we feel confident that every Chapter of Delta Sigma Pi will pass this test. Believe us here at Gamma Pi Chapter, the knowledge gained and the new life given is well worth the hardship.

Some may wonder when they hear a slight rumbling come out of the midwest, but you, our Brothers in Delta Sigma Pi, will know that this rumbling is caused by the power contained in the principles and ideals set down by our Founders, as they are known, honored, and lived here at Gamma Pi Chapter.—EARL NICHOLS



THE NEW MEMBERS of Lambda Chapter at the University of Pittsburgh take time out for a photograph. They are from left to right: Harry Frenchek, Don Kersten, Sandy Weintraub, Charles Moekle, Ray Jensen, James Carr, Larry Wildi, Michael Harvey and Otto Szabo.

LEWIS

ZETA XI CHAPTER at Lewis College has endeavored this semester to provide the brothers with a full slate of professional activities. Speakers such as Mr. Blackburn, editor and publisher of the Joliet *Herald*, and Mr. W. Burns of Management Recruiters, combined with tours including Continental Casualties Inc., the Joliet *Herald*, the Electromotive Division of General Motors Corporation, and weekend tours of Blatz Distilleries in Milwaukee and Anheuser Bush, Inc. have provided everyone with valuable insights into the business world.

We did not, of course, ignore the social needs of the brothers. Our semi-formal dance at the Sabre Room in Chicago, along with the pledge initiation banquet and dance at the Plymouth Room, highlighted our social calendar.

We were honored to have Mr. Ken Vadovsky, our district director, speak at our Fall rush party and we accepted the applications of 17 good men for pledgship. Our pledges took it upon themselves to redecorate the commerce office as their project for this semester. We took great pride in the recognition they received for their efforts from the faculty and staff of the Commerce Department.

Our officers this year have done an outstanding job in molding the chapter into a dynamic cohesive unit and I am sure the other brothers join with me in expressing appreciation for their fine work.—MICHAEL J. GENTILE

WISCONSIN

FABULOUS IS THE word at Psi Chapter this year! We were welcomed back to the house with new furniture, wall-to-wall carpeting, color television, and several repainted rooms. This was all made possible through the efforts of our house managers, who succeeded in filling the house to capacity for two semesters.

Eight promising new Deltasigs were initiated into Psi Chapter in early October. These fellows show promise of leadership responsibility, which will soon be theirs. The present pledge class of 14 members is one of the largest in the recent history of our chapter. These fellows are currently making last minute preparations for their approaching initiation proceedings.

Our professional trips included a one day outing to the main plant of Oscar Mayer, the meat packing firm. Last month our bus was loaded with 45 Deltasigs, pledges, and guests who ventured to Milwaukee for a day. The First Wisconsin National Bank provided a glimpse into the machinery of their state wide credit card system. The afternoon was spent touring the breweries, which are, of course, a major industry of Milwaukee. In addition to the tours, several after-dinner speakers rounded out our fabulous professional schedule.

Although protesting was popular with hippies on the Wisconsin campus, Deltasigs had nothing to protest with the fabulous social calendar. Although this was not the best year for the Wisconsin Badgers football team, spirits were not dampened at our house, as many Deltasig alumni were here

to help with the celebrations. Our parties featured a variety of popular bands from the area. The suppers were with top sororities such as Phi Sigma Sigma, Alpha Gamma Delta, and with the girls from Edgewood College. The social highlight was our annual "Rose" Formal at the Ivy Inn, which culminated in the crowning of our new "Rose" Queen.—FREDRIC D. ROSA

FERRIS STATE

DELTA RHO CHAPTER at Ferris State College had one of the most successful years in its history last year. The hard work of all under the fine leadership of our officers and advisors provided excellent results. This year, we are very confident that the ability, willingness, and desire are at least as plentiful as previous years and we are expecting another successful year in 1967-68.

The chapter officers of Delta Rho Chapter, who took office last spring, are: President, Mark Hart; Senior Vice President, Dave Bird; Vice President, Greg Husby; Treasurer, Chuck Warren; Secretary, Paul Barker; Chancellor, Don Kasik; and Historian, Ed Hanaford.

As in previous years, Delta Rho Chapter participated in the campus wide United Fund Drive. Brothers Chuck Warren and Paul Okuniewski this year were in complete charge of the financial duties of the Drive on the Ferris campus. This year's U.F. Drive netted over \$9,000, an increase of nearly 50% over last year.

Included in our list of promising pledges which were initiated into the Delta Rho Chapter last spring, was one faculty member, Mr. Sanford B. Halperin. Mr. Halperin has already shown a keen interest in Delta Sigma Pi and has a strong desire to assist the chapter in furthering the goals and objectives for which Delta Sigma Pi was founded. Mr. Halperin has also consented to assist our advisor, Mr. Arthur Croft. With the addition of his fine leadership and with a sufficient effort from the brothers, Delta Rho Chapter is looking forward to another successful year in 1967-68.—EDWARD B. HANAFORD

MARQUETTE

WITH THE COMING of the new semester, everyone is getting ready for an all out effort to reach the 100,000 mark in the Chapter Efficiency Index. Our schedule of activities this semester will show once again that Delta Chapter is living up to the ideals that must have been in the founders' minds in those early days when Delta Sigma Pi first began.

Our professional program commenced with a highly successful Business Administration faculty dinner. Both the brothers and the faculty were tremendously impressed by the fine speech given by Mr. Richard Haggarty, vice president of Eastern Airlines, on "The Changing Image of the Modern Businessman." Everyone is tremendously excited about our upcoming Founders' day. Brother Jim Shalala, Founders' Day Chairman, has everyone guessing when he says, "there are a lot of surprises in store this year." He adds that the secret to a good Founders' Day celebration is to keep both the brothers and alumni in suspense.

On the social and athletic scene Delta Chapter is again at the forefront. During Carnival Weekend, an annual University event, we won second place in booths and first place in spirit. Many thanks to Brother Jim Brabant. In football the brothers took first place. Brother John Conway led the league in pass receptions for the third year in a row.

Congratulations to Brother Gregory Parr for his prize-winning article on, "The Value of a Business Administration Education." Further kudos to Brothers O'Regan, Olsen Corby, and Loftus on getting pinned, and to Brothers Jorosz, Heidenreich, and Streit on their recent marriages.—DAVID SCHUM

DE PAUL

ALPHA OMEGA CHAPTER at De Paul University is participating in a canned food drive for the poor on Sunday, October 29. All Brothers will be out in force to aid the less fortunate people of Chicago.

The spring pledge class of Glen Kemp, Jim Marcello, Paul Pabian, Al Heine and Jim Piwowarczyk is doing its best to keep Delta Sigma Pi one of the most instrumental organizations on campus.

Ten teams participated in this chapter's football tournament. After the dust settled Alpha Delta Gamma owned the championship trophy.

The "Jarabe," one of two annual dances sponsored by Alpha Omega Chapter, was held at the Edgewater Beach Hotel on Saturday, October 21. About 150 couples enjoyed the music and a floor show by Minsky's Folies. Miss Linda Peterson was voted "Rose" for the year 1967-68. She is certainly a very charming and capable representative of Delta Sigma Pi.

The Brothers and the other students at De Paul are orienting themselves to the quarter system. Its benefits and drawbacks will take time to analyze. I hope to have a report on the students' acceptance of the system in the March issue of *The DELTASIG*.—JAMES M. PIWOWARCZK

WESTERN MICHIGAN

THE BROTHERS OF Epsilon Omicron Chapter at Western Michigan University have participated in a very active and worthwhile semester.

We started the semester by having a pledge class of nine eager business students. We are sure that they will make a great contribution to our chapter and the fraternity as a whole.

Our Founders' Day dance was held Saturday, November 4, 1967, in the ballroom at Southgate Inn. Members, pledges, faculty members and alumni were present and shared in a very successful evening.

The Brothers of Epsilon Omicron would like to take this opportunity to congratulate three of our faculty members; Mr. Mitchell for receiving his doctorate degree in accounting from Michigan State University, Mr. Edwards for receiving his doctorate degree in finance from Ohio State University, and Mr. Everett for being promoted to full professor in the accounting department.—MICHAEL K. SHANAHAN

WAYNE STATE

GAMMA THETA CHAPTER at Wayne State University is very proud of its current pledge class. We were able to secure 21 good pledges the largest number obtained by any fraternity this quarter. We are counting on these new pledges to help us increase in size to fully utilize the new house which we are purchasing, as well as round out the number of members we will lose at graduation.

Homecoming is in the air, sawdust is all over our living room and the Sails of the good ship "Deltasig" will blow us to a third homecoming victory. In the past two years we have won the homecoming float trophy. With the help of Alpha Gamma Delta sorority we hope to make it three years in a row.

Deltasigs are moving into more campus offices this year as in the past. Brother Howard Weston is the president of Mackenzie Union (men's student body). Brother Dick Way is president of the Business Administration Student council.

Founders' Day celebration was a big success and many alumni joined with the members and pledges to enjoy the dinner and reception. Our Chapter advisor and several alumni were the speakers.

Professionally speaking we are maintaining a full calendar with tours and speakers, such as Mr. Gunther from Playboy International, a tour of Stroh's Brewery and offices and a tour of The Detroit News plant.

Live bands, costumes and sorority parties with Alpha Gamma Delta and Phi Sigma Psi have the rest of the active calendar booked up.—FRANK H. LAURA

EASTERN ILLINOIS

EPSILON OMEGA CHAPTER extends its best wishes for a happy and rewarding New Year to all Brothers.

Our float, entitled "Camelot," won second place in its division in Eastern Illinois University's 53rd annual Homecoming celebration. Thus, we were gratified to have our many hours of labor rewarded. After the parade and football game, the chapter held a reception for the alumni in the Union.

We initiated 13 new Brothers into Delta Sigma Pi on November 4. We say a hearty "Welcome Aboard" to all of them. Central Regional Director Thomas M. Mocella, and distinguished alumnus District Director Kenneth Vadovsky assisted in the initiation. After the initiation, the chapter enjoyed a banquet at the Coles County Country Club and an inspiring speech by Thomas M. Mocella.

Epsilon Omega commemorated Founders' Day by presenting a handsome plaque to our Chapter Advisor, Mr. Timothy D. Gover.

At the present time we are completing preparations for our unique Computer Dance. Many Brothers requested information about this project at the Grand Chapter Congress; however, I was unable to answer many questions. If you would like more information, contact Mr. Dave Wetzler, 207 Lincoln Highway, Charleston, Illinois 61920.

During Fall quarter our professional program proved to be quite stimulating. Mr.

Harry Fessel spoke about "Government Effects on Small Business" on October 26. Also on November 9 Mr. Bill Browning, president of the local Chamber of Commerce, spoke about "What Charleston Does to Attract Industry and Its Future."

DETROIT—Theta

THETA CHAPTER at the University of Detroit highlighted its professional program this semester with a tour of the National Bank of Detroit and its money museum. Consulting Dean Fitzgerald, a longtime Deltasig, led the tour. We also have a series of speakers scheduled in conjunction with Beta Alpha Psi, honorary accounting fraternity. Our first speaker in this series talked about the opportunities for accountants in the F.B.I.

Depleted by graduation, injuries, and part-time jobs, our football team began the season on a losing note. However, the emergence of the strong passing combination of John O'Donnell to Phil Peters spells trouble for our future opponents.

Our chapter advisor, Dr. Rikuma Ito, was recently named head of the Management Department at the University of Detroit. Theta Chapter is fortunate to have a man of his caliber to work with us.

At the University of Detroit's annual Fall Carnival, we again staffed the basketball booth. However, this year we were unable to rent a booth, so we improvised and built one. With Brothers Rich Cote and Denny Misiewicz in charge, our project gradually materialized. Despite the strong winds and rain of the weekend, our booth swayed but did not fall. Unofficial results put Delta Sigma Pi in first place for total receipts after the first day. All the Brothers and some alumni spent several hours chasing errant basketballs and helping make the weekend a success.—JOSEPH L. CERU

ILLINOIS

UPSILON CHAPTER at the University of Illinois was well represented at the 26th Grand Chapter Congress by a delegation of four brothers. They reported they enjoyed the trip and returned with several ideas which they thought would make Upsilon Chapter a better chapter.

Our two Fall rush smokers proved to be successful. On October 11, 13 prospective new members were formally pledged. Brother Vernon Zimmerman, acting Dean of the College of Commerce and Business Administration at the University of Illinois, and Brother Irwin Cochrun, head of the Bureau of Business Management, were guest speakers at the first and second rush smokers, respectively. Brother Zimmerman's speech on the opportunities in our School of Commerce and Brother Cochrun's speech on "Cochrun's Syndrome" was enjoyed by both members and pledges.

The new officers for the fall semester are: Jeff Fleming, president; Craig Ehlen, senior vice president; Gordy Baumgartner, vice president; Robert Peterson, secretary; Rich Toenjes, treasurer; Marty Birnbaum, chancellor; and John Wachowicz, historian.

Joe Fleming, father of Jeff Fleming, president of Upsilon Chapter, has been selected

as one of the ten finalists for the award of King Dad of the University of Illinois to be presented on November 4. November 5 will be the date of the celebration of Founders' Day for Upsilon Chapter. Thomas Mocella, the Central Region Director, will be the guest speaker. Other plans for the Fall semester include a field trip to the Chicago Federal Reserve Bank and our annual "Rose" dance at which our "Rose of Deltasig" will be chosen. The brothers of Upsilon Chapter are looking forward to a busy but prosperous semester.—TONY SCOTT

DETROIT—Gamma Rho

GAMMA RHO CHAPTER at The University of Detroit has completed a very successful year by receiving 100,000 points in the Chapter Efficiency Index. Brother Will Williamson was elected senior class president with Brothers Alfred Cormier and Ronald Schwertfeger being elected senior class vice president and treasurer. Brother Arnold Mistura also has brought honor to Delta Sigma Pi with his election as president of the Student Council. Brother Jack Boettcher was awarded a plaque as the best full time instructor of the year with Brother Walt Colby receiving the same award as the best part time instructor.

Gamma Rho Chapter has also been successful in scholarship with 21 brothers being named to the Dean's List. Brother Will Williamson was awarded the Alpha Kappa Psi gold scholarship key.

Under the guidance of Brother Mike Gennette our professional program is now in high gear. The highlight of this year's program was an address by the Honorable Jerome P. Cavanagh, Mayor of the City of Detroit. Mayor Cavanagh's address was on the "The Professional Man and His Importance to the Community."

With the Fall semester almost half completed, the chapter is again running smoothly under the leadership of President Ralph Erz and his fellow officers. Gamma Rho Chapter is once more looking forward to an equally successful year as the last one.—THOMAS H. COLLIER



PRESIDENT JOHNNIE VAUGHN of Zeta Sigma Chapter at Southeastern Louisiana College, on the left, is shown here greeting rushee Neil Martinez. Looking on is Miss Charlene LaVassuer, "Rose" of the chapter.

MICHIGAN STATE

GAMMA KAPPA CHAPTER at Michigan State University put a bright new look to its house over the summer. The outside of the house was painted and wood paneling placed in the basement. The Housing Corporation approved the purchase of a new rug which added tremendously to the appearance of the hall and stairway.

The Brothers of the chapter were proud to have earned 100,000 points in the Chapter Efficiency Index for the fourth consecutive year, and hope to do the same this year.

Important to Gamma Kappa Chapter is the professional program and its educational value. Tours to places like IBM have revealed the machines and methods that dominate our modern business world. Authoritative speakers from varied areas of business round out the professional program.

University events prove another source of activity. On Homecoming Day the house is opened as a gathering place for Brothers who have since graduated, proving a good time for alumni to keep in touch with the Chapter. Those Brothers with athletic interests have represented the chapter through football season.

Through its participation in all areas of professional and social activities, Gamma Kappa Chapter feels it is in keeping with the aims and ideals of Delta Sigma Pi.—**THOMAS W. SCHWARK**

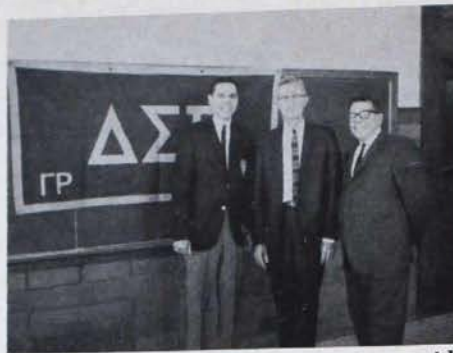
SOUTHERN MISSISSIPPI

GAMMA TAU CHAPTER at the University of Southern Mississippi is improving its position on campus by participating in many worthwhile activities. These include co-sponsoring the Freshmen football games, which also serves as a money-making project; receiving two spirit awards for varsity games; participating in intramural sports; and having a float in the homecoming parade which placed second in originality.

On November 4, we celebrated Founders' Day with a banquet-party which many of our Alumni attended. On December 9, we celebrated our chapter's birthday.

Several brothers in the chapter recently received honors on campus: Ben Mathews was elected senator; Greg Edwards was selected as Mr. Newmanite and initiated into the John Cardinal Newman Society; George Wright and Jerry Tharp were selected to *Who's Who in American Colleges and Universities*; Jerry Tharp was also made Brigade Commander of the Reserve Officer Training Corps in the University of Southern Mississippi Army unit.

In the professional activities, we have had Mr. Fred Broome with Metropolitan Life Insurance Company and Mr. King Self of Riverside Industries speak to us. Also, we toured Merrill Lynch, Pierce, Fenner and Smith Stock Brokerage Firm in Mobile, Alabama, where we actually saw stocks being traded. We also toured Scott Paper Company where Tony Callia, Gary Lukens, and Greg Edwards received awards as official paper makers. We were all given applications for jobs in the company which may prove rewarding to some of our brothers.—**JERRY R. REED**



THE OLD AND THE NEW meet with Chapter Advisor Otto Hall at Gamma Rho Chapter. Pictured from left to right are Ralph Erz, current president of Gamma Rho Chapter, Advisor Otto Hall and past president Thomas Hall.

CHRISTIAN BROTHERS

EPSILON PSI CHAPTER at Christian Brothers College in Memphis, Tennessee, was successful for the second straight year in achieving 100,000 points in the Chapter Efficiency Index. The growth of our chapter in the past couple of years was due to the strong leadership of Brothers Jim Grobmyer and Jerry Schwartz. I am sure that with continued effort Epsilon Psi Chapter will again attain the highest goal in the Chapter Efficiency Index.

The new officers for the Fall semester are Brothers Jerry Schwartz, president; Don Haller, senior vice president; Dick Schmidt, vice president; Jack Kenney, secretary; Jim Iovino, treasurer; Joe Thweat, chancellor; and Ed Dorsey, historian.

On October 4, 1967, Gene Dierkes, an Account Executive in Memphis, Tennessee, for Josten's, the world's largest manufacturer of class rings, talked to the Epsilon Psi Chapter for our first of many planned professional meetings this year. Mr. Dierkes presented a very informative talk on sales and their need in the business world.

Brother Joseph Thweat had the opportunity this past summer to attend the Grand Chapter Congress in Biloxi, Mississippi. Brother Thweat brought back valuable information which proved educational and beneficial to our chapter. He was especially impressed with the friendliness of all of our brothers who attended the Grand Chapter Congress. The high quality of the speakers at this meeting enabled our delegate to become acquainted with the business world in a manner which should enhance his chances of future success.

Epsilon Psi Chapter is looking forward to a very successful year, and to being on top with 100,000 points once again.—**ARTHUR J. SALZMAN JR.**

MISSISSIPPI COLLEGE

ZETA IOTA CHAPTER at Mississippi College is proud to announce that their 1966-67 chapter "Rose," Miss Joan Myers was selected the first runner-up to Miss America 1968 in Atlantic City, N.J. Miss Myers is from Forest, Miss., and is presently a Junior in the School of Art. Miss Myers was also the first runner-up in the International "Rose of Deltasig" Contest in 1967.

The Grand Chapter Congress, held at Bi-

loxi, Miss. this summer was attended by several Brothers. President Larry Franklin, David Stevens, Ron Chapman, Al Word, and Danny McFatter all enjoyed the many activities, and especially the honor to meet Brother Harold Valentine Jacobs. Their experiences at the Congress have led others to make plans to attend the one next year.

The Professional program on October 18, featured a most exceptional speaker, Mr. Jack McLautry of Koreze, McLauty, and Duddleston. Mr. McLautry related most unusual hardships while he attended the Universities of Mississippi and Michigan. He inspired everyone, when he told the Chapter that he established the business with \$400 capital. The investment firm is now one of the most successful in the area.

The first semester rush party was held at Hederman Lodge on October 20. Barbecued chicken was the order of the day, as the prospective pledges listened to the Rush Chairman tell of the many advantages of Delta Sigma Pi. On October 25, 14 pledges were inducted into the Chapter. The pledges were chosen on scholarship and merit.

In association with the girl's social clubs on campus, the Brothers held their first annual Derby Day. Over 250 girls helped Brothers and pledges complete a most successful event. Each social club elected a representative before the games, and the club that received the highest total points was presented a gigantic trophy to keep for a year. The Chapter received high praise from both the administrative and student body.

To round out a highly eventful semester, a trip to Parchman State Penitentiary in Parchman, Miss. was made by the Brothers. The trip was highly educational, because of the complicated business features that are required to run a penitentiary.—**JAMES M. FANNING**

LOYOLA—New Orleans

DELTA NU CHAPTER at Loyola University in New Orleans has just completed an interesting series of professional and business activities. Near the end of September, Delta Nu Chapter was privileged to have Mr. Carl F. Weggner, Director of Administrative Practices for the New Orleans Area Post Office, speak on some of the problems that the entire Postal System will face in the next five to ten years. Mr. Weggner was so impressed at the interest of the Deltasigs that, after the meeting, he extended a personal invitation for all members to have a complete tour of the New Orleans Post Office the following week. The arrangements were completed soon after, and Delta Nu Chapter was given an extensive tour of the facilities of the Postal System in the offices of the Federal Building in New Orleans.

The rush season for Delta Nu Chapter will begin at the start of the second semester of the school year. This was agreed upon by the Brothers to better the opportunity to accept new members that would help the chapter obtain the maximum 100,000 points in the Chapter Efficiency Index. We are looking forward for a very productive year and, with the co-operation of all the Brothers, will realize the benefits that brotherhood can bring.—**STEVE GRIFFITH**

LOUISIANA STATE— New Orleans

HIGHLIGHTED BY the Founders' Day banquet on November 7, the 1967 Fall semester at Epsilon Nu Chapter at Louisiana State University in New Orleans was one of the most successful in the chapter's history. Also, since the installation of Epsilon Nu Chapter in 1962 the chapter has grown to a total membership of over 150 Brothers.

On the professional program, in the second half of the semester, the Brothers attended lectures given by a local stockbroker and the vice president of the Pan American Life Insurance Company. In addition, the Lone Star Cement Company and the Kaiser Aluminum Company hosted the Brothers on tours of their plants.

In the social spotlight, preparations are in the final stages for the second annual donkey basketball game which is to be held on February 9. This year's game will once again pit Sigma Kappa sorority against the valiant Brothers of Epsilon Nu Chapter. Undoubtedly the Brothers will be seeking to reverse last year's 14-8 loss to the "Snaky K's." The game, co-sponsored by Epsilon Nu Chapter, was inaugurated for the purpose of augmenting the chapter budget for the annual "Rose" formal.

Besides the previously mentioned professional events during the latter half of the Fall semester, other events included a coffin party held on October 28, and the initiation banquet held on December 10. Finally, the Brothers of Epsilon Nu Chapter at Louisiana State University in New Orleans would like to extend their best wishes to all the chapters of Delta Sigma Pi for a happy and successful New Year.—TONY STOLTZ

ALABAMA

ALPHA SIGMA CHAPTER at the University of Alabama has a new slate of officers for the 1967-68 school year. Elected as president was John Strubel, III; Senior Vice President, Ronald Tepner; Vice President, James Wilson; Secretary, James L. Lester; Treasurer, Gerald Wilkerson; Chapter Efficiency Index Chairman, John Bowe; Correspondent, Bill Brewer; Historian, Bill McFarland; and Ritual Chairman, Charles Sealy. Congratulations from our 52 members . . . and lots of luck!

The Spring semester came to an exciting halt with our annual awards banquet which was held at Pete Pappas Steak House. The banquet this year was held in honor of our former advisor, Stewart E. Witty, who has left the University of Alabama to accept a full time teaching position at East Tennessee State. Mr. Witty presented both Hassan K. Ramadan and John B. Strubel III with the "Stewart E. Witty Outstanding Deltasig of the Year Award." Hassan and John, in a secret ballot of the chapter, tied for the award so it was decided to make a double presentation. Mr. Witty was also presented a plaque for his unceasing efforts as a true Brother.

Our keynote speaker at the banquet was Mr. Curtis B. Williams, Sr., who is affiliated with NASA at the Marshall Space Flight Center in Huntsville, Alabama. Mr. Williams spoke on the topic, "Education Yester-

day, Education Today, and Education Tomorrow."

Other outstanding guests present at the banquet included Dr. Paul Garner, Dean of the school of Commerce and Business at the University of Alabama; Dr. Ralph Haven, professor and head of the Economics Department; Dr. B. R. Morley, professor and head of the Department of Management; and Mr. Mohammed Ghouse, visiting lecturer in accounting from India.

Taking over the reins as faculty advisor this year is Dr. Robert Freeman. Dr. Freeman is an assistant professor in the Accounting Department of the school of Commerce and Business. He holds the B.S. degree from Louisiana Polytechnic Institute; an MBA from the University of Arkansas; and a Ph.D. also from the University of Arkansas. Since Dr. Freeman is an alumnus of Delta Sigma Pi from Louisiana Polytechnic Institute, I am sure he will have many challenging ideas in store for us. Delta Sigma Pi has shown tremendous growth and merited great respect on the University of Alabama campus over the last couple of years, and with Dr. Freeman as our new advisor, there's no limit to our future success.

Alpha Sigma Chapter has a new "Rose." She is the lovely Miss Susan Odom of Jackson, Alabama, a sophomore majoring in Home Economics. Susan, a member of Chi Omega sorority, was selected as one of the top five finalists by the Chapter from a total of 20 contestants. The fraternity selected Susan from the top five finalists and she was presented the traditional bouquet of red roses at the formal judging. Congratulations, Susan.—BILL BREWER



STEWART E. WITTY, on the right, former advisor for Alpha Sigma Chapter at the University of Alabama is shown here presenting the "Stewart E. Witty Deltasig of the Year Award" to John Strubel and Hassan Ramadan. Prior to leaving the University of Alabama Brother Witty congratulates Dr. Robert Freeman upon being elected advisor for Alpha Sigma Chapter. Brother Freeman is a member of Beta Psi Chapter at Louisiana Tech.

LOUISIANA TECH

BETA PSI CHAPTER at Louisiana Tech held its Fall rush party October 5, with an excellent attendance of rushees and Deltasigs. Mr. A. W. Ford of the Louisiana Tech School of Business gave an interesting speech on the importance of knowing and being known by people, and on the importance of a fraternity like Delta Sigma Pi. On the evening of October 12, we pledged 17 outstanding men, one faculty member, and one honorary member. Each of these men displays the fine qualities found in Deltasigs.

A football game between Beta Psi Chapter and the Eta Tau Chapter of Alpha Kappa Psi was played October 15. The Deltasigs won 6 to 0, and the party afterwards should be termed a huge success.

A full schedule of professional meetings has been lined up for the Fall and Winter quarters. Plans are now in progress for a December 18 Christmas Party at the Louisiana State Children's Home in Simsboro, Louisiana. Phi Mu, one of our leading social sororities, is helping us with this annual project, the highlight of our Winter quarter.

With pretty Virginia Hill as our "Rose" and President Jerry Olds heading our slate of excellent officers, this year should be a most rewarding and active one for Beta Psi Chapter.—CHARLES WATSON

SOUTHEASTERN LOUISIANA

ZETA SIGMA CHAPTER has begun its second year with a full slate of professional, social and athletic events.

Brother James Ray, Senior Vice President, has scheduled four speakers and one tour for the chapter this Fall. The chapter has already seen one speaker, Mr. Wilfred Romero of the New York Life Insurance Co., who gave an interesting speech on the role of the insurance salesman today. The chapter has also had its tour to Little Gypsy Power Plant where the brothers had a chance to see the workings of a fully automated power system. The Fall pledge class will also schedule a speaker and a tour for the chapter later in the semester.

Founders' Day will be celebrated this year with a host of activities. Monday, November 6, the chapter will present the highlight of its professional program when it presents a speaker from the New Orleans Saints Football Team who will expound on the operations of the team. Then on November 7 we will have a social gathering to celebrate the event. The pledge class will take part by decorating the advertising window in Tinesly Hall in honor of our founding.

The chapter has inducted 21 pledges for the semester and under the leadership of Vice President Jay Goertz the class is expected to excel over the record of the last two pledge classes.

Socially, Zeta Sigma Chapter will have a party after each of the SLC home football games, as well as the Founders' Day party and the Homecoming festivities. Our intramural team is doing well so far in the rough fraternity league and touts a 1 and 0 record.—MICHAEL SELLEN

MEMPHIS STATE

GAMMA ZETA CHAPTER was literally on the move this summer as the brothers moved to another house one block south of the campus. Under the leadership of Brothers Robert Schrimsher and Ernie Miller the Chapter was moved and the house repainted and remodeled in time for the beginning of the Fall Term.

On September 17, we had our first business meeting in which we decided to construct Tiger Flags for the upcoming football game with arch-rival Ole Miss. The flags were a smashing success as the Brothers dominated the pre-game pep rally and captured the coveted "spirit stick" for the first time this year.

On September 25 the professional program got under way, under the direction of Carol Turner, in the form of a Mayor candidate conference. All seven of the candidates were invited to address the student body and faculty. The event was well accepted by the students and well covered by the radio and television news media.

On October 8 Dr. Herbert J. Markle, Dean of the School of Business Administration, was the featured speaker at our smoker. Also speaking was our newly elected advisor, Dr. Ben Peebles. The Brothers and prospective pledges thoroughly enjoyed the talks of our guests and the slide presentation of Pledgemaster Jim Wilkinson.

On the following Sunday, October 15, 11 men were welcomed into the pledge class of the Fall term. On Thursday of the same week members and pledges took a tour of the Memphis Publishing Company. On Saturday, October 21, members and pledges got together at the house to work on the Homecoming display. After a morning of work the Brothers and Pledges went to the field for an afternoon of practice for the Chapter's football team. On Thursday, October 26, members and pledges again took part in a professional program dealing with data processing as a career. It was a lively session and one of the most interesting programs we have had in recent years.

The Brothers are also working on a large party and dinner to celebrate Founders' Day and the 60th anniversary of our Fraternity. The Alumni Club of Memphis has promised

us support and our pledges have promised us they will provide excellent entertainment.

The Brothers of the Gamma Zeta Chapter have started off with great strides and we feel we are on the way to our best year ever.—GARY L. JEWEL

OMAHA

GAMMA ETA CHAPTER got off to a good start for the year 1967-68. Rush week brought the Chapter a pledge class of 13. All of these show good potential for continuing the lifeblood of Gamma Eta Chapter.

The first smoker was held on September 22, with Peat, Marwick, Mitchell and Co. donating the speaker for the night. On September 29 we held our second smoker at which one of the vice presidents of the Stockyard National Bank gave the lecture.

Gamma Eta Chapter is in the process of organizing a Career Day for this semester. We have invited Alpha Delta Chapter at Nebraska and Beta Theta Chapter at Creighton to attend. Speakers from the following places will present us with an informative lecture: Arthur Andersen and Company, Mutual of Omaha, Northern Natural Gas, Northwestern Bell Telephone, Office of the Controller of Currency, and Zerox Corporation.

We wish you all good luck in the coming semester.—GRANT MATHISON

NEBRASKA

ALPHA DELTA CHAPTER at the University of Nebraska has pledged 20 outstanding young men through the combined efforts of the Brothers under the leadership of Ron Johnson, our rush chairman. Numerous summer rush parties, various social events, and the highly successful Fall smoker culminated in the acquisition of our very promising pledge class. Throughout the semester the pledge fathers and their sons have enjoyed several functions designed for their mutual benefit.

Delta Sigma Pi is becoming a highly regarded name in the field of athletics this year through the efforts of our Athletic Director, Rick Sirek. The intramural football team appears stronger than ever as league foes are being dealt crushing defeats. After our opening game loss by one point, the

gridders have bounced back with a vengeance. In addition, our bowling team is currently in the thick of the action. The keggers were waging a fierce battle for undisputed possession of first place during the first few weeks of competition.

This semester has been very satisfying with many of our goals and objectives being realized. For our money-raising project of the Fall, the Brothers have organized to sell space on blotters to stores and businesses for their advertisements. If all goes well, several hundred dollars can be profited. Lincoln's muscular dystrophy drive has again been spearheaded by Delta Sigma Pi as hundreds of contribution canisters were distributed throughout the city's business districts.

November proved to be quite an eventful month for Alpha Delta Chapter. Our annual open house was held early in the month, and the parents of the Brothers were sent invitations to attend the auspicious occasion. The alumni reunion followed the next week-end, being held in conjunction with Nebraska's homecoming football game with the Oklahoma State Cowboys. Several days later we had an enjoyable dinner with the women's professional business fraternity, Phi Chi Theta.

Our house parties have been well attended, and our first, "The Trip," was a "high-flying" affair. Another memorable experience was the party held to honor the "Rose" queen candidates. Although the final decision seems more difficult each year, the judges have never complained about their annual encounter with eyestrain.

Professional dinners and our short pro tour comprised the greatest percentage of the first semester's schedule of activities. Numerous intriguing speakers have contributed greatly to our business knowledge, and we are extremely grateful for their expert advice. The professional dinners are always successful affairs, and those of the Fall agenda have upheld the tradition. Our first pro tour was held at Omaha, and the spring tour to Oklahoma will undoubtedly be a very profitable venture, also.—LARRY L. SIEVERS

NORTH DAKOTA

ALPHA MU CHAPTER at the University of North Dakota began this year's activities by sponsoring an all campus dance in the student center ballroom. Brother Schoenack, the chapter social chairman, made the arrangements.

Participation in the campus activities fair opened our rushing program. At our first rush meeting which was attended by 25 prospective pledges, Brother Hintz gave his report on the Grand Chapter Congress. At our second rush meeting, Dean Clifford of the School of Business and Public Administration gave a talk on the planning details for the new building which is to house the School of Business and Public Administration. On October 17 formal pledging was held at which time 18 men pledged.

Activities being planned for the semester include a one day field trip, one or two local tours, and a Christmas party in December.—PAUL WICKLANDER



MEMBERS OF Gamma Zeta Chapter at Memphis State University appear to be hard at work making "Tiger Flags" to promote school spirit. On the right members of the chapter and their dates display the flags which won the "spirit stick" for the Chapter at a pep rally.

MISSOURI—Columbia

ALPHA BETA CHAPTER at the University of Missouri in Columbia has recently completed the most successful year in our long history. The past year saw the men of Alpha Beta Chapter once again achieve 100,000 points in the Chapter Efficiency Index. Also significant was the fact that Alpha Beta Chapter candidates won a majority of seats on the school's Student Council. The Alpha Beta Chapter candidate was also elected as the Ideal Boss of the Business School, in an election that pitted our Chapter against another business fraternity.

The Brothers of the chapter also conducted one of the finest rush programs ever. The program included speeches by the top professors in the Business School. The program netted 32 pledges for our Chapter. The Pledges have been active in school activities. One of their main programs is building the first homecoming decoration ever to be built on the lawn of an academic building. With a well rounded program of professional meetings and tours, the current semester holds great excitement for the Brothers of Alpha Beta Chapter.—STUART M. KATZ

DRAKE

ALPHA IOTA CHAPTER at Drake University is enjoying a well-rounded and successful Fall semester.

In addition to our local field trip last fall our professional program consisted of speakers from Northwestern Bell, the Internal Revenue Service, and Merrill Lynch, Pierce, Fenner, and Smith. In October, Brothers Terry Clark and Jim Cory represented Alpha Iota Chapter at the Iowa Business Symposium sponsored by the National Chamber of Commerce. The program consisted of lectures and discussions dealing with "The Present U.S. Economy," and "Underdeveloped Foreign Nations." In November, we held a joint professional meeting with Phi Gamma Nu, professional business sorority. The Chairman of the Greater Des Moines United Campaign spoke about corporate responsibility to the community.

This semester's Rush Smoker was a great success. We Pledged 27 men who we feel will be valuable assets to the fraternity and will engage actively in chapter functions.

Social activities were highlighted by picnics and parties celebrating Founders' Day, Drake's "Skip Day," Halloween, and Christmas.

Scholastic achievement has been excellent this last year. Our chapter has reported the highest grade average in many years. We feel we are well on our way to another 100,000 points in the Chapter Efficiency Index.—DAVE STOFFER

WASHBURN

DELTA CHI CHAPTER has enjoyed another successful year and wishes to take this opportunity to wish all of our brothers in other chapters a very Happy New Year.

Many faces in our chapter have changed since our last report. A total of 15 of our

brothers graduated at the end of the spring and summer semesters. We feel the loss of their leadership and cooperation deeply and wish them the best of luck toward their goals. On October 13, we launched our Fall rush to fill the gaps in our membership roll. We are very pleased with the results of our rush and hope our new initiates will enjoy their affiliation with us as much as we enjoyed initiating them.

A seminar for students of Washburn was held by the Sales and Marketing Executives Club of Topeka with Delta Chi Chapter acting as co-sponsor.

Business Day was held in the union and started at 8:15 A.M. with a Continental breakfast. At the noon luncheon, the title of Honored Deltasig was presented to Governor Docking. Fred Williamson, quarterback for the Kansas City Chiefs, delivered a very interesting and entertaining talk after the luncheon.

Our fall industrial tour took us on a very enjoyable trip to Balderson Manufacturing at Wamego; Ehrsam Manufacturing at Enterprise; and the A. L. Duckwall offices and warehouse at Abilene.

Plans are under way for our spring book sale. Judging by the interest of the Washburn student body, we are confident that this year's sale will be the biggest one yet.—DEAN ANDERSON

CREIGHTON

CURRENTLY THE Beta Theta Chapter at Creighton University is participating in the American Red Cross Blood Program which is being sponsored by the University. Our chapter has donated 57 pints of blood. We started the academic year celebrating Founders' Day at which, the most Reverend Father Linn, President of the University, opened the ceremonies with a speech. All 62 members attended.

Last spring, 23 brothers were initiated into Beta Theta Chapter. These new men

are devoted to the achievement of 100,000 points in the Chapter Efficiency Index and to fulfill the purpose of our chapter. Our basketball team won the University fraternity division, journeyed to Columbia, Missouri, and took top honors at the Regional tournament. Our football team challenged the Alpha Delta Chapter at the University of Nebraska and was victorious.

Within the next few months our chapter will be touring Northern National Gas and Northwestern Bell Telephone. A dinner and guest speaker will follow. The first week in December is Homecoming and our chapter will enter the large float category with first place as our objective.—STEVEN E. JACOBS

SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota celebrated Founders' Day with a football game between the members and the pledges. The entire chapter as well as our 17 pledges showed a great deal of enthusiasm for the occasion. After the game we all enjoyed a little "brotherhood."

Our first professional meeting of the year featured a representative from International Business Machines. The program was very interesting as well as educational. The speaker showed a great deal of interest in Delta Sigma Pi and the chapter returned this interest by asking numerous questions at the end of the formal program. We are all looking forward to many more good professional meetings. We feel that these professional meetings are one of the best ways that Delta Sigma Pi can prepare its brothers for a successful career in business.

The Alpha Eta Chapter received second place in the departmental float contest on Dakota Day at the University of South Dakota. The Business Student Association float, which was built primarily by Deltasigs, won first place in the contest. The chapter also had their pre-Dakota Day car wash which was as usual a great success.—DEE J. HANSON



MEMBERS OF Delta Chi Chapter at Washburn University in Topeka, Kansas are briefed on the purchasing practices of the A. L. Duckwall Variety store chain during a tour of the company headquarters in Abilene, Kansas.

IOWA

EPSILON CHAPTER at the University of Iowa began another promising year of activities under the dynamic leadership of our new president, Wayne E. Stoeber. The spirit of the Chapter was bolstered when President Stoeber announced that the Chapter had once again attained the maximum 100,000 points in last year's Chapter Efficiency Index.

The Chapter finished the 1966-67 school year with a very successful "Rose" Formal, Chapter Birthday Party, and, of most importance, the initiation of 18 outstanding pledges.

Program director Chuck Fields announced a very interesting professional program to include a visit to Collins Radio, and guest speakers from numerous corporations. Co-social chairmen Rick Taylor and Joe Messinger also announced several social functions to include a Homecoming party and a Founders' Day celebration.

Epsilon Chapter's Fall rush activities began with an informal smoker which was held at the Iowa Memorial Union. A banquet was held for all prospective pledges and members in the Amana Colonies. At the banquet James F. Dowis, District Director of the Midwestern Region of Delta Sigma Pi, gave the group a motivation speech. A representative of the investment firm of Merrill Lynch, Pierce, Fenner and Smith also gave an informative program on financial investments.

Mike Liebbe, who represented Epsilon Chapter at the Grand Chapter Congress and is now serving as the vice president, has assured the members that the pledges in this year's Fall pledge class of 17 may prove to be the best yet.—JOHN R. WELLMAN

MINNESOTA

NEW IDEAS, a new emphasis on our professional activities and higher goals have characterized Fall quarter at Alpha Epsilon Chapter. Not content to merely gain 100,000 points again in the Chapter Efficiency Index, the members of our chapter have made it a goal to improve the quality of our program as well as receiving the maximum points during the academic year.

These three new characteristics were the result of extensive planning during the summer and the result of ideas brought back to us from the delegation sent to the Grand Chapter Congress in Biloxi. Thus, each month of the year has been given a title corresponding to the professional program that has been outlined. The month of October was dedicated to Systems Management and Data Processing. Two speakers were highlighted with a tour of the Honeywell plant to see the actual process.

Also, during the month, our annual Homecoming Dance was held to honor all Deltasigs who have graduated from Alpha Epsilon Chapter. A good dinner and dance, a football victory and an excellent turnout made the evening a success. Our alumni on the faculty were further honored by a coffee hour on Founders' Day along with a professional speaker. We also had a Founders' Day Banquet that night.

In order to finance our projects and ease the pressure on our treasurer, a money making project will begin later this month. The winners will be treated to Christmas dinner at several of the better restaurants in the Twin Cities.

The Brothers of our Chapter are also looking forward to our "Rose" Queen Ball on December 2. The selection process is being undertaken now to select the girl who can best represent us and also represent Delta Sigma Pi.—ROBERT E. JOHNSON

MANKATO STATE

EPSILON IOTA CHAPTER at Mankato State is proud to announce that we once again obtained a perfect 100,000 points in the Chapter Efficiency Index. The Brothers are looking forward to obtaining 100,000 points again this year.

During the month of October we held our rush smoker. We had over 50 prospective pledges attend from the School of Commerce and Business Administration. Of this group we narrowed the number down to 22, all of which accepted the pledge.

On October 21, our chapter held a farewell party for two pledges of the summer pledge class. We would like to congratulate our two new brothers.

Our chapter is joyously anticipating Homecoming, the weekend of October 28. This year we are again constructing a lawn display. When we take first place this year, it will be the eighth year in a row we have taken first honors.

On the agenda the week after Homecoming is our Business and Career Day. This function, sponsored by our Fraternity, offers the business oriented students an opportunity to make plans for future employment by consulting the representatives present, and by attending the panel discussions and question and answer sessions. This year over 40 firms will be present at B-Day. B-Day takes 100 per cent chapter cooperation, and we give 100 per cent to make this day our biggest professional event of the year.—BRAD EVANS

MIDWESTERN

EPSILON ZETA CHAPTER at Midwestern University in Wichita Falls, Texas, began the new school year with an active promotion of Delta Sigma Pi. In the second week of classes this semester we held a combined smoker and professional meeting. Speakers at the professional meeting were three alumni of Delta Sigma Pi who are presently employed at the Internal Revenue Service office here in Wichita Falls. This chapter held another professional meeting October 30. The guest speaker of this meeting was Brother Dean Crone. Brother Crone is a 1967 graduate of Midwestern and is employed at Firestone here in the city.

The chapter has a record number of pledges beginning pledgeship for one semester; that number for this semester is 24. A welcome pledge party was given them on October 28. There was a splendid turnout for the dance and everyone seemed to have a wonderful time.

Delta Sigma Pi has won our division of the Intramural football again this year.

Tuesday, October 31, a playoff between the Deltasigs and the Kappa Sigs determined the winner of the football portion of the All Sports Trophy. After winning the All Sports Traveling Trophy for three consecutive years, we retired it, and are seeking a new one.—LARRY DEAN NELSON

OKLAHOMA CITY

DELTA THETA CHAPTER at Oklahoma City University sends wishes to all chapters and brothers for the best year in history. From the report we received from our Grand Chapter Congress delegates, this best year should be no problem at all. Besides getting vital and interesting information on chapter operations, the delegates got in some good girl watching.

For our professional activities we have planned a trip to Boeing Aircraft in Wichita, Kansas. We also have scheduled speakers from the field of marketing, research, and Urban Renewal. There will be a special speaker when we sponsor a state day for the other chapters in Oklahoma.

Some of our campus activities are participation in intramural sports, assisting faculty, and attempting to open a small business to raise funds for the chapter. All activities have great futures except for the fact that our sports will be a little weaker because All-American Gary Gray has gone to work for the Cincinnati Royals basketball team.

Our present officers: Jeff Puryear, president; Jim Talkington, senior vice president; Bev Ives, vice president; Richard Koob, secretary; Larry Shank, treasurer; Mike McGinnis, historian; and chapter members put on a good rush that pledged 12 men, so far. After a good second effort, we will pledge a few more men.—ROY ALLEN

SAM HOUSTON STATE

EPSILON MU CHAPTER at Sam Houston State College celebrated Founders' Day with a formal professional meeting in the Loman Student Center. Many of the faculty of the School of Business Administration were there to hear our speaker. The officers for the Fall Semester are: Brothers T. O. Wilkins, Jr., president; Douglas Graves, senior vice president; Cris Simpson, vice president; Oran B. Jones, secretary; Steve Hawes, Treasurer; Pat Schaper, Chancellor; and Loyd Flint, Historian. We of Epsilon Mu Chapter are looking forward to a successful semester under their leadership.

We have been very busy in planning our professional activities for this semester. We have at least one professional meeting each month. On our field trip in December, we toured the Federal Reserve, General Motors, and several other places in the Dallas area. We had a Homecoming party for Brothers, Pledges, and their dates.

In September we pledged 15 men who were initiated in December 1967. Epsilon Mu Chapter is presently composed of 22 members.

Our Chapter Efficiency Index Chairman is working hard to help us achieve the maximum number of points this year. Deltasigs at Sam Houston are on the move and we are confident that Epsilon Mu Chapter will have a successful year.—WILBUR S. STRONG



LARRY HORTON, treasurer of Delta Chi Chapter at Washburn University explains the goals of Delta Sigma Pi to an interested freshman student during the University student activities fair.

OKLAHOMA

BETA EPSILON CHAPTER at the University of Oklahoma has increased in size considerably since last semester due to a good pledge turnout this year. The membership for the past two semesters has not been large. This semester more interest has been stimulated on campus and we have an excellent pledge class of 14 new men.

Elections were held this semester. New officers are, Benny Griffin, president; Homer Lowery, vice president; Mike Mallony, secretary; Randy Smith, treasurer; Larry Oakes, chancellor; Manfred Menz, Chapter Efficiency Index chairman; and Donald Jones, Deltasig correspondent.

We would like to thank Dr. Ronald Shuman, research professor of management, who aided us in our pledge program this semester by giving an excellent speech on the history of fraternities during our rush smoker. Dr. Shuman's speech was followed by slides showing the activities of Delta Sigma Pi.

We are currently engaged in planning for our "Rose of Deltasig" contest and we have several interesting tours and speakers scheduled for this year. The brothers of the fraternity and several pledges have taken one tour this semester to Southwestern Bell Telephone in Norman. It was an interesting tour and the facilities were viewed from all aspects of operation.—DONALD N. JONES

TEXAS CHRISTIAN

DELTA UPSILON CHAPTER at Texas Christian University is now preparing for its second annual "Business Week" which will be the week beginning October 30. Our speakers will include Mr. C. D. Tandy, President of The Tandy Corporation; Mr. F. W. Laugh Baum of J. C. Penny Company; Mr. Glen Coats, President of the First National Bank of Ft. Worth; and a speaker from Bell Helicopter. We expect "Business Week" to be as much a success as it was last year.

The Brothers of the Chapter celebrated

Founders' Day with a professional meeting which featured W. T. Irons, President of the Federal Reserve Bank in Dallas, and followed it up with a party the following weekend with the Deltasig Chapters from S.M.U. and the University of Texas at Arlington.

Delta Upsilon Chapter was honored to have Executive Secretary Ben Wolfenburger with us on October 7. He addressed the chapter and stayed afterward for a smoker, which was a part of our rush program.

We were most successful in our rush and now have a promising pledge class of 20 outstanding young men.

After taking first place in the Homecoming float competition last year the Brothers have decided that this year we will have a moving horse with a "Horned Frog" in the saddle. Work on this and "Business Week" will ensure unity in the pledge class.—LEONARD A. LACKEY

BAYLOR

BETA IOTA CHAPTER began the Fall semester under a new executive committee. The officers this Fall are as follows: President Craig Jackson; Senior Vice President Scooter Wall; Vice President David Jumper; Secretary Keith Burdett; Treasurer Larry Ray; Historian Jim Morris; and Chancellor Alvan Wells.

The semester began with a great amount of activity. Aside from our preschool organizational meetings, the executive committee is fostering the development of activities for this semester coordinating an efficient chapter to exemplify industrial, civic, and social areas. We have initiated eight men into pledgeship for the Fall semester. They represent the unique qualities which should be an asset to the chapter. At the beginning of the semester we were fortunate to have a visit from Executive Secretary Ben H. Wolfenberger, Regional Director Charles L. Foote, and District Director John T. Tate.

Brother Scooter Wall represented Delta Sigma Pi as our nominee for the "Great

Pumpkin" during the very popular Halloween Dance sponsored by Delta Alpha Pi, a girls' sorority. Jen Colvin, sophomore from Mansfield, Louisiana, represents the Beta Iota Chapter as our "Rose." She will ride on the Homecoming Float, "Drop the Frogs," sponsored by the Coca Cola Bottling Co.

Other activities include a professional meeting and banquet to commemorate Founders' Day. The special guest speaker was attorney at law John W. Key, Jr. In attendance was Aldon S. Lang, former dean of the School of Business, and noted members of the faculty, Walstein Smith, Leslie Rasner, and Emerson O. Henke. We are hoping to have ex-governor of Texas, Price Daniel, address the chapter at its professional meeting during Homecoming. Brother Houston Daniel is an alumnus now serving in the Armed Forces. His younger brother, John Daniel, is a member of our chapter.

Our social calendar was comprised of various events throughout the semester. During Homecoming weekend the chapter held an early morning alumni coffee, as well as a parent and alumni hamburger fry. Several open and closed dances are to be held throughout the semester. We are favorably considering sponsoring the "Queen of Soul," Aretha Franklin, for a campus concert in the spring. The annual Christmas formal, "Snowball," presented itself as a climax to our Fall social calendar.

Beta Iota Chapter is looking forward to a most successful year in professional, civic, and social activities.—JOHN J. STASNEY

TEXAS A&I

ZETA NU CHAPTER at Texas A&I University started the Fall semester rush program with a combination of activities. The program began with a formal smoker to acquaint the prospective pledges with the professional aspects of the fraternity. The smoker was followed by a barbecue, and later by a dance.

As a result of this rush program 23 pledges were installed. The pledge class officers are President Charlie Hatch, Vice President Robert Wotipka, Treasurer Leonard Bedell, and Secretary Perry Hester.

Brother Don Cramer, our current president, attended the Grand Chapter Congress at Biloxi, Mississippi, this summer. The report that Brother Cramer made to the fraternity proved to be very interesting and informative. As a result of this report, the fraternity has decided to adopt a new approach to business meetings.

The "Rose of Deltasig" Ball, held last May in Corpus Christi, Texas, was a success. President Don Cramer presented our sweetheart, Miss Lela Ann Stephenson, with a dozen long stemmed red roses.

We recently elected Miss Myke Barron as our "Rose" for the 1967-68 school year. Miss Barron is a special education major from Kingsville, Texas. She has already represented the fraternity in this year's homecoming and will represent us in the Lantana elections scheduled for November.

The Zeta Nu Chapter has begun the 1967-68 school year in fine fashion. Our course should take us to the 100,000 point mark in the Chapter Efficiency Index.—JIMMIE KILPATRICK

TEXAS—Arlington

THE MOST BENEFICIAL activity of the Zeta Mu Chapter was to have its members represented at the 26th Grand Chapter Congress in Biloxi, Mississippi. The information provided by the panel papers and delegation discussions has proven invaluable in the planning and program philosophy of this young chapter.

The activities of the Zeta Mu Chapter for the Fall semester of 1967 have been highlighted by one of the finest professional programs we have yet planned. The ability of our professional chairman has been reflected in the excellent selection of speakers and tours for the semester. Our program is designed to acquaint each member with the operations of some of the larger business activities in the Dallas-Fort Worth metropolitan area. Program speakers include: Mr. Lee Turner, president of Dallas Power and Light; Mr. Marshall Kemp, employment supervisor for Southwestern Bell Telephone; and Mr. Leo Allman, information officer of the Department of Labor.

The Scholarship Committee has shown exceptional ability by devising a test file for all business courses, and has begun a chapter library. Individual scholastic accomplishments include the Initiation of Brothers Jerry Brooks and John M. Trapani III into Phi Kappa Theta, University of Texas at Arlington honor society. Brother Trapani was also nominated for a Woodrow Wilson Fellowship and was selected, along with Ronald Parham, to serve as a member of the Dean's Student Advisory Council.

The Zeta Mu Chapter honored Founders' Day by a joint celebration with Delta Upsilon Chapter of Texas Christian University. The party was held in the ballroom of the Ramada Inn in Grand Prairie. Other social activities include participation in the Homecoming float parade, the Winter Olympics, and a chapter New Year's Eve Party.—LONNIE E. CHUNN

LAMAR TECH

DELTA ETA CHAPTER at Lamar State College of Technology is off to an excellent start this year with 35 members and ten promising pledges. Our rushing activities were successfully directed by Senior Vice President Dennis Pitman. Our activities included a stag rush party with A. F. Stelley, a local lawyer, describing the merits of Delta Sigma Pi. We also gave an excellent rush dance for our prospective pledges. At our pledge acceptance banquet, the mayor of Beaumont, Jack Moore, delivered the address.

We completed a 10-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 program also included a talk from A. D. Moore, a Federal Commissioner, a field trip to the Shamrock Hilton Hotel in Houston, and an address by United States Representative Jack Brooks.

Miss Kathie Kleifgen represented Delta Eta Chapter during the homecoming activi-

ties. Miss Suzanne Monroe is our "Rose of Delta Sigma Pi" for this year.

The Grand Chapter Congress, held in Biloxi, Miss., was attended by four of our members. They were: President Ellery Lacy, Secretary Charles Roark, Social Chairman Robert Stakes, and Jerry Hyde. Delta Eta Chapter has benefited greatly from what was learned at the convention.

We are obviously enjoying a good and productive year and, with the help of Chapter Efficiency Index Chairman Tommy Bennett, fully expect to be on the Honor Roll when the year is ended.—RONNIE CROWELL

ARIZONA STATE

GAMMA OMEGA CHAPTER had three of its members attending the Grand Chapter Congress in Biloxi this past summer. They were Walter Ranks, president; Jerry Sweazea, past senior vice president; and Jeff Relth, historian. Arizona State was well represented by having the Red Room, the best suite in the hotel.

Our rush this semester brought in 22 fine young men. They will be initiated on January 6. We are currently planning our chapter birthday at which we hope to have the top economist of Israel speak. Our annual Founders' Day breakfast is coming up also for alumni and undergraduates. The "Rose" contest is getting under way with all brothers scouting the campus for the loveliest girls.

Mr. Gene Rice, executive vice president of First Federal Savings and Loan and an honorary member of Delta Sigma Pi, spoke at one of our professional meetings. Another speaker was from the Valley National Bank, speaking on the Valley Bank Credit Card. Dr. Ralph Hook Jr., director of business education, and Mr. Bill Wilson, Arizona district director, spoke at rush functions and helped considerably in recruiting new pledges.

There was a fine party after our Homecoming game, and we are currently planning to host Gamma Psi Chapter at the University of Arizona when they come to Tempe for the game between our two schools.—JEFF E. RELTH

NEW MEXICO

GAMMA IOTA CHAPTER, eager to repeat its 100,000 point performance of last year, has begun another ambitious semester. The first and most important task was the selection of pledges. The brothers held two rush smokers, including an extremely successful "Las Vegas" party, which provided an excellent chance to meet and to select prospective members. Twenty-three men were chosen, and have already learned much about what it is to be a Deltasig. The preferential was held in the beautiful Sunroom of the Sunport Air Terminal.

Professional activities for the semester began with a talk by Brad Huckabee on the value of self-confidence and OPM (other people's money) in getting ahead in modern business. Other planned professional activities include a tour through the modern New Mexico Public Service power plant and offices in Albuquerque. These facilities are among the finest in the Southwest. Also, sev-

eral prominent men from the University of New Mexico and from the Albuquerque business community have been invited to speak. Of special interest will be an explanation of the functions of the New Mexico State Employment Securities Commission by Paul Davidson.

Also in the business interest of Gamma Iota Chapter was a money making project to help start the year with an abundant treasury. President John Switzer received a contract for the chapter to paint several apartment building halls. The results were debatable, as many of the painters developed painter's elbow, and trimmer's knees, but the job was profitable, both in monetary terms and in promoting the name of Delta Sigma Pi and Gamma Iota Chapter.—JOHN KARMANN



BROTHER GENE RICE, executive vice president of the First Federal Savings and Loan Association is shown here addressing the members of Gamma Omega Chapter at one of their recent breakfast meetings.

WESTERN STATE

ZETA KAPPA CHAPTER at Western State is extremely proud of its present pledge class which consists of 18 men. This is a very fine showing for a college with an enrollment of 2400.

Our professional agenda thus far this year has included two outstanding speakers. Mr. Jack Wheeler from the General Accounting Office spoke to our chapter on careers in government accounting. Dr. Norris, from the Division of Business here at Western, talked about "Careers in Foreign Service." Dr. Norris related many of his personal experiences in European retailing.

Brother Freer was responsible for a successful barbecue held as a get-acquainted function for members and prospective pledges. This year Founders' Day was celebrated at Juanita Hot Springs Resort. Activities included swimming and a picnic.

Our entry in the Homecoming Float Contest, the theme of which was "The Great Race," received third place.

Now in the planning stages is the "Rose of Deltasig" dance. As in the past, it will be the outstanding social event of the year. Also coming up in the near future is our annual Blood Drive. The drive is a school-wide event sponsored by Delta Sigma Pi for servicemen in Viet-Nam.—FRED A. BOONE

TEXAS—El Paso

GAMMA PHI CHAPTER began full participation in intramurals last semester. The Brothers captured first, third and fourth in golf and followed up with the pool championship. Not being so fortunate in baseball we garnered only third.

Another highlight of the semester was our "Rose" Ball. We were especially honored with the presence of Brother Warren Armstrong, director of our Region. Following his speech, the Brothers and their dates enjoyed an evening of dining and dancing.

The professional activities began with a tour of the Federal Reserve Bank. Then a tour of Standard Oil Refinery was arranged by the pledge class. The Brothers journeyed to New Mexico to tour Stahmann Farms and the Haines Corporation.

Gamma Phi Chapter closed the semester with the initiation of 13 pledges, including Brother Edward Sanders, professor of business administration. The initiation banquet held in Juarez, Mexico, was enjoyed by everyone.

At the present, Gamma Phi Chapter has 15 pledges. The activities, professional and social, planned for this semester should provide a fruitful experience for these new faces and the Brothers. The major activity planned is a weekend professional tour to Chihuahua, Mexico.

The Brothers are anticipating the Founders' Day banquet which is to be held with our Brothers of Epsilon Upsilon Chapter here in El Paso.—DON LOFTIS

DENVER

ALPHA NU CHAPTER began the year with a tour of the new IBM facilities at Boulder, Colorado. Bob Benz explained the facilities during the tour. Two weeks later, Lieutenant Ruiz and Sergeant Wilson spoke to us on business opportunities for the college graduate in the Air Force. Last week Ken Lloyd, vice president of Whalston and Company and past campaign manager of Peter Dominick (Senator from Colorado), briefed us on the commodities market. He later gave a short discourse on politics, or how to win an election!

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

The University of Denver's School of Commerce is moving to a different campus next quarter, and we are helping to lighten the burden. We are spearheading a book drive for the needy Negro Colleges around the country. Brother Stu Bashner, our book leader, has contacted some teachers in order to collect their out-of-date books. Brothers Frank James and Phil Donaldson deserve thanks for their fine job in managing the book sales the past few years. This sale serves a double purpose: provides a service to the students; helps fatten our treasury!

The next few weeks should be weary ones, for the brothers who have contributed blood for the nephew of Brother Mason, Dean of the School of Business.

We celebrated Founders' Day with the Alumni Club at Denver, and honored Harry Hickey, past president of the Alumni Club.

Good times were enjoyed by all at our annual Halloween party, staged at our lodge in the mountains. This is an annual affair concocted and carried out entirely by the pledge class of the year.

The Brothers of Alpha Nu Chapter are anticipating an interesting and fruitful year professionally, scholastically, and socially.—H. ROBERT NAGLER

NEW MEXICO STATE

A VERY IMPORTANT date for Epsilon Upsilon Chapter at New Mexico State was April 22 when General Hugh M. Milton was initiated as the first Honorary member of our chapter. The ceremony was held in the Sun Room of the Milton Student Center which is named for him. He is the former president of New Mexico State University and Under Secretary of the Army. He is presently Senior Vice President of the First National Bank of Dona Ana County.

Epsilon Upsilon Chapter began the Fall semester with a smoker held in the spacious home of Advisor Frederick T. Downs. District Director Robert Rowe of El Paso,

Texas, along with 40 prospective pledges, attended the meeting. Brother G. L. Guthrie, dean of the College of Business and Economics, was one of the speakers. Mrs. Downs was aided by several wives of the Brothers in serving the refreshments.

On October 16, the following men became pledges of the chapter: Fred Cain, Carl De Rosa, Frank Farrel, Wayne Hoffer, Roger Hyoet, George Jackson, Kevin Kull, William Mealing, Larry Pomroy, Herb Pruet, Jerry Scott, Ken Snyder and Joe Wiley. The pledging ceremony was held in the Mesa Rooms of the Milton Student Center.

EASTERN NEW MEXICO

EPSILON ETA CHAPTER at Eastern New Mexico University has had a very active semester thus far. We have taken a business tour in Lubbock, Texas including an informal visit with our brothers at the Beta Upsilon Chapter. There are more business tours on the agenda with plans to visit Denver, Colorado and El Paso, Texas this semester.

We have had the President of Eastern New Mexico University, Dr. Charles W. Miester, as featured speaker in a combined professional and social activity with our sister sorority Phi Gamma Nu. Dr. Miester gave his speech on the subject of the important role business plays in everyone's life and the business activities that are a part of the non-business professions.

Our Fall rush program brought us 20 young men into pledgeship. Our tentative initiation for them will be December 2 followed by a dinner held in honor of our new Brothers.

For Homecoming this year at Eastern New Mexico University, we have planned an alumni reception for all the alumni of our chapter. We hope to have a big turnout for this event because we have planned quite an evening for them.—JOHN D. MARTINO

SAN FRANCISCO STATE

DELTA OMICRON CHAPTER at San Francisco State is looking forward to the coming activities of the Fall semester. We are planning many activities, both professional and social in nature. One of the semester highlights will be our annual Christmas party for a local orphanage.

The Brothers of the chapter celebrated Founders' Day with a costume party. Professional activities that are planned for this semester include various professional speakers. One of the speakers will be Jack Kenny, a stock broker.

Delta Omicron Chapter elected the following officers for the coming semester: President Robert H. Sievers; Senior Vice President Dale V. Ridsen; Vice President Dante Profumo; Secretary Les Kornblatt; Treasurer James Myers; Historian—DELTA SIG Correspondent, Donald Johnson; Chancellor Donald V. Nicolai, and Professional Chairman, Randy Reber. We are looking forward to an interesting semester.—DON JOHNSON



THE MEMBERS OF ZETA Mu Chapter at the University of Texas at Arlington listen with interest to Mr. Leo Allman, information director of the Department of Labor.

ARIZONA

GAMMA PSI CHAPTER at the University of Arizona has been using their trust fund to gain knowledge of the stock market. The Brothers sold 12 shares of Alberto Culver at a \$150 profit and then bought six shares of California Computer. The practical experience of this project and the monetary gain holds double value for us.

Does business have anything to offer you after graduation? Arizona Deltasigs held a panel discussion on this question with Dr. Ralph C. Hook Jr., director of business education for Delta Sigma Pi, as moderator. Panel members were: Allen Center, vice president of public relations for Motorola, Inc., William H. Smith, vice president Valley National Bank, Dr. William Voris, dean of the College of Business and Public Administration at the University of Arizona, and Murray Hilibrand, executive vice president Ryan Evans Drugstores. The discussion was taped and later broadcasted on Dr. Hook's weekly radio program, *Western Business Roundup*.

A series of smokers were held and we pledged 20 new men. Alumni and undergraduates honored them at the annual pledge luncheon October 14. Dr. Robert H. Marshall, faculty advisor, was the luncheon speaker. This semester the pledges chose to assist the United Community Fund campaign as their pledge project.

Founders' Day and the Chapter Birthday Party were celebrated November 11 with a steak fry. This was the first mixed social event of the year for alumni, undergraduates, and pledges. December 2 was our pledge initiation and annual Christmas Formal.

Officers for the 1967-68 school year are: Grady Deal, president; Mike Covault, senior vice president; Paul Stack, vice president; Rodney Graves, secretary; Lynn Lawless, treasurer; Joe Hardy, chancellor; and Bob Briscoe, historian.—**ROBERT C. BRISCOE JR.**

MENLO

ZETA RHO CHAPTER at Menlo College School of Business Administration is off to its best start ever under the leadership of President Howard Jewett. Under its new "functional organization" this chapter's team work has sponsored such rewarding activities as: a speaker-dinner meeting with Mr. Tom Edwards, vice president of Pacific Telephone and Telegraph; a refurbishing of the Menlo Park Chamber of Commerce office and sign; a party on the first day of school to open our Fall pledging program; and ushering at Homecoming activities for both the business school and college here at Menlo. Zeta Rho Chapter has also participated in a smoker with the Gamma Omicron Chapter at the University of San Francisco and a mixer with the Alpha Omicron Pi Sorority at San Jose State College. For these functions the brothers of Zeta Rho Chapter offer a sincere "thank you" to Gamma Omicron Chapter and Alpha Omicron Pi!

Zeta Rho Chapter by its efforts in the summer months and to date this year has secured a Chapter office on campus at Menlo,



RECENT ACTIVITIES of Gamma Psi Chapter at the University of Arizona include the Rush meeting shown on the left and a panel discussion, "Business as a Career," which is being moderated by Director of Business Education Ralph C. Hook, Jr. Members of the panel are from left to right: Dr. William Voris, dean of the School of Business and Public Administration, Murray Hilibrand, Dr. Hook, Mr. William Smith and Mr. Allen Center, vice presidents of Ryan Evans, Valley National Bank and Motorola respectively.

a post box, and budgeted funds for the publication of our Chapter newsletter *The Rattle of Zeta Rho*.

This year Zeta Rho Chapter has improved its group study library in the Bowman Library on campus and for this it is indebted to Mr. Herbert W. Mansfield, director of libraries, and Mr. Francis B. Tims for the contribution of a series of Federal Income Tax Procedure texts.

Zeta Rho Chapter plans to continue with its active program this year and wishes the best of luck to all for the best possible year.

CALIFORNIA STATE— Hayward

LAST YEAR WAS very successful for the Zeta Tau Chapter. Recognition awards were presented to Chip Gash, Mike Ostrow, Jon Camp, and Ken Wilkenson at our annual awards banquet, which was held at the Claremont Hotel, Berkeley, California.

This year we plan to have an even better year. Included in our professional program will be a tour of Standard Oil at Richmond and guest speaker Mr. Flood, District Director for Montgomery Ward. One of the events highlighting the social program will be a tour of the famous Napa Valley Wineries, followed by a good "old fashion" barbecue.

We want to extend, to our brother members and chapters, "the best of luck" in the Chapter Efficiency Index. Hopefully '67-'68 will be our first 100,000 year.—**JAMES L. HANKS**

CALIFORNIA

THE UNIVERSITY OF CALIFORNIA at Berkeley is an excellent environment for learning. Rho Chapter is fortunate to exist in such an atmosphere, as creativity and intelligent communication are the goals of both the brothers and the School of Business Administration. Under the leadership of Ralph Clark, president, this year promises to hold much in the way of furthering these goals.

After seeing 12 brothers graduate in June,

plans were made for an energetic rush program, including participation in Activities Fair, enrollment, and the holding of informal discussions in the Undergraduate Commons Room. In its rushing activities, Rho Chapter looks for the mature student, whether he be an undergraduate or graduate, married or single. It should be said that the Undergraduate Commons Room, a place for students and faculty to meet informally, is only one of the recent developments brought about by the Undergraduate Advisory Committee to the Dean of the School of Business Administration. This committee has done much to improve relations between students and faculty, and is supported vigorously by Rho Chapter. Brother John Converse is a member of this committee, and has many fine ideas for improving student-faculty communication and educational programs.

Pledge activities have begun, and will culminate on December 3, 1967, with a traditional initiation, and a non-traditional banquet. Brother Bal has offered his home to be used as the site of our initiation banquet. It will be an informal event, highlighted by a steak barbecue, and rounded out by the presence of faculty and business leaders who will speak on a variety of subjects. This is something new in the way of an initiation banquet, but just another way in which Rho Chapter is experimenting to find a better means of student-faculty communication.

The professional activities begin on October 27, 1967, with a tour of the Kaiser Center in Oakland. This will be followed by a discussion session on topics relating to Kaiser Aluminum and large corporations in general. This is the first of an extensive professional program to be carried out this year.

Professional activities will be united with social events wherever possible, in order to further the idea of a relaxed atmosphere for a complete learning experience.

With a 100,000 point total in last year's Chapter Efficiency Index, there is nothing left this year but to repeat that fine effort.—**STU LEIBSOHN**

SAN FRANCISCO

THE BROTHERS of Gamma Omicron Chapter began the year with a unified enthusiasm unsurpassed in the recent history of the chapter. The newly elected officers for the 1967-68 year are: Ed Walsh, president; Dennis Arietta, senior vice president; Larry Tomsic, vice president; John Cary, secretary; Jim Kerr, treasurer; Steve Thomas, chancellor; and Mr. Robert Stock, faculty advisor.

During our rush period, the Inter-Fraternity Council here at the University sponsored athletic competition in basketball, football and volleyball, and topped it off with a chariot race. Gamma Omicron Chapter reigned supreme by capturing an overall first in this competition. The chapter also won its share of the rushees. On October 15, rushing culminated with the acceptance of 14 pledges for the Fall semester.

Brother Gary Simonian, professional chairman, presented a very enlightening program this semester. The program was led off by a lecture given by an account executive of Merrill Lynch, Pierce, Fenner, & Smith on the condition of the stock market. This was followed by an extremely interesting program of tours, discussions, and lectures.

On the evening of November 18, the Brothers sponsored their 17th annual "Rose" dance. As usual, this gala affair was the social highlight of the semester for the University as well as a financial success for the chapter.—HARRY E. "TERRY" CUSH

NEVADA

DELTA PI CHAPTER started off the 1967-68 year by pledging 12 students of business. Formal rush included a professional program featuring a presentation by two registered representatives of Goodbody and Company, a member of the New York Stock Exchange. Following the professional program the prospective members were able to meet members of Delta Pi Chapter in less formal surroundings which enabled them to judge us personally, and vice versa.

An insurance specialist and underwriter spoke to us in October about the science of life insurance. This program gave those who attended some basic guidelines to follow in financial planning and how to choose a life insurance program and company.

The "Rose" dance which will feature seven beautiful coeds as queen candidates will be open to the entire university student body and their guests as well as the faculty of the College of Business.

The names of the fall semester pledges are: James Baireauther, Mike Conway, Thomas McLaughlin, James McLennan, Greg Nelson, Gary Owen, William Preston, David Scott, Ronald Radcliff, Reg Willison, Jack Palumbo, and Terry Fleming. The pledge class will be under the supervision of and instructed by Deems Watkins.—DAVID B. BIANCHI

CHICO STATE

EPSILON THETA CHAPTER at Chico State College is proud to announce an active start into the new year. Our professional program included a tour of Mathew's Conveyor and a tour of the Coot Manufacturing Co.

which produces hunting vehicles. Speakers have included representatives from Bethlehem Steel, Chico Savings and Loan, and the Government Accounting Office.

Two service projects have been completed this semester. Epsilon Theta Chapter hosted Chico State's Career Day, which brought representatives of both business and government to the campus to discuss employment opportunities with the students. Epsilon Theta Chapter also sponsored the Young Presidents Association on campus, which is a club of presidents under 40 years old of corporations with sales of over one million dollars per year. Brother Bruce Banco, chairman of the service committee, has done an excellent job of organizing these projects.

The social calendar for the semester has been well filled as is usual with our chapter. On October 28 we had our rush function at the home of Professor Phillip C. Houx. Through the able management of Brother Dale Butler, it was a complete success. The Chico State College Homecoming was on November 11 and Epsilon Theta Chapter hosted an alumni dinner for the benefit of our returning alumni. In order for members and pledges to become closer affiliated we had a stag party on November 18 for both. December 3 is our "Rose" Tea and we are looking forward to it with great enthusiasm as always. December 9 is our annual Christmas Party which brings with it plenty of Christmas cheer. January 6 is the date of our initiation and dinner dance at which time we will be happy to welcome our new members and crown our new "Rose." However, we will be sad to see the end of the reign of Linda Snyder our National "Rose."

The men of Epsilon Theta Chapter would like to wish the other chapters a year as successful as we feel our's has started.—BILL HIGHLAND

SACRAMENTO STATE

EPSILON PHI CHAPTER at Sacramento State College installed its Fall officers on June 8, 1967. The new executive committee includes Mike Kemp, president; Don Casano, senior vice president; Fred Rudd, vice president; Mark Kempton, secretary; Dick Rogers, treasurer; Larry Andreucetti, chancellor; and Dean Heffelfinger, historian. The new officers and Brothers have formulated plans that will continue to assure our chapter 100,000 points in the Chapter Efficiency Index. Congratulations to Brother Gary Fair who was awarded the Delta Sigma Pi Scholarship Key. Gary accepted the award at our Senior Recognition Dinner.

On April 22, 1967, we initiated 20 new Brothers including two faculty members. Tom Long and Gene Jamieson respectively were selected as Outstanding Pledge and Outstanding Member. This semester 14 neophytes are participating in our pledge program.

Gene Jamieson, professional chairman, has scheduled seven speakers for this semester and has highlighted his professional program with a tour of the United States Steel Corporation located in San Francisco.

Social activities headed by George Glass include an Alumni Stag Dinner, Founders' Day Luncheon, "Grub Party," and the initiation Dinner-Dance.

Athletic Chairman Tom Long has scheduled pledge-member baseball and football contests. These weekly athletic exhibitions are enjoyed by all. Plans are also being finalized for our annual golf tournament.

Last semester our chapter sponsored a picnic day for a group of underprivileged children in the Sacramento area. This semester we are participating in a fund raising campaign for the Muscular Dystrophy Association.—DONALD J. RUZICH

COLORADO

ALPHA RHO CHAPTER at the University of Colorado began its fall rush campaign with the help of District Director P. John Lymberopoulos, who spoke at the first rush meeting on the functions of Delta Sigma Pi. Dr. Philip Cateora, our newly elected faculty advisor was also in attendance. The Fall pledge class consisted of approximately 25 pledges, including one new faculty pledge, who are all now brothers. Brother Bruce Levine deserves a great deal of credit for initiating an outstanding pledge class.

The initiation banquet has so far been the most outstanding event of this semester. Sixty members and pledges as well as a number of faculty members attended the event held at the Elks Lodge. Our social chairman, Chuck Ralston has been busy planning two more social functions which took place in December and January. The pledge smoker, held during the rush period afforded the pledges and members an opportunity to get together and know one another better.

Our professional program was greatly enhanced by guest speaker, Mr. Ken Shwyder, Senior Project Director for the Samsonite Corporation in Denver. Mr. Shwyder spoke about the important role of marketing research in today's business world. Professional chairman Phil Barton has announced that we will be having a number of speakers, including the Senior Vice-President of the Aqua Tec Corporation, makers of the Water Pik. Professional tours have also been arranged, including one to an advertising agency.

Finally, the brothers would like to wish much success to Michael Jacobson, president and Bruce Levine, vice president who will be graduating in January.—PHILIP Y. BARTON



FOUNDER HAROLD V. JACOBS, on the left, is shown here with the "Rose" of Beta Omega Chapter, Mrs. Andre Fournier, and Brothers Fournier and George Chambers during the initiation banquet of the Chapter.

TEXAS TECH

BETA UPSILON CHAPTER at Texas Technological College is looking forward to a splendid year. Our new officers for the fall semester are: President, Mike Burson; Senior Vice President, Bill Loyd, Jr.; Vice President, Bill Maupin; Chancellor, Earl Bristow; Secretary, Ron Douglas; and Treasurer, Leroy Langston. These officers are excellent ones and are leading the chapter into a most promising year.

The chapter has a pledge class of 25, and the pledge program is one drawn up in hopes of producing future well-rounded Deltasigs. These men have been carefully chosen, and each is in high spirits concerning his pledge program.

Our Professional Program headed by Roger Coco is certainly on the move. This program is fully planned for the entire semester. During this time, the chapter members and pledges are hearing speakers in the business field and also attending tours centered around different types of business. Later in the year we will have our annual Careers Conference, this being a most advantageous opportunity for business students to look into the near future. At this time we have the pleasure of talking with representatives of companies throughout the country.

Again this year we sponsored the all school "Hell's Angels Dance." Having sponsored this dance we can see what a worthwhile event this was, as the student body is more aware of this chapter, and thus we can more effectively induce our wide scope of objectives on our campus.—LARRY D. TESTER

DIVIDENDS

To Brother and Mrs. Jack H. Wigginton, Jr., *Texas*, on October 3, 1966, a son, Jack H., III.

To Brother and Mrs. Newton Buckley, *Texas Tech*, on December 16, 1966, a daughter, Bebe Diane.

To Brother and Mrs. Thomas R. Harper, *Arizona State*, on August 28, 1966, a son, David Michael.

To Brother and Mrs. Reid Carr, *Cincinnati*, on November 13, 1966, a son, Richard Reid.

To Brother and Mrs. Phillip M. Bargoil, *Wake Forest*, on November 19, 1966, a daughter, Donna Marie.

To Brother and Mrs. William B. Schrand, *St. Louis*, on December 26, 1966, a daughter, Lisa Marie.

To Brother and Mrs. Jack A. Zuerker, *Texas Tech*, on October 24, 1966, a son, Ronald Scott.

To Brother and Mrs. Doyle A. Hardin, *Texas Tech*, on November 7, 1966, a son, Dean Alan.

To Brother and Mrs. John C. Downs, *Texas Tech*, on December 21, 1966, a son, Stephen Patrick.

To Brother and Mrs. PATRICK DELANEY, *Marquette*, on February 19, 1966, a son, Patrick Michael, Jr.

To Brother and Mrs. DONALD P. MILLER, *Buffalo*, on August 15, 1966, a daughter, Shelley Ann.

To Brother and Mrs. Edward W. Patton, *Rider*, on February 19, 1966, a son, Edward W. Patton, Jr.

To Brother and Mrs. Joseph P. McMennen, *Boston College*, on July 28, 1966, a daughter, Christine Marie.

To Brother and Mrs. Nelson Shaw, *Rutgers-Beta Omicron*, on July 10, 1966, a daughter, Kathryn Elizabeth.

To Brother and Mrs. Cecil D. Dorsey, *Georgia*, on July 6, 1966, a son, Gregory S.

To Brother and Mrs. John Brooks, *Wayne State*, on September 6, 1966, a daughter, Elizabeth April.

To Brother and Mrs. Richard H. Krohn, *Eastern Illinois*, on July 27, 1966, a son, Richard Alan.

To Brother and Mrs. Jack Hodge Eaton, Jr., *Texas*, on July 2, 1966, a son, Jack Stephen.

To Brother and Mrs. Eugene A. Weiss, *Monmouth*, on July 3, 1966, a daughter, Robin Lynn.

To Brother and Mrs. Robert E. Sutton, *Rider*, on August 4, 1966, a son, Robert E., Jr.

To Brother and Mrs. G. Harrison MacKall, *Arizona*, on May 5, 1966, a son, Kevin Scott.

To Brother and Mrs. Ronald J. Kozich, *Rutgers-Beta Omicron*, on November 15, 1965, a daughter, Suzanne Catherine.

To Brother and Mrs. Francisco Arellano Belloc, Jr., *U. of the Americas*, on August 31, 1966, a daughter, Claudia.

To Brother and Mrs. William C. Probst, *Miami-Florida*, on August 28, 1966, a son, Jason Eric.

To Brother and Mrs. Ira L. Kaplan, *Boston*, on October 16, 1966, a daughter, Shari Susan.

To Brother and Mrs. Francis J. Mertz, *St. Peter's*, on July 26, 1966, a son, Christopher Williams.

To Brother and Mrs. Joseph Pullara, *Tampa*, on July 2, 1966, a daughter, Gina Louise.

To Brother and Mrs. Daniel W. Cape, *Missouri*, on May 18, 1966, a son, David Andrew.

To Brother and Mrs. Frank A. Bell, *Lamar Tech*, on June 12, 1966, a son, Allen Ernst.

To Brother and Mrs. O. Edwin Courtney, *Missouri*, on May 5, 1966, a son, Todd.

To Brother and Mrs. Robert F. Gotter, *Missouri*, on May 31, 1966, a son, Brian Robert.

To Brother and Mrs. John E. Bennett, *Suffolk*, on October 21, 1966, a daughter, Kristine K.

To Brother and Mrs. Harry Wortman, *Texas-El Paso*, on October 15, 1966, a daughter, Kathrine Ann.

To Brother and Mrs. David Allen King, *Missouri*, on February 7, 1966, a daughter, Amy Louise.

To Brother and Mrs. Corky J. Knock, *Missouri*, on March 27, 1966, a daughter, Caroline Andrea.

To Brother and Mrs. Steven E. Nowaski, *Christian Brothers*, on September 27, 1966, a son, Steven Joseph.

To Brother and Mrs. James C. Winston, *Sam Houston State*, on September 17, 1966, a daughter, Aprille Anne.

To Brother and Mrs. John Thompson, *Florida Atlantic*, on December 23, 1966, a daughter, Ann Marie.

To Brother and Mrs. Richard W. Patton, *Florida Atlantic*, on December 27, 1966, a son, Richard W., Jr.

To Brother and Mrs. Jim St. George, *Chico State*, on January 14, 1967, a daughter, Judy.

To Brother and Mrs. Jon Norris, *Chico State*, on February 14, 1967, a son, Daniel Edwin.

To Brother and Mrs. Claude Sauvain, *Colorado*, on January 18, 1967, a daughter, Sherri Sue.

To Brother and Mrs. Daniel Darrington, *South Dakota*, on January 27, 1967, a son, Richard Ryan.

To Brother and Mrs. Michael A. Genette, *Detroit-Gamma Rho*, on February 2, 1967, a son, Patrick Michael.

To Brother and Mrs. Jarold R. King, *Detroit-Gamma Rho*, on December 11, 1966, twins, Colleen Erin and Sean Patrick.

To Brother and Mrs. Jack P. Wigeluk, *Detroit-Gamma Rho*, on June 19, 1966, a son, John P.

To Brother and Mrs. Richard J. Fachini, *Detroit-Gamma Rho*, on October 30, 1966, a daughter, Sheryl Ann.

To Brother and Mrs. Lawrence P. Bocinac, *Maryland*, on November 16, 1966, a son, Brian P.

To Brother and Mrs. Donald P. Miller, *State U. of New York-Buffalo*, a daughter, Shelley Ann.

To Brother and Mrs. James Kreifel, *Nebraska*, on February 20, 1967, a daughter, Marni Lynn.

To Brother and Mrs. Robert Phillips, *Nebraska*, on February 23, 1967, a son, Robert Sean.

To Brother and Mrs. Marvin Moes, *Nebraska*, on January 8, 1967, a son James.

To Brother and Mrs. Robert H. Sievers, *San Francisco State*, on December 30, 1966, a daughter, Julie Paige.

To Brother and Mrs. Steve D. Stremski, *Loyola-Chicago*, on October 4, 1966, a son, Thomas J.

To Brother and Mrs. Robert M. Dittes, *San Francisco State*, on June 3, 1966, a son, Robert M.

To Brother and Mrs. Robert E. Gronlund, *Wayne State*, on July 23, 1966, a daughter, Kersten Lynn.

the
Meetings'
Calendar



PROFESSIONAL INTERFRATERNITY
CONFERENCE, March 15-17, 1968 at
Chicago, Ill.



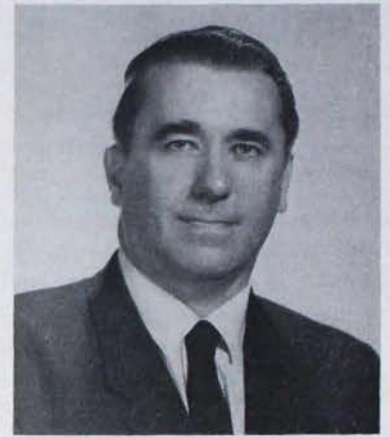
Through the Eyes of an Educator

The Liberal Arts in a Collegiate Business Education

by

LAWRENCE O. EALY

Dr. Lawrence O. Ealy is the Vice President for Administration of Rider College, Trenton, New Jersey. A native of Ocean City, New Jersey, he received his LL.B., A.M. and Ph.D. degrees from the University of Pennsylvania. Brother Ealy has wide experience in education having taught at Temple and Rutgers universities, the United States Naval War College and Beaver College. He has also been Dean and Provost at Hobart and William Smith College and Dean of the School of Liberal Arts and Science at Rider prior to being named to his present post. He is a member of Omega Chapter of Delta Sigma Pi at Temple University in addition to many other honorary, professional and fraternal organizations.



DURING THE PAST DECADE, collegiate schools of business administration have done a great deal of agonizing over the issue of the undergraduate curriculum. Two books published by the Ford Foundation (R. A. Gordon and J. E. Howell "Higher Education for Business," Columbia Press 1959) and the Carnegie Corporation (Frank C. Pierson "The Education of American Businessmen," McGraw-Hill New York 1959) appear to have set off the tremendous debate which is still reflected in numerous articles in professional journals.

The general thesis of all these presentations breaks down into two principal areas:

1. The concept that students should receive a broad general education is absolutely essential to underpin any college curriculum, regardless of the field of major concentration.
2. The direction which the professional courses should take is either to train primarily for executive responsibilities, or to be concerned with the simple fact that most graduates of schools of business are *not* going to be in top levels of management—but to the contrary will be employed in hundreds of occupations where their work would be furthered by good professional education.

It is not the intention of this treatise to deal with point number two. What is said here assumes that whatever direction a

student may take professionally there is, nevertheless, a high importance in assuring that any college graduate be as well prepared as possible, under the limitations of the typical four year program, to face the complexities of modern life as a "well educated" citizen and person.

The acceptance of this concept has led virtually all collegiate schools of business to set aside a large segment of the undergraduate curriculum for the humanities and liberal arts courses. From a cursory examination of various college bulletins, it appears that college mathematics, economics, social and physical science, and an experience in the humanities which would include literature and philosophy are rather common undergraduate core requirements.

The success of the required core curriculum may be a subject for lively debate. One of the unfortunate aspects of the entire scheme lies in the fact that often the "non-professional" areas are introductory survey type courses, which are poorly taught and are often a rehashing of secondary school subjects with a sophisticated veneer of a little more detail and required reading. It may be very seriously questioned whether such stereotyped studies meet the need of broad general education.

Many colleges are searching for something different, particularly for those students whose secondary school records demonstrate equipment for intelligent discussion, orderly thoughts, and research. If the background knowledge is already there, the process of critical

thinking which ultimately creates a decision making capability appears likely to be sharpened if there is exposure to something more than the large freshman section in history, literature, or social science.

In this scientific age, top-flight preparation for the world of business, like most professions, appears to require a considerable background in college mathematics and physical science. In our world of cybernetics, most companies will be likely to look at the transcript with an eye to qualifications in these "general education" areas. It is also apparent that in many industrial situations the issue of understanding the need for research in a highly competitive business world will be considerably advanced if a promising young employee has acquired some overall understanding of the history of science and has had at least some experience in a laboratory with the scientific method. For the person who desires to be more than just a stock clerk, there must be evidence of a mind trained to organize, to negotiate, to analyze, to supervise, and to evaluate. It is also apparent that a spirit of inquiry must be fostered which will carry the search for knowledge far beyond the college years and relate to the individual's role in life and in his professional career.

Few will argue the need, therefore, to have the Liberal Arts form an integral segment of collegiate business education. The argument will doubtless go on for a time as to just what should be the nature

(Continued on page 74)



WITH THE ALUMNI THE WORLD OVER

Frank J. Weber III is Named Field Secretary

FRANK J. WEBER III, a member of Epsilon Omega Chapter and a recent graduate of Eastern Illinois University at Charleston has recently joined the staff of The Central Office as a Field Secretary. He replaces Donald H. Vickstrom, a member of Zeta Kappa Chapter at Western State College of Colorado, who was drafted into military service.



FRANK J. WEBER III, Eastern Illinois, recently joined the staff at The Central Office as a Field Secretary.

Frank was born in Olney, Illinois, the son of Dr. and Mrs. Frank J. Weber, Jr. He received his secondary education at East Richland High School in Olney. Prior to matriculating at Eastern Illinois University he attended Marquette University, Milwaukee, Wisconsin and Olney Community College. He received the Bachelor of Science in Business degree from Eastern Illinois University with a major in marketing.

His business experience has included part-time summer employment with American Machine and Foundry Company, East Richland School, and Robert Gaffner Company.

While at Eastern Illinois he was active in the Marketing Club, was business manager of the student radio station, and a member of the Young Republicans. In Delta Sigma Pi he was professional chairman, historian, chairman of the chapter newsletter and several committee posts.

A vacancy in the Field Secretary staff at The Central Office staff still exists. A recent graduate interested in traveling and assisting with the promotion and development of the Fraternity should contact Executive Director Charles Farrar.

The term of employment is usually two years. In addition to the salary a Field Secretary receives quarters at The Central Office, vacations with pay, medical and travel insurance and expenses while traveling on official business for the Fraternity.

Harry M. Gerlach Receives Promotion

HARRY M. GERLACH, *Miami-Ohio*, has been named the new director of the College Board's Southwestern regional office in Austin, Texas. Brother Gerlach is a native of Wooster, Ohio, and for the past two years has been visiting representative in the Board's midwestern office in Evanston, Illinois.

As director of the Austin office, he will supervise College Board services and programs in a four-state area: Texas, Oklahoma, Arkansas and New Mexico. Before joining the College Board, Harry was director of admissions at Miami University, Oxford, Ohio. He holds degrees from Miami and Columbia Universities, and is a past president of the Association of College Admissions Counselors.

The College Board is a non profit membership association of more than 900 colleges, universities, and secondary schools. It was established in 1900 to aid in the transition of students from school to college. Today, its services and programs include guidance and admissions tests administered to about two million

students yearly. The Board also conducts extensive research activities, publishes numerous books and studies, carries out training programs for college admissions and school guidance officers, and operates the College Scholarship Service and the Advanced Placement Program.



BROTHER T. P. HALL, on the right, is shown here receiving a plaque from William J. Rucker, vice president of Kappa Chapter after being named "Outstanding Faculty Member of the Year" at Georgia State College in Atlanta.

Tommy P. Hall Outstanding Faculty Member at Georgia State

TOMMY P. HALL, *Georgia State*, professor of accounting at Georgia State College has been elected the "Outstanding Faculty Member of the Year" in the School of Business for the year. The award was established three years ago by the three professional fraternities at Georgia State College; Delta Sigma Pi, Phi Chi Theta and Alpha Kappa Psi.

The initial award was presented to Brother George C. Manners, dean of the School of Business. The second year the award was presented to Brother Francis Bridges, professor of management. All three are members of Kappa Chapter of Delta Sigma Pi.

The award is presented annually at the Faculty Appreciation Dinner co-sponsored by the three fraternities. All School of Business faculty are invited to attend the dinner as guests of the sponsoring organizations.



OFFICERS OF KAPPA CHAPTER honor Founder Harold V. Jacobs at the Founders' Day celebration held in Atlanta. The members present are: Grand President M. John Marko, Adviser William F. Lyle, Historian Ronald Christopher, Vice President William J. Rucker, President Weldon M. Thomas and Committeeman Ken Welborn.

ganization. Following the reception dinner was served at 7:00. Brother David L. English, president of the Atlanta Alumni Chapter lead the invocation. Kappa President Weldon M. Thomas, Jr. presided as Master of Ceremonies. A group of approximately 200 undergraduate brothers, alumni brothers, faculty brothers, pledges and guests enjoyed a meal of prime ribs of beef, following with addresses by Brothers Jacobs and Marko which held everyone intently interested.

Some of the very distinguished brothers attending this historic event were Past Grand Presidents Howard B. Johnson and Homer T. Brewer, and Golden Council Members Frank Brandes and Clyde Kitchens. There were also representatives from Pi Chapter at University of Georgia and Epsilon Chi Chapter at Georgia Southern College.

The program was concluded with the presentation of engraved silver dishes to Brothers Jacobs and Marko, and the drawing for many door prizes by Rose Jacobs. During the intermission prior to the dance, Kappa Chapter pledges entertained with a skit entitled "Rotten Hook" and then sang the "Rose of Deltasig." Guests then danced until midnight.

Brother and Mrs. Jacobs returned to Miami Beach Sunday morning, and Director Westlake held an informal leadership conference at his home Sunday afternoon. Grand President Marko offered many constructive suggestions to this assembly of Deltasig leaders.

Founders' Day Celebrated in Atlanta

KAPPA CHAPTER at Georgia State College and the Atlanta Alumni Club celebrated the most successful and most memorable Founders' Day in its modern history. Never since its installation in 1921 has Kappa Chapter been so honored. The distinguished guests included Grand President M. John Marko of Elizabeth, New Jersey, and Founder Harold V. Jacobs and his charming wife Rose of Miami Beach, Florida.

Grand President Marko and Brother and Mrs. Jacobs were greeted at the Atlanta airport early Saturday morning, November 4. The welcoming committee was composed of Southeastern Regional Director James R. Westlake, President Weldon M. Thomas, Jr., Vice President William J. Rucker and Adviser William F. Lyle. The party continued to the top of Atlanta's Merchandise Mart where they were honored at a luncheon. In addition to the welcoming party the luncheon guests included District Director Thomas W. Rankin, Brother George Manners, dean of the School of Business Administration at Georgia State College and other members of Kappa Chapter who served on the program committee.

Following the luncheon the group visited the Kappa Chapter quarters in the Student Activities Building at Georgia State where they were formally greeted and welcomed to the campus by Dean Manners. There was informal dis-

cussion of the history of Kappa Chapter and the founding of Delta Sigma Pi.

The Atlanta Biltmore Hotel, scene of the 1936 Grand Chapter Congress, was headquarters for this 60th anniversary party. The evening's festivities were commenced at 5:30 with a reception. Deltasigs from far and wide were thrilled with the opportunity to personally greet and thank Brother Jacobs for his contribution in providing us with this great or-



BROTHER GEORGE MANNERS, dean of the School of Business at Georgia State College extends a warm welcome to Founder Harold V. Jacobs as Grand President M. John Marko looks on.

SAN FRANCISCO

THE SAN FRANCISCO Alumni Club is having its most successful year. Our list of activities has been expanded and membership has risen in excess of 33% over last year. Many brothers are regularly attending our monthly luncheons and are renewing and developing fraternal and business relationships.

In addition to our monthly luncheons which include a guest speaker on a business topic, we have been having an active social calendar. Recently the brothers enjoyed a fishing trip and President Lovejoy proved to be the champion angler by catching a 22 lb. salmon. Our Founders' Day celebration consisted of a dinner-dance and our guest speaker was Mr. George Silliman, President of "Success in Action."

Our monthly luncheons continue to be held at the "Inn the Alley" restaurant on the first Thursday of each month. "Inn the Alley" is located in the center of the San Francisco financial district at 52 Belden Place. We would like to extend an invitation to all brothers who may be in San Francisco on our meeting days to join us for an interesting speech and friendly gathering.—GERALD J. FRESCHI

COLUMBIA

WE ARE PROUD to announce that the Columbia, South Carolina, Alumni Club has completed a very successful organizational year. With a start of 21 charter members we have grown to 30 members. Our meetings thus far have been of an organizational nature. Committees have been appointed to initiate and implement the major programs which should be undertaken. These programs are geared not only to improve the effectiveness of our club, but also to enhance and support the programs of the Beta Gamma Chapter.

On October 9, our Club met and elected officers for the ensuing year. Officers elected were as follows: President, William A. Weathersbee; Vice President, Gary Twelckemeier; Secretary, Donald K. Aull; and Treasurer, Ed Markendorff. We hope by the next issue of *The DELTASIG* to be able to report more definitive information on programs which have been initiated.—DONALD K. AULL

CHICAGO

THE CHICAGO ALUMNI CLUB celebrated Founders' Day with the traditional banquet. This commemoration was held Thursday evening, 9 November, at the Illinois Athletic Club. The cocktail hour began at 5:30 P.M. and at 6:30 P.M. we sat down to enjoy the athletic club's superb veal scallopini. The highlight of the evening was an address by Warden Jack Johnson of the Cook County Jail. His interesting topic was "Habilitation and Rehabilitation in Correctional Institutions." Past President Tony Fernandez was chairman of the Founders' Day celebration and deserves a big hand for bringing out so many men—O.B.'s and recent graduates.

Our next program will be held Saturday evening, January 13. A social event, the

brothers and their wives or dates will enjoy a dinner—theatre party at the Ivanhoe. The presentation will be "Harvey" starring Tom Ewell. On March 12 a professional dinner will be held at the Illinois Athletic Club to honor those rogues, our Past Presidents. Another dinner—theatre party will be held on May 11 at Old Orchard. June 20 is the date of our annual golf outing and banquet at the Midwest Country Club.

President Howie Hight and the officers and members extend a sincere welcome to all Deltasigs living in the Chicago Metropolitan Area. Contact us at 42 East Cedar Street, Chicago, Illinois, 60611.—DON F. HOLEM

EL PASO

AT THE JULY meeting of the El Paso Alumni Club the following officers were elected: President, Jerry Vinzetta; Vice President, Charles Wakeem; Treasurer, Louie Giallanza; and Secretary, Robert Rowe.

The first meeting of the 1967-68 year was held on October 19 with President Jerry Vinzetta presiding. Final plans were made for the Homecoming breakfast on November 4. This breakfast is co-sponsored by the El Paso Alumni Club, Gamma Phi Chapter and the School of Business Administration and Economics of the University of Texas at El Paso.

Plans are shaping up for celebrating Founders' Day, a football game with Gamma Phi Chapter and a Christmas party in December. All looks well for another good year.—ROBERT K. ROWE

SACRAMENTO

THE SACRAMENTO ALUMNI Club participated in a number of activities this past summer, starting on June 3 with the second annual progressive dinner. The brothers and their wives or sweethearts first went to Brother Floyd Brady's home for swimming and hors d'oeuvres. Then we proceeded to Brother H. Nicholas Windeshausen's home for salad and the main course. After dinner a raffle was held with prizes provided by Brother Mike Haley. A large measure of the success of this party is due to these three brothers and their wives.

On July 15, we held a picnic with the San Francisco Alumni Club at Ancil Hoffman Park in Sacramento. While the turnout was not overwhelming all the brothers and wives

or sweethearts who attended agreed it was most enjoyable. Lunch was preceded and followed by football, volley ball and baseball.

The last summer activity took place on September 23 when 14 brothers and their dates made a trip to Folsom, California to see the Folsom Gaslighters perform an old melodrama. Thanks for arranging this very entertaining evening go to Brother Boyd Fottrell.

The first activity of the Fall was a tour of the Berringer Brothers and Christian Brothers wineries at St. Helena in the Napa Valley. A Greyhound bus was chartered for the trip which was attended by 18 people.

The next activity will be a meeting on November 4 to celebrate the 60th anniversary of Delta Sigma Pi's founding. It is hoped that all alumni and undergraduates in the area can attend.—WALTER BARNES, JR.

NEW YORK

THE NEW YORK ALUMNI CLUB was happy to help Alpha Chapter celebrate its Sixtieth Birthday. The Founders' day festivities started at the Top of the Park Restaurant at Loeb Student Center and ended at Alpha Chapter's beautiful chapter house. At the beginning of the short, but impressive speeches Alpha Chapter President Ronald Easton announced that 11 different chapters were present. They were: Chi (Johns Hopkins); Gamma (Boston University); Alpha Beta (Missouri); Alpha Lambda (North Carolina); Alpha Nu (Denver); Alpha Rho (Colorado); Beta Rho (Rutgers); Beta Upsilon (Texas Tech); Zeta Omicron (C.W. Post); Zeta Chi (Manhattan College); and Alpha (New York). In addition to this excellent representation of chapters, the evening was also blessed with some of Delta-sig's celebrities. Namely, Grand President M. John Marko, Eastern Regional Director H. Melvin Brown, and New York City's District Director Donald A. Groene.

The main speaker of the evening was Dr. Peter K. Ewald, Provost of C.W. Post College. Brother Ewald gave an excellent talk on the plight of the private university in the United States. Next, came the highpoint of the evening. Grand President M. John Marko awarded "The Order of The Golden Helmet" to Fred M. Emmerich, *New York*, in recognition of 50 years of outstanding service to Delta Sigma Pi.—HARRY A. CUFF



STAGE MONEY changes hands quickly at the roulette table during the Las Vegas party held for the men at the 26th Grand Chapter Congress.



HERBERT E. MARKLEY, *Miami-Ohio*, has been recommended as President of Timken Roller Bearing Company.

Herbert E. Markley Recommended as President of Timken Roller Bearing

IN A RECENT announcement from the Timken Roller Bearing Company, Canton, Ohio, W. R. Timken stated that he had recommended to the Board of Directors that Herbert E. Markley, *Miami-Ohio*, be elected to succeed him as president.

Brother Markley has been serving as Executive Vice President of that company since 1959 and has played an important role in the Company's world wide expansion. He has been closely associated with, and has co-ordinated much of the work in creating manufacturing plants at Ballarat, Australia; Sao Paulo, Brazil and Colmar, France.

The Timken Roller Bearing Company is the world's largest producer of tapered roller bearings, used in automotive, railroad, farm machinery, construction, machine tool, and other major industries. It also manufactures electric furnace alloy steel.

Brother Markley graduated from Miami University, Oxford, Ohio, in 1938. In addition to membership in Delta Sigma Pi, he was elected to Phi Beta Kappa and received the Delta Sigma Pi Scholarship Key. In 1962 he was elected to honorary membership in Beta Gamma Sigma. Shortly after graduation he joined Timken as an accountant trainee. Two years later he was promoted to Assistant Chief Cost Accountant and continued in that position until entering the Army in 1943. After returning from the military he studied law at night and was admitted to the Bar of Ohio. He also attended Akron and Ohio Universities and completed the Advanced Management Programs at Harvard University and the University of Pennsylvania. From Executive Assistant in charge of legal affairs he was elected Assistant Secretary in 1947 and Secretary in 1953. He was then successively named Assistant to the President, Vice President in Charge of Overseas Operations, Executive Vice President, and a Director.

Joseph W. Towle is Acting Dean at Washington U. in St. Louis

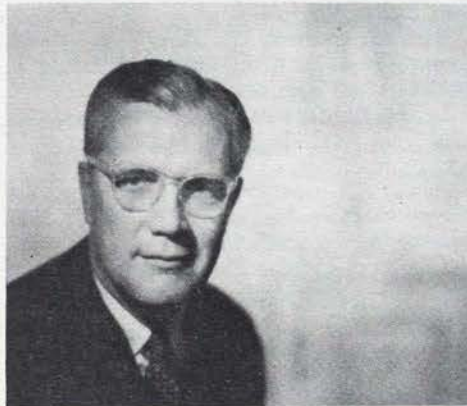
DR. JOSEPH W. TOWLE, *Northwestern-Zeta*, has been named Acting Dean of the School of Business and Public Administration at Washington University, St. Louis, Missouri. He succeeds Dr. Ross M. Trump who resigned last year to return to teaching.

Brother Towle attended Principia High School and Junior College and received his A.B. degree from Lehigh University. He later attended Northwestern University and received both his M.B.A. and Ph.D. degrees there.

His experience includes Employment Manager for Montgomery Ward and Company, Personnel Director for the Bodine Electric Company in Chicago, a staff member of the consulting firm of Boaz, Allen and Hamilton, Assistant and Associate Professor at Northwestern University and Professor of Management at Washington University in St. Louis.

In addition to membership in Delta Sigma Pi he is also a member of the American Management Association, the American Society for Training and Development, the Academy of Management, the Society for the Advancement of Management and the American Economic Association. He is also a member of a number of civic organizations.

Brother Towle has done extensive consulting work both in this country and abroad. He has been the General Editor for 10 books on management subjects and is advisor in management for Houghton Mifflin Company.



JOSEPH W. TOWLE, *Northwestern-Zeta*, has been named Acting Dean of the School of Business and Public Administration at Washington University, St. Louis.

Pedro C. M. Teichert is Chairman of Economics and Business Management at the University of West Florida

DR. PEDRO C. M. TEICHERT, *Michigan State*, has been appointed Chairman of the Faculties of Economics, Political Science, and Business Management at the newly established University of West Florida at Pensacola.



PEDRO C. M. TEICHERT, *Michigan State*, is Chairman of the Faculties of Economics and Business Management at the University of West Florida.

The faculties of Economics, Political Science as well as Business and Management are located in Omega College, one of the three independent residence colleges, each headed by a Provost, making up the structure of one of Florida's newest upper division universities. Currently being planned for a capacity of 10,000 students the University of West Florida is located on a former fishing and hunting preserve which consists of 1,000 acres.

Before coming to West Florida Brother Teichert was Professor of Economics at the University of Mississippi where he helped in the development of the doctoral program. His previous teaching experience includes Michigan State, Louisiana State and the University of Texas. He holds the B.A. degree and the M.A. degree (Magna Cum Laude) from the University of the Americas in Mexico City and the Ph.D. degree from the University of Texas.

In 1964 he was a Fulbright-Hays Lecturer at the University of Buenos Aires, Argentina. He received his primary education in Argentina and his secondary education in Germany. His studies of civil engineering in Munich were interrupted by World War II and his induction into the German and Argentine armies.

Brother Teichert has published in English, German, Portuguese, Spanish, and Italian over 30 scholarly articles and monographs on theories of development and subjects of Latin American economic growth and policy, as well as on comparative economic systems and trade. With the help of two All-University Research Grants from Michigan State University, he has also written a book, *Economic Policy Revolution and Industrialization in Latin America and A Latin American Economics Bibliography*, which was later translated into Spanish. A second Spanish edition has been published and the English edition has undergone its fifth printing.

of this "general education." The School of Business, moreover, must recognize that a generally liberal "base education" should not be stultified by vocational training for particular roles in Business and Industry. Professional education should also be broad. Leave vocational training to trade schools. Institutions of "higher learning" should, of course, continue to educate accountants, economists, people with special objectives in real estate, marketing, and business administration, and in management, but let it be repeated that the objective ought to be to "educate" and not merely to "train." Industry and Commerce will continue to look for college graduates whose individual talents have been sharpened by their campus learning experience. They know that such people will be the most worthy selectees for further training in a particular company program.

There should be no gap between the Liberal Arts and professional undergraduate education. There should be no conflict of interest between faculties serving these areas. Each has much to offer to the other and the recognition that they are complementary in the curriculum is the best assurance of the high quality which is the hallmark of distinguished Schools of Business.

PERSONAL MENTION

Francis J. Mertz, *St. Peter's*, has been appointed Vice President for Development at St. Peter's College, Jersey City, New Jersey.

Robert P. Biunno, *Rutgers-Beta Omicron*, was appointed Director of Admission Services at Rutgers College, Newark, New Jersey.

Philip C. Shaak, *Rutgers-Beta Omicron*, has been appointed Associate Dean of Rutgers Graduate School, Newark, New Jersey.

Michael S. Ryan, *Santa Clara*, has been commissioned a second lieutenant in the U. S. Air Force at Lackland AFB, Texas.

Frederick J. Anthony, *Wayne State*, has been commissioned a second lieutenant in the U. S. Air Force at Lackland AFB, Texas.

Robert C. Garrett, *Texas-Arlington*, has been commissioned a second lieutenant in the U. S. Air Force at Lackland AFB, Texas.

Robert F. Allison, *Georgia*, is now on temporary duty with the 4258th Strategic Wing in the Western Pacific.

Clayton E. Seth, *Indiana*, has been promoted to Army SP5, Fort Campbell, Kentucky.

Shelton B. Hillman, Jr., *Tennessee*, has

graduated from Amarillo AFB, Texas, for training of supply officers. He will be assigned to Davis Monthan AFB, Arizona, with the Tactical Air Command.

Milton T. Tankersley, *Florida State*, has completed a combat platoon leader course at Fort Benning, Georgia.

Harlan F. Woelfel, *Mankato State*, has completed a course in advanced infantry tactics, at Ford Ord, California.

Sterling C. Gotthardt, Jr., *Baylor*, has completed a motion picture projector equipment repairman course at Fort Monmouth, New Jersey.

William S. Patrick, *Georgia State*, Dean of Admissions and Registrar at Georgia State College, has been appointed chairman of the national committee of the American Association of Collegiate Registrars and Admissions Officers.

Daniel M. Gaby, *Rutgers*, has been named Vice President of Keyes, Martin, and Company, Bridgewater, New Jersey.

Wilbert H. Hembree, *Georgia State*, has been elected District Governor for Lions International, East Point, Georgia.

Charles F. Bengston, *Rutgers*, has been promoted to Treasurer and Assistant Secretary of St. Clair Mills, Inc., a division of Quaker Oats, Fort Recovery, Ohio.

Robert L. Levison, Jr., *Georgia*, has been graduated from the Air University's Squadron Officer School at Maxwell AFB, Alabama. He will serve as an assistant professor of aerospace studies at the University of Georgia.

John M. Sears, *Western Kentucky*, received his Army Reserve Commission through the Reserve Officer's Training Corps, Bowling Green, Kentucky.

Arthur L. Johnsen, *Minnesota*, has been commissioned an Army second lieutenant at Fort Eustis, Virginia.

Richard Graham, *St. Peter's*, has been commissioned an Army second lieutenant at Fort Eustis, Virginia.

Joseph P. Megery, *Kent State*, has graduated from Amarillo AFB, Texas as a supply operations officer.

Edwin J. Coons, Jr., *Louisiana State*, has earned membership in The National Life Insurance President's Club.

Charles R. Settle, Jr., *Kansas*, is now on the audit staff of Arthur Young & Company in Kansas City, Kansas.

James B. Wolf, *Mississippi*, has a new position as Financial Analyst, First Union National Bank of North Carolina in Charlotte, North Carolina.

Charles P. Comerford, *Boston*, has been promoted to Assistant Manager, International Division, of Commercial Union Insurance Group, New York, N.Y.

David W. Bloom, *South Carolina*, has started to practice law in the firm of Lester & Bloom, Columbia, South Carolina.

Frank J. Clager, *Ohio State*, is now working as a junior accountant in the Findlay, Ohio, plant of RCA.

Norman E. Walack, *Northwestern-Zeta*, has a new position as comptroller in the Pepsi Cola Distributorship in Aurora, Illinois.

James B. Mackie, *Ferris State*, has been promoted to the position of Operations

Officer at 676th Radar Sq., Antigo, Wisconsin. Brother Mackie is a First Lieutenant in the USAF.

Norman J. Hollerith, *Rutgers-Beta Rho*, has been promoted to vice president of the United States Trust Company of New York, N.Y.

Larry D. Quattlebaum, *East Texas State*, has entered the U.S. Air Force and is stationed at Lackland Air Force Base, San Antonio, Texas.

Allan E. Davis, *Kansas*, has a new position as Administrator, Physical Medicine & Rehabilitation Center of the University of Washington Hospital in Seattle, Washington.

James E. King, Jr., *Florida State*, has a new position as manager, Sales Division, Southeastern Personnel, Inc., in Atlanta, Georgia.

John R. Boland, *Miami-Florida*, is the newly elected Chairman of the Board and President of the International Travel Guild, Inc., San Francisco, California.

Theodore R. Koenig, *Arizona*, has a new position as Vice President in charge of Real Estate, Standard Insurance & Realty, in Tucson, Arizona.

Robert M. Phillips, *Indiana*, is currently a staff assistant with Haskins and Sells, C.P.A., Chicago, Illinois.

Stephen J. Epstein, *Illinois*, is entering a private practice of law under the firm name of Kreisman & Epstein in Chicago, Illinois.

John T. Goldner, *Georgia Tech*, 2nd. Lieutenant, is now Company Commander of "E" Company, 4th Battalion, 1st Engineer Training Brigade, Ft. Leonard Wood, Missouri.

Kenneth E. Rooney, *Missouri*, has a new position as Manager, Business Analysis and Planning, General Electric of Colombia, Bogota, Colombia, South America.

Blaine Ballantyne, *Florida Southern*, captain, is an Operations Officer for the Supply and Transport Battalion, 25th Infantry Division, Cu Chi, Vietnam.

John L. Clark, Jr., *Western Michigan*, has a new position as Systems Analyst, Business Information Services Department, the Dow Chemical Company, at Midland, Michigan.

Edward D. Dake, II, *Ithaca*, has been promoted to Product Administrator of Marketing, Department of Scientific Instrument Division of Bausch and Lomb, Rochester, New York.

George Traister, *Miami-Florida*, has been promoted to Field Representative for the A. C. Nielsen Company of Chicago, for the Wilmington, North Carolina, area.

William H. Bolen, *Georgia Southern*, has a new position as Assistant Professor of Finance and Management at Georgia Southern College in Statesboro, Georgia.

Richard K. Harris, *Rochester Tech*, has been promoted to Senior Sales Representative at the Burroughs Corporation in Rochester, New York.

James L. Heddon, *Florida State*, has a new position as Operations Administrative Assistant in the California Canadian Bank, San Francisco, California.

James S. Freeman, *Auburn*, has been appointed a vice president of the Chemicals Division of Union Carbide Corporation, in New York, N.Y.

The Small Investor in Today's Market

John F. Thompson
School of Business Administration
Sam Houston State College

OVER THE YEARS students have been taught that a stock exchange is a marketplace of expression. Investors and speculators in the securities market express themselves by creating demand and/or supply of securities for enumerable reasons that may range from inside information from a company to merely throwing darts at a financial page. Whatever the approach that is taken in the decisions that thousands of people make each day, they express their views in the most convincing way—with their money. This is perhaps the primary factor separating the student from the real world. Money and its alternative uses may create stress in its owner's mind; a stress that someone without money invested in a company rarely experiences or comprehends.

It has been expressed by some top security analysts that a stock exchange is, in essence, a voting place where investors cast their votes for their candidate stocks thereby creating demand and supply which, in the final analysis, determines stock prices. But for the small investor this vote casting ability is limited.

Unlike a political campaign which usually boils down to two candidates from which the voters shall choose, with each voter having an equal voice, a decision on what company's stock to purchase or sell is somewhat more complex due to the thousands of candidates in the marketplace at all times.

Most small investors have a general idea of the type of company whose stock they want to purchase. Some investors want a company that pays some sort of return or dividend each year while other investors prefer to buy a stock which has greater price appreciation possibilities. Of course, the combinations of these two classes of investors is broad and wide encompassing. However, the investors' specifications for yield and/or price appreciation narrow the available market candidates considerably because all stocks do have different possibilities and potentialities. But for the small investor, with his usual tardiness or unawareness of eco-

nomic developments that may change demand and supply in the marketplace, these potentialities and possibilities may be difficult to perceive.

Most brokerage firms have well developed research departments that are constantly searching for stocks whose potentialities have been overlooked by the millions of security traders. If and when these stocks are identified the brokerage firms attempt, in their professional way, to create demand or generate interest in their customers for these stocks. Brokers can usually measure their demand-creating ability by observing the price movements of these stocks over the next few trading days after their published list of favorites has been made public. Obviously, if the prices of these securities advance, they have succeeded in their efforts. Where does this leave the small individual investor? Is he at the mercy of decisions made by brokerage firms and investment services? The answer to this question is "yes he is." It may not be due to demand that brokerage firms have created in the thousands of small individual investors, but in their ability to sway decisions that are made by large institutional investors which maintain millions of dollars in the stock market almost constantly. Most larger, more sophisticated corporations now have pension fund monies to invest for the long-term and are searching for the best over-all investment that can be found at the time. Part of this money is invested in common stock and probably in the stock that the brokers or investment services are recommending or favoring at that particular time. Whatever the decision that is made by the managers of these pension funds, mutual funds, insurance companies, trust funds, and/or a host of other large institutional investors, it will have a tremendous impact on the market price of the security that the institution purchases or sells. One large institution could conceivably affect the market price of a particular security, with one order involving thousands of shares, more than several thousand small individual investors.

What can the small investor do if he expects to contend with this relatively new market factor created by institutions? My answer is the adage: "If you can't beat them, join them." The quickest route to price appreciation today is to anticipate what stock the brokerage firms or investment services are going to promote before they publish their weekly or monthly list of overlooked securities. After they issue the list, it is probably too late for the small investor because the price has probably already advanced somewhat. Timing is almost everything in today's market because most companies listed on an exchange are diversified, or are in the process of becoming so, which protects earnings from drastic declines. Most companies expect a higher per share earnings in the future or perhaps have merger contemplations which usually lead to higher stock prices. Many companies are pouring millions of dollars each year into research and development attempting to discover or create a technological advantage over their competition. The inventions and discoveries also play a large part in demand and supply. The only reason a stock will advance in price is because there are more buyers than sellers at the current price and it takes several hundred small investors to dent the surface of what one large institution can do with a single telephone call to its brokerage firm.

Despite this influence by institutional investors, the small investor will usually do well if he purchases a high quality stock and holds it for the long-run, especially if he purchases it preceding an investment service or brokerage firm's recommendation. Quality stocks may not be the best choice if their prices have been bid up by other investors before the small investor recognizes their possibilities.

In the final analysis, there are always some good candidates in the market place at any one time. Identifying these stocks is every investor's objective, but with the prestige and ability that brokerage firms and investment services have developed,

and their skills to influence their customers, large and small, it appears now that should a small investor profit to any extent in the stock market, he is fortunate. Most small investors will admit this freely if they are rational about their price appreciations if and when they do occur. With large institution orders for a particular common stock, price appreciation occurs.

LIFE MEMBERS

- 4007 John C. Downs, *Beta Upsilon*, Texas Tech
 4008 Robert M. Nelson, *Gamma Omicron*, San Francisco
 4009 John W. Garver, *Epsilon Rho*, Tampa
 4010 Walter S. Loyle, Jr., *Gamma Tau*, Southern Mississippi
 4011 Robert L. Stephenson, *Zeta Kappa*, Western State
 4012 Wayne A. Merritt, *Beta Epsilon*, Oklahoma
 4013 Edwin E. Green, *Beta Epsilon*, Oklahoma
 4014 Seth T. Osborn, *Epsilon Mu*, Sam Houston State
 4015 John R. Suckow, *Psi*, Wisconsin
 4016 James E. Fargo, *Zeta Upsilon*, Virginia Tech
 4017 Guy L. Tull, Jr., *Beta Zeta*, Louisiana State-Baton Rouge
 4018 John D. Weaver, Jr., *Epsilon Mu*, Sam Houston State
 4019 Jerry D. Keeton, *Gamma Phi*, Texas-El Paso
 4020 Alfred F. Riedinger III, *Beta Xi*, Rider
 4021 Raymond J. Paolucci, *Alpha Rho*, Colorado
 4022 Patrick J. O'Donnell, Jr., *Zeta Xi*, Lewis
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 4024 Garland W. Cooper, *Delta Tau*, Indiana State
 4025 James S. Brooks, *Gamma Phi*, Texas Western
 4026 James H. Cox, *Zeta Kappa*, Western State
 4027 Franklin F. Hamasaki, *Epsilon Theta*, Chico State
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 4029 John R. Ganguzza, *Beta Omicron*, Rutgers
 4030 James D. McLendon, *Zeta Mu*, Arlington State
 4031 Larry O. Crother, *Epsilon Phi*, Sacramento State
 4032 Dennis T. Edmon, *Zeta Sigma*, Southeastern Louisiana
 4033 Frank W. Hohmann, *Lambda*, Pittsburgh
 4034 Joseph J. Kiertekles, *Gamma Lambda*, Florida State
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 4036 Larry D. Quattlebaum, *Delta Phi*, East Texas State

- 4037 James M. Dudley, *Delta Theta*, Oklahoma City
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 4039 Jere W. Hess, Jr., *Gamma Delta*, Mississippi State
 4040 Milton C. Mitchell, *Gamma Rho*, Detroit
 4041 Mario Talan, *Delta Mu*, U. of the Americas
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 4043 Paul L. Kramer, *Alpha Theta*, Cincinnati
 4044 Wayne H. Ranks, *Gamma Omega*, Arizona State
 4045 Thomas S. Hartzog, *Gamma Zeta*, Memphis State
 4046 Ronald M. Zink, *Delta Chi*, Washburn
 4047 James R. Pope, *Gamma Epsilon*, Oklahoma State
 4048 Robert A. Law, *Delta Rho*, Ferris State
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 4054 James N. Jobst, *Gamma Phi*, Texas-El Paso
 4055 Charles A. Embrey, *Beta Kappa*, Texas Austin
 4056 Robert K. Little, *Epsilon Omega*, Eastern Illinois
 4057 Ronald L. Turner, *Delta Eta*, Lamar Tech
 4058 Joseph P. Zotter, *Gamma Xi*, Santa Clara
 4059 Maxwell E. Meek, *Beta Chi*, Tulsa
 4060 Cliff C. Northon, *Beta Zeta*, Louisiana State-Baton Rouge
 4061 John H. Welch III, *Mu*, Georgetown
 4062 Donald A. Migge, *Epsilon Phi*, Sacramento State
 4063 William H. Moses, *Beta Kappa*, Texas-Austin
 4064 Lynn A. Collins, *Alpha Nu*, Denver
 4065 Siegfried R. Witt, *Alpha Phi*, Mississippi
 4066 Glenn B. Neumann, *Epsilon Eta*, Eastern New Mexico
 4067 Randy D. Kautto, *Gamma Omega*, Arizona State
 4068 John D. Anderson, *Delta Omega*, West Liberty State
 4069 Edward H. Skingor, Jr., *Gamma Upsilon*, Babson
 4070 James R. Goetz, *Alpha Epsilon*, Minnesota
 4071 Donald K. Patz, *Upsilon*, Illinois
 4072 Michael R. Arst, *Beta Epsilon*, Oklahoma
 4073 Joseph E. Claycomb, Jr., *Gamma Rho*, Detroit
 4074 Louis H. Schwitzer III, *Alpha Pi*, Indiana
 4075 Donald M. Richter, *Beta Nu*, Pennsylvania
 4076 Robert D. Simoniz, *Zeta Upsilon*, Virginia Tech
 4077 John H. Newton, Jr., *Epsilon Mu*, Sam Houston State
 4078 Robert J. Locher, *Epsilon Pi*, Monmouth
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 4081 Guerry K. Taylor, *Beta Gamma*, South Carolina
 4082 Gerald G. Babcock, *Delta Rho*, Ferris State
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 4086 Enrique Galvan, *Delta Mu*, U. of the Americas
 4087 John A. Roukema, *Beta Omicron*, Rutgers
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 4089 John Losten, *Omega*, Temple
 4090 Richard D. McClain, *Delta Omega*, West Liberty State
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 4092 Clarence N. Frank, *Gamma Rho*, Detroit
 4093 James F. Freeman, Jr., *Gamma Tau*, Southern Mississippi
 4094 Walter R. Kay, *Gamma Omega*, Arizona State
 4095 James G. Parthenakis, *Alpha Theta*, Cincinnati
 4096 Harold S. Hook, *Alpha Beta*, Missouri
 4097 Charles L. Franz, *Lambda*, Pittsburgh
 4098 Cornell S. Owesny, *Lambda*, Pittsburgh
 4099 Benjamin J. Brandl, *Gamma Zeta*, Memphis State
 4100 Carl F. Voelkel III, *Lambda*, Pittsburgh
 4101 Carey B. Paul, Jr., *Kappa*, Georgia State
 4102 William J. Rocker, *Kappa*, Georgia State
 4103 Ed R. Carr, *Kappa*, Georgia State
 4104 David E. Erickson, *Beta Kappa*, Texas-Austin
 4105 John B. Doyle, *Gamma Omega*, Arizona State
 4106 James S. Sadler, *Epsilon Xi*, Ball State
 4107 Robert L. Lovelace, *Epsilon Rho*, Tampa
 4108 Douglas E. Hofeldt, *Alpha Delta*, Nebraska
 4109 Leonard W. Howes, *Epsilon Lambda*, Rochester Tech
 4110 Harold F. Blust, *Delta Omega*, West Liberty State
 4111 Robert V. Barnes, Jr., *Delta Phi*, East Texas State
 4112 Gary L. Staton, *Gamma Tau*, Southern Mississippi
 4113 Benjamin H. Johnson, Jr., *Gamma Lambda*, Florida State
 4114 Billy D. Curlee, *Epsilon Mu*, Sam Houston State
 4115 Stuart M. Bordman, *Gamma Kappa*, Michigan State
 4116 Gary W. Courtright, *Alpha Iota*, Drake

- 4117 Stuart L. Russell, *Epsilon Zeta*, Midwestern
- 4118 John E. Polivka, *Nu*, Ohio State
- 4119 Richard G. Adamian, *Epsilon Omicron*, Western Michigan
- 4120 David T. Bobbitt, *Delta Upsilon*, Texas Christian
- 4121 Edward F. Walsh, *Gamma Pi*, Loyola-Chicago
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- 4123 Alton B. Heck, *Kappa*, Georgia State
- 4124 William G. Dosch, *Epsilon Phi*, Sacramento State
- 4125 Larry E. Southwick, *Epsilon Theta*, Chico State
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- 4127 Michael S. Shield, *Epsilon*, Iowa
- 4128 John C. Gordon, *Gamma Iota*, New Mexico
- 4129 William H. McKinnis, *Epsilon Phi*, Sacramento State
- 4130 Benjamin A. Bassett, *Epsilon Upsilon*, New Mexico State
- 4131 Clair J. Burow, *Epsilon Iota*, Mankato State
- 4132 Daniel J. Swidron, *Zeta Xi*, Lewis
- 4133 George M. Becker, *Zeta Rho*, Menlo
- 4134 Jim T. Rea, *Zeta Rho*, Menlo
- 4135 Robert H. Fisher, *Delta Omega*, West Liberty State
- 4136 Ben M. Benigno, *Gamma Tau*, Southern Mississippi
- 4137 Lawrence J. Nutt, *Gamma Kappa*, Michigan State
- 4138 John A. Gibson, *Delta Rho*, Ferris State
- 4139 Richard C. Bond, *Beta Zeta*, Louisiana State-Baton Rouge
- 4140 Ralph J. Kreitzman, *Beta Xi*, Rider
- 4141 John Munro, *Gamma Psi*, Arizona
- 4142 Roy S. Matthews, *Zeta Xi*, Lewis
- 4143 Harold W. McDonell, *Zeta Lambda*, Georgia Tech
- 4144 Jeffrey I. Gadd, *Gamma Omega*, Arizona State
- 4145 Charles R. Gillespie, Jr., *Zeta Lambda*, Georgia Tech
- 4146 Phillip A. Maystead, *Delta Rho*, Ferris State
- 4147 Vernon L. Strange, *Epsilon Eta*, Eastern New Mexico
- 4148 James A. Hilliard, *Epsilon Lambda*, Rochester Tech
- 4149 Ronald N. Blandy, *Epsilon Lambda*, Rochester Tech
- 4150 Thomas J. Napiorski, *Epsilon Lambda*, Rochester Tech
- 4151 Joseph D. Payne III, *Gamma Psi*, Arizona
- 4152 Richard K. Dangelo, *Gamma*, Boston U.
- 4153 Daniel J. Holloway, *Epsilon Xi*, Bau State
- 4154 Richard M. Brani, *Alpha Omega*, De Paul
- 4155 Jerry A. Coulter, *Epsilon Phi*, Sacramento State
- 4156 William F. Motz, Jr., *Gamma Kappa*, Michigan State
- 4157 Fred L. Banta, *Alpha Theta*, Cincinnati
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- 4161 Michael R. Sobol, *Epsilon Omicron*, Western Michigan
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- 4181 Richard L. Kinstler, *Alpha Theta*, Cincinnati
- 4182 Gene N. Fuller, *Alpha Iota*, Drake
- 4183 John R. Allen, *Alpha Upsilon*, Miami
- 4184 Edward G. Maier, *Alpha Omega*, De Paul
- 4185 Richard J. Flynn, *Beta Theta*, Creighton
- 4186 Tom W. Robinson, *Gamma Iota*, New Mexico
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- 4188 Thomas M. Hall, *Gamma Rho*, Detroit
- 4189 Douglas M. Conlan, Jr., *Gamma Phi*, Texas-El Paso
- 4190 George R. Ripps, *Gamma Psi*, Arizona
- 4191 Wilbur K. Bullock, *Gamma Omega*, Arizona State
- 4192 Kent D. Manby, *Delta Eta*, Lamar Tech
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- 4194 Gary W. Schomer, *Delta Tau*, Indiana State
- 4195 John E. Hart, Jr., *Delta Psi*, Suffolk
- 4196 Michael P. Stewart, *Delta Omega*, West Liberty State
- 4197 Don C. Pontius, *Epsilon Kappa*, Shepherd
- 4198 William J. Aiken, *Epsilon Omicron*, Western Michigan
- 4199 James E. Grobmyer, *Epsilon Psi*, Christian Brothers
- 4200 Anthony B. Marrano, *Zeta Eta*, St. Peter's
- 4201 Francis J. Zeller, *Zeta Xi*, Lewis
- 4202 Lawrence L. W. Christman, *Alpha Pi*, Indiana
- 4203 John J. Jbara, *Gamma Rho*, Detroit



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Executive Secretary: BEN H. WOLFENBERGER, *Beta Upsilon-Texas Tech*, 330 South Campus Ave., Oxford, Ohio 45056

Director of Business Education: RALPH C. HOOK, JR., *Gamma Omega-Arizona State*, 1721 La Rosa Dr., Tempe, Ariz. 85281

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Director of Southeastern Region: JAMES R. WESTLAKE, *Kappa-Georgia State*, 83 Cain St., NE, Atlanta, Ga. 30303

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