

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

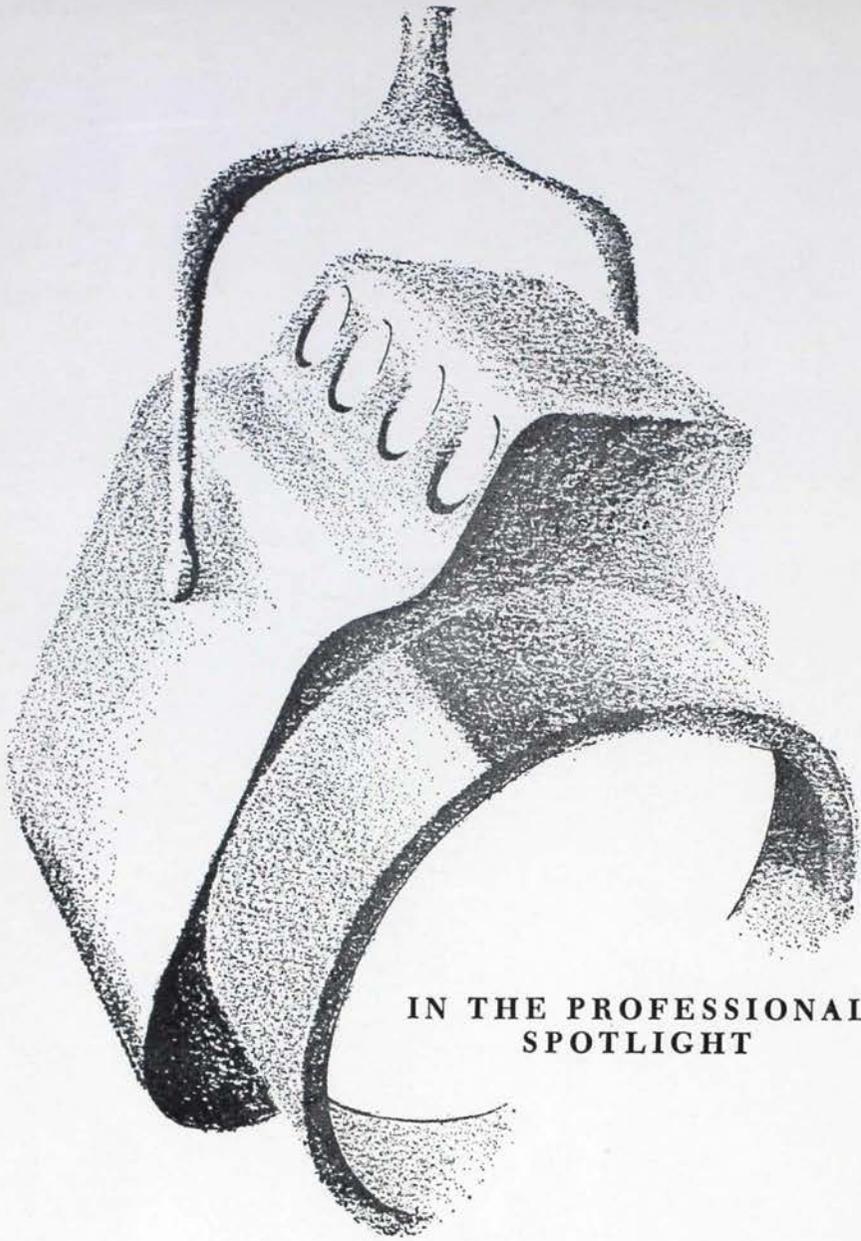


University of the Americas, Mexico City, Mexico

PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY

FOUNDED 1907

MARCH 1968



**IN THE PROFESSIONAL
SPOTLIGHT**

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.



FEATURED IN THE SPOTLIGHT for this issue of The DELTASIG are the members of Epsilon Kappa Chapter at Shepherdstown, West Virginia, during a recent industrial tour to the office of New York Life Insurance Company in New York, New York.

The DELTASIG

OF DELTA SIGMA PI

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... in this issue

From the Desk of The Grand President	82
A Word From The Central Office	82
Be a Life Member of Delta Sigma Pi	83
Reynold E. Carlson is Deltasig of the Year 1967	84
The American Business Community in Latin America	84
Nicholls State College Granted Eta Iota Chapter	86
Good Interviewing Makes Dollars and Sense	88
With the Alumni the World Over	91
Among the Chapters	94
Denver Completes New College of Business Building	115
Through the Eyes of an Educator	117
A New Home for New York University's School of Commerce	118
Delta Sigma Pi Directory	120

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

Our cover for this issue of The DELTASIG features the University of the Americas at Mexico City, Mexico. Formerly known as Mexico City College, it is the home of Delta Mu Chapter of Delta Sigma Pi. A complete new campus for the University is now being developed in Puebla outside Mexico City.

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.

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.



From The Desk of The Grand President



M. JOHN MARKO
Beta Rho-Rutgers

THE ROLE OF A professional fraternity is a unique and sometimes challenging one and frequently misunderstood by non-members. It is not fully appreciated because of the seeming difficulty individuals have in comprehending the relationship between *professionalism* and *fraternalism*. Yet, it is in just these two fundamental concepts that we find the anchor points of Delta Sigma Pi's time-tested and enduring values.

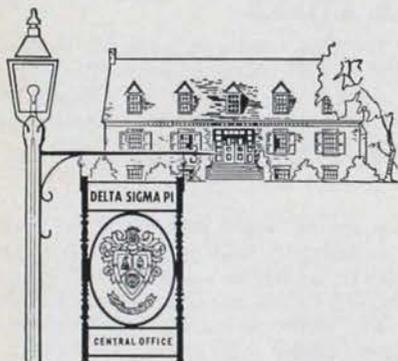
The late American historian, James Truslow Adams, once reflected that "There are obviously two educations. One should teach us how to make a living and the other how to live." Therein lies the relationship of the concepts noted earlier.

Higher education is a worthy preparation for the future, but to make it a living experience, it is not sufficient for a student simply to stand at the door waiting to have knowledge thrust upon him. He must question, seek, and expand his interest to gain the fullest from his experience. As Professor Grace Paasch stated in the July 1960 issue of *Banta's Greek Exchange*—"An instructor can only open the door and point the way; the student must carry his lantern alone from there on. If, through his interest and curiosity, he thrusts the light in all directions, his will be a rich life."

Delta Sigma Pi, because of its professional character, adds an even greater dimension to such a student. By organizing the group life of its membership so as to promote professional competency and achievement as a continuing way of life, the rays of each member's light can shine not only in all directions, but for a greater distance than if he were standing alone.

In considering the aspect of fraternalism, one discerns the inspirational nature of the fraternity. Here we see Delta Sigma Pi's ideals and traditions weaving together a brotherhood of kindred spirits. It is explained by the rich meaning it gives to our members, the sharing of lifelong friendships, the fulfillment of the need for identity and close association, the acceptance of true spiritual values which guide man's effort, and the maintenance of a member's integrity of his own individuality. This may sound sentimental, considered "out" in many quarters today, but the way of idealism has merit as a practical way of learning how to live.

Is there a relationship between *professionalism* and *fraternalism*? I am convinced that there is. Delta Sigma Pi's sixty years of continued growth and progress give testimony to it.



A Word From The Central Office

AS SPRING APPROACHES our fancy will be turning to another busy schedule. Included in the schedule of The Central Office staff is the installation of new chapters at Troy State University, Troy, Alabama; and Weber State College, Ogden, Utah; the biennial meeting of the Professional Interfraternity Conference in Chicago and the annual meetings of the Coun-

cil for Professional Education for Business and the American Association of Collegiate Schools of Business in Miami Beach. We are also making plans for the nine Regional Meetings that will be held next Fall. All this combined with the chapter visitation program and activities of The Central Office make this a very busy schedule for us at this time.



The DELTASIG

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

Be a Life Member of Delta Sigma Pi

How do I become a Life Member? What does a Life Membership cost? Where do I get an application? Do I have to be an alumni member to purchase a Life Membership? Questions such as these arise all too often. Our Life Membership program has been in effect for many years, yet there seems to be too little known about this vital part of the fraternity operation.

Who May Become a Life Member?

Any member of the fraternity in good standing can become a Life Member by paying the required fee and thereby be excused from payment of any national alumni dues for the rest of his natural life. This means that you may become a Life Member at any time after your initiation into Delta Sigma Pi.

What Does a Life Membership Cost?

The normal price of a Life Membership is \$50.00. For undergraduate members the price is discounted by 20 per cent providing the initial payment on the installment plan is made or payment in full is made while the member is still enrolled in college. The price is further discounted by 10 per cent if the member is a part of an undergraduate chapter that achieved Honor Roll status in the Chapter Efficiency Index and the option to purchase a Life Membership is exercised before December 31 of the year of this achievement by the chapter. Thus, the net cost of a Life Membership is \$35.00 providing the member is entitled to both discounts and exercises these options, otherwise it is \$50.00. The payment of a Life Membership can be made in full or in equal monthly installments.

Disposition of Life Membership Funds

All funds collected from the sale of Life Memberships are placed in the Na-

tional Endowment Fund. The principal of this fund, as governed by the Constitution and Bylaws, may only be used for loans to chapter or alumni club house corporations or deserving undergraduate members of the fraternity. The interest or any investment income from the fund may be used for operating costs of the fraternity. Due to prudent management, this fund is presently helping endow the operation of the fraternity.

Why a Life Member?

Good businessmen are concerned with the return to be expected or the value received when they use their funds. Sheer economics is the first reason for purchasing a Life Membership. Once you are a Life Member you no longer pay national alumni dues. This saving will more than pay for your membership in just a few short years.

Why should your fraternal relationship terminate upon your graduation? It need not! All Life Members receive for their

natural life a subscription to The DELTASIG magazine as well as the *Alumni News*. What better way is there to stay informed of all phases of your fraternity activities?

You may also enjoy the warm fraternal feeling that perhaps you have helped some deserving brother or the fraternity over a financial hurdle. Now is a good time to purchase! But . . . if you need a special reason how about considering a Life Membership in Delta Sigma Pi as a gift for one of the following occasion: A birthday, a wedding anniversary, graduation, Christmas, or a special award. Rather than presenting plaques or trophies as awards for outstanding faculty members or brothers why not present a Life Membership?

You can help in making our great fraternity even greater. Get a Life Membership. There is a National Life Membership Committee member in your region. Get to know him!

Fill out the application and get your membership started now.

CUT AND MAIL TO: DELTA SIGMA PI, 300 SOUTH CAMPUS AVENUE, OXFORD, OHIO 45056

DELTA SIGMA PI

SPECIAL APPLICATION FOR AN ACTIVE LIFE MEMBERSHIP

From _____ Chapter _____

Address _____

City, State _____ ZIP _____

I am enclosing my check for \$ _____ to cover _____ payment(s) of \$5.00 each.

RECORD OF \$5.00 PAYMENTS

1. <input type="checkbox"/> _____	6. <input type="checkbox"/> _____
2. <input type="checkbox"/> _____	7. <input type="checkbox"/> _____
3. <input type="checkbox"/> _____	8. <input type="checkbox"/> _____
4. <input type="checkbox"/> _____	9. <input type="checkbox"/> _____
5. <input type="checkbox"/> _____	10. <input type="checkbox"/> _____

Reynold E. Carlson, Ambassador to Columbia, is Deltasig of the Year 1967



REYNOLD E. CARLSON, Northwestern-Zeta, has been honored as "Deltasig of the Year 1967." He is the 15th recipient of the highest award Delta Sigma Pi can bestow upon a member of the fraternity.

BROTHER REYNOLD E. CARLSON, Ambassador to Colombia, has been chosen by the Grand Council as Deltasig of the Year 1967. He has been the Ambassador to Colombia since September 30, 1966.

Born on September 7, 1912 at Chicago, Illinois, he received both his Bachelor of Science and Master of Arts degrees at Northwestern University. He earned his Ph.D. from Harvard University in 1946. He taught at Johns Hopkins University at Baltimore, Maryland, from 1940 to 1948 with time out for military service (1942-45) in the United States Army Air Corps in World War II. He served as Economic Affairs Officer, United Nations, from 1946 to 1948 and as Consultant, Economic Commission for Latin American, in 1948.

Rey has long been associated with Latin America. He served as an Economist with Joint Brazil-United States Economic Development Commission Rio de Janeiro, Institute Inter-American Affairs, in 1951-52. He was then named Director of the graduate program of Economic Development at Vanderbilt University in Nashville, Tennessee. From 1953 to 1958 he worked as a senior Economist for the Western Hemisphere branch of the

World Bank. A consultant to the Ford Foundation from 1959 to 1961, he became Ford Foundation Representative in Rio de Janeiro in 1961, a position he held until 1965. His most recent position was Associate Director of the Latin American Program of the Ford Foundation. He is fluent in Spanish and Portuguese.

Brother Carlson was initiated into Delta Sigma Pi by Zeta Chapter at Northwestern University in 1934. He was later chancellor and president of his chapter. He is also a Life Member of the Fraternity. While teaching at Johns Hopkins University he was the chapter advisor for Chi Chapter.

The "Deltasig of the Year" award was inaugurated in 1952 by the late Allen L. Fowler, who served as Grand President of Delta Sigma Pi. It is being perpetuated in his name by a trust fund created by Brother Fowler's family. The award was established to pay tribute annually to a member of Delta Sigma Pi who has made some outstanding contribution to his own field of endeavor, be it business, educa-

tion or government. Brother Carlson thus becomes the 15th member to be so honored by the Fraternity.

Some of the other recipients of the award have been Gerald L. Phillippe, chairman of the board of General Electric Company; Watrous H. Irons, president of the Federal Reserve Bank of Dallas; the late Thomas H. Carroll, president of George Washington University; Paul A. Gorman, executive vice president of the American Telephone and Telegraph Company; E. Grosvenor Plowman, vice president of United States Steel Corporation; Milton S. Eisenhower, president of Johns Hopkins University; Edwin L. Schujahn, vice president of General Mills; Curtis N. Painter, executive vice president of Armstrong Cork Company and Adolph F. Rupp, head basketball coach at the University of Kentucky.

Because Brother Carlson is currently in Bogotá, Colombia, it has not yet been possible for the presentation of the award to be made. He is expected to be again in the United States during the Spring at which time the award will be made.

The American Business Community in Latin America

Reynold E. Carlson, *Northwestern-Zeta*
American Ambassador to Colombia

THE AMERICAN BUSINESS community in the various Latin American countries represents a heterogeneous group of U. S. businessmen from all walks of life who live overseas in their business occupations, some for 20 and 30 years. Recent estimates of their number are not available, but in 1957 there were 12,000-15,000 supervisors, professionals, and technical men who had been sent from the United States by the parent U. S. companies to live and work in Latin America. The total today is probably smaller than the number 10 years ago.

There are probably four factors in this decline: the elimination of U. S. investments in Cuba, the "naturalization" or purchase of U. S. corporate properties in public utilities, especially electric power, the declining rate of petroleum development in some countries as cheaper Middle East oil finds its way into traditional markets, and, finally, the advanced technologies being utilized in new direct investments are "labor saving" in the managerial as well as the technical sense.

On the other hand, there were some factors which led to expansion over the

last ten years. Investments in manufacturing, trade, and finance have increased the number of establishments, e.g., automobile manufacturing, retail operations such as Sears, Roebuck & Company or branch banks. But, even in these sectors, the new look in U. S. investments abroad is to minimize the number of Americans in middle management, and to rely increasingly on talented nationals who are recruited and trained over the years in the company.

Another factor that has affected the American business community in Latin America over the last decade has been the extraordinary shift in investment to other countries outside Latin America, especially to the European Common Market. Comparing the ten-year period 1957-1966, we note new patterns emerging in U. S. direct investment abroad.

U.S. Direct Investment Abroad
(Billion dollars)

	1957	1966	Increase	
			Amount	Per Cent
Canada	\$ 8.6	\$16.8	\$ 8.2	28
Latin America	7.4	9.8	2.4	8
Europe	4.2	16.2	12.0	41
Middle East	1.1	1.7	.6	2
Asia	.9	2.2	1.3	5
Oceania	.7	2.2	1.5	5
Africa	.7	2.1	1.4	5
Caribbean Dependencies	.6	1.6	1.0	3
International Cos.	1.0	2.0	1.0	3
World Total	\$25.2	\$54.6	\$29.4	100

Thus in a \$29.4 billion expansion in this decade, Latin America garnered only \$2.4 billion or eight per cent of the total increment, whereas Canada captured \$8.2 billion or 28 per cent, and Europe absorbed \$12.0 billion or 41 per cent. To be sure, the U. S. investment in Cuba of \$1.0 billion was eliminated after Castro, so the 1966 figures are reduced accordingly for Latin America. Nevertheless, the new pattern would not differ greatly even if Cuba were still included.

The over-all growth of investment in Latin America aggregating \$2.4 billion was concentrated in manufacturing industries (\$1.3 billion to \$3.1 billion) and trade (\$500 million to \$1.1 billion). Petroleum increased only slightly (\$2.7 billion to \$2.9 billion) while mining was unchanged over the decade at \$1.1 billion.

In short, the traditional lines of U. S. enterprise in Latin America either declined absolutely (agriculture and public utilities) or stagnated (petroleum and mining) while manufacturing and trade

sputured ahead. For the reasons already indicated, the latter two sectors did not, on balance, increase the size of the American community.

Traditional organization among American businessmen in Latin America has been in two forms: the American Chamber of Commerce and the American Society.

Chamber of Commerce membership is usually by companies, although independent businessmen also belong. In the largest countries, Brazil, Argentina, and Mexico, the Chambers will be overwhelmingly American in membership and orientation. Brazil, for example, has separate Chambers in Rio de Janeiro and Sao Paulo, industrial cities of over three and four million population, respectively. In middle sized countries such as Colombia, where the community is smaller, the

Chamber may be a joint one, including Americans and nationals. Thus the Camara de Comercio Colombo-Americana has 338 U. S. and Colombian members.

The Chamber represents the American business community and normally speaks with a single voice on all manner of issues. It usually publishes a bulletin which offers analyses on new legislation of interest to the business community. It promotes seminars, short courses, and lectures on the enterprise system. It feeds copy to the local press to assure that its point of view is made available to the larger national community. When battle lines are sometimes drawn on issues that clearly involve the U. S. interests, it is the Chamber or its elected officers that carry the initiative, consult with nationals and Embassy officers, as appropriate, and prepare position papers and/or statistical studies that present their case to the Government authorities. Rarely is the point reached where the Embassy feels it desirable or necessary to intervene at the diplomatic level. Most Latin American

countries have well-established legal systems which give full protection of the laws to Americans and nationals alike. Distinguished jurists sit on the Bench and handle litigation with fairness and acumen. Thus the American Chamber role is an active one, always probing, sampling, and testing the climate of investment and public opinion.

The American Society is the other chief organization. It includes the businessmen as individual members, U. S. Embassy and other Government staff, together with a host of individuals who are engaged in educational, professional and community activities. The Society complements and expands the Chamber's strictly business concern into the whole community.

The Society's projects are legion. They use their limited resources to project the American image by equipping playgrounds, and assisting local schools in poor areas with books and educational materials. They provide relief for destitute Americans until they can find their way home. They concentrate on American holidays, such as Thanksgiving or the Fourth of July, with typical dinners or picnics, not forgetting Christmas toys for the underprivileged children in hospitals and other institutions. And, of course, when the U. S. Navy makes its port calls, the American Society bestirs itself and offers the enlisted men hospitality with gusto.

Still other activities engage the time and efforts of the American Chambers and the American Societies. In Latin America there are 47 American schools with 25,000 U. S. and national children attending elementary and high school. Some of these schools were founded and originally financed by the Chamber, and its members serve as Board Directors and Trustees. In other cases, the Chamber may contribute to operating expenses, especially salaries of American teachers, by "levies" upon the local subsidiaries of U. S. companies, hopefully with the cheerful acquiescence of the parent companies in the United States. The U. S. Embassies, through appropriate Washington offices, come in for their share of "levies" to pull their weight, which is considerable since Embassy parents, like missionaries, are prolific! These schools are genuine American type institutions with U. S. curriculum, U. S. principals, and as many U. S. teachers (including

(Continued on page 102)

Nicholls State College

Granted Eta Iota Chapter

ON SATURDAY, DECEMBER 9, 1967, Nicholls State College at Thibodaux, Louisiana, was granted the Eta Iota Chapter of Delta Sigma Pi. With the installation of the new chapter the chapter roll of the Fraternity has now been increased to 149 undergraduate chapters, seven of which are located in the State of Louisiana. Other chapters in the state are Beta Zeta at Louisiana State University at Baton Rouge, Beta Psi at Louisiana Polytechnic Institute, Gamma Mu at Tulane University, Delta Nu at Loyola University of the South, Epsilon Nu at Louisiana State University at New Orleans and Zeta Sigma at Southeastern Louisiana College.

The members of the new chapter were on hand at the Student Center to meet and register the officers and members of the Fraternity as they arrived in Thibodaux for the initiation and installation ceremonies. Rain prevented the planned tour of the campus which for the most part has been constructed since the college became a four year school in 1956.

Grand President M. John Marko headed the ritual team for the informal and formal ritualistic initiation. Assisting him were Regional Director Max Barnett, Jr., Executive Director Charles L. Farrar, John E. Altazan, dean of the College of Business Administration at Louisiana State University in New Orleans and delegations from Beta Zeta, Delta Nu, Epsilon Nu and Zeta Sigma Chapters in Louisiana, Delta Eta Chapter at Lamar State College of Technology in Beaumont, Texas, and the Baton Rouge Alumni Club.

Upon completion of the initiation ceremonies the activities moved from the Student Center to the President's Dining Room in the Acadia Cafeteria for the installation banquet. With Regional Director Max Barnett, Jr. acting as toastmaster, the program began with the invocation offered by Brother Jude Laperouse, senior vice president of the chapter. Brother Thomas J. Stanley, dean of the Division of Applied Sciences, then welcomed the new chapter and its members and guests to the campus. Dr. Louis Rodriguez, head of the Department of Busi-

ness Administration, was then called upon to present a history of his department, after which Brother Laperouse presented a history of Beta Alpha Nu Fraternity, the petitioning group which became Eta Iota Chapter of Delta Sigma Pi.

The day's activities were climaxed when Grand President M. John Marko presented the charge and charter to President Lionel O. Naquin, Jr., who accepted it on behalf of all the members of the chapter. Executive Director Charles L. Farrar then presented the many letters and telegrams of welcome which had been received from throughout the fraternity. The program was concluded when Regional Director Barnett presented the chapter gavel to Eta Iota Chapter President Naquin and wished the chapter and its members continued success.

Nicholls State College History

On September 21, 1948, Francis T. Nicholls Junior College of Louisiana State University began its first semester as an institution of higher learning. Because of increasing enrollment and the urgent need for a degree granting institution in the south central portion of the state, Francis T. Nicholls Junior College existed for only eight years. In September, 1956, it became a degree granting institution of higher learning and was re-

named Francis T. Nicholls State College.

The campus which consists of a 175 acre tract of land fronts Bayou Lafourche and forms the eastern limit of the City of Thibodaux. The physical plant originally consisted of one building, but following the change from a junior college to a degree granting institution numerous new buildings have been added. The years of 1964 and 1965 were two years of Nicholls' fastest and most extensive growth. This period saw four new air-conditioned dormitories, a new library and cafeteria all added to the physical plant. Since then a new student union building and general classroom building have been added. Construction of a new health and physical education building is presently underway with two multi-story dormitories scheduled for construction this year.

Nicholls State College serves primarily to meet the higher education needs and to serve as a cultural and community center for the area surrounding Thibodaux. It offers the Bachelor of Arts and the Bachelor of Science degrees in the three major divisions of the College and the Master of Arts and the Master of Education degrees in the Division of Education. The three divisions are the Division of Applied Sciences, the Division of Education and the Division of Arts and Sciences.



LOCATED ALONG THE side of Bayou Lafourche on the Nicholls State College campus is the Braud Memorial Fountain, a project of the Thibodaux Rotary Club.



ETA IOTA CHAPTER President Lionel O. Naquin, Jr., listens intently as Grand President M. John Marko presents the chapter charter to him. Looking on is Regional Director Max Barnett, Jr.

The Department of Business Administration

The second largest academic division on the Nicholls State campus is the Division of Applied Sciences. It consists of three major departments, one of which is the Department of Business Administration. It is also the largest department in the division.

The disciplines in the Department of Business Administration consist of accounting, business administration, industrial management, economics and office administration.

The Department of Business Administration began in 1948 when the College was a Junior College of Louisiana State University. The faculty consisted of two professors and an enrollment of 42 students. However, the enrollment grew steadily after the College became a four-year degree granting institution. In 1964 the enrollment in the Department of Business Administration was 336. By the Fall of 1967 it had reached 775. Beginning with the Spring semester a new program in business administration will be started, leading to the Master of Business Administration degree. Dr. Louis J. Rodriguez is chairman of the Department of Business Administration.

History of Beta Alpha Nu

The history of Beta Alpha Nu Fraternity at Francis T. Nicholls State College actually dates back to the Spring of 1966

when Dr. Louis J. Rodriguez, chairman of the Department of Business Administration, first inquired about the requirements for establishing a chapter of Delta Sigma Pi on the campus.

Following the exchange of a number of letters between Dr. Rodriguez, The Central Office staff and Regional Director Max Barnett, Jr., a meeting was held on campus to explore further the possibility of establishing a chapter of Delta Sigma Pi on campus.

In February, 1967, Executive Secretary Ben Wolfenberger addressed the group of students about the purpose and goals of the Fraternity. Following the meeting a chairman was elected, procedures for organizing a professional fraternity were explored with the administration, and a committee was appointed to prepare a slate of officers for the new

fraternity. After the officers were elected additional meetings were held to draft the bylaws, establish a fund raising project and organize a professional program.

Once the bylaws were approved and the professional program established, attention was then turned to the preparation of a petition to Delta Sigma Pi to establish a chapter of the Fraternity on the Nicholls State campus. During the last Spring Brother John E. Altazan, dean of the College of Business Administration at Louisiana State University in New Orleans, spoke to the members of Beta Alpha Nu about the aims and ideals of Delta Sigma Pi. The petition was completed during the summer and presented to the Grand Council for approval prior to the 26th Grand Chapter Congress. Following the acceptance of the petition Regional Director Max Barnett, Jr., pledged the members of Beta Alpha Nu to Delta Sigma Pi on October 23, 1967.

Realization of the goal of all the members of Beta Alpha Nu was achieved when the following members were initiated as charter members of Eta Iota Chapter of Delta Sigma Pi:

Larry A. Baudoin, Glenn T. Bergeron, Norman J. Borne, Jr., James L. Cailloet, Michael A. Champagne, James M. Delatte, Larry K. Ellis, Andrew M. Glynn, Jr., Ronald P. Gros, Dana J. Henry, Michael J. Hill, Henry P. Killeen, Jr., John D. Lamb, Edward J. Laperouse, Jerome R. LeBlanc, Donald J. Leonard, Terry J. Martin, John D. Morris, Lionel O. Naquin, Jr., Douglas M. Pierre, Craig J. Tauzin, Michael D. Templet, Joseph Totina, Jr., Ernest P. Touts, Jr., Glynn F. Voisin, Charles P. Winder, Jr., Eugene A. Plaisance, Jr., Roland H. Verret, Louis J. Rodriguez, Francis A. Thibodeaux, James H. Wilkins, Jr., and Thomas J. Stanly.



IN THIS VIEW OF the Nicholls State College campus at Thibodaux, Louisiana, is a part of the Rienzi Circle, Elkins Hall, White Hall, the Shaver Gymnasium, Polk Hall, a general classroom building, the Student Union, Acadia Hall and Beauregard Hall.

Good Interviewing Makes Dollars and Sense

Charles F. Printz

and

G. Norris Rath

Shepherd College, Shepherdstown, West Virginia

Introduction

TO OBTAIN THE FIRST written record of an interview one may refer to the Bible. In Chapter III of Geneses, if interpreted liberally, God was questioning Adam and Eve relative to their eating the forbidden fruit in the Garden of Eden. God's purpose was to ascertain if they were qualified to continue living in Paradise.

Interviews, in one form or another, have continued through the centuries. During the Slave markets of the Roman Empire, and the guilds and factories of the Industrial Revolution, some form of interviewing was used in selecting the person best qualified for the job. One method of employment was known as the "Bull Pen" by which a worker was hired by merely calling out to the gate for him to come in and go to work. Modern interviewing became more or less a fad during World War I, and as developed today is a far cry from the "Bull Pen" method of earlier years.

The use of the modern interview has been widespread in most fields of endeavor. Today practically everyone engages in interviewing, by being interviewed or by conducting the interview. The teacher, lawyer, doctor, nurse, newspaper reporter, policeman, minister, and social worker all acquire various degrees of skill in interviewing. The interviewer in the business world must, however, acquire all the skill and knowledge possible. He must guide and direct the interview, and secure the information needed from the applicant. Techniques have been devised to assist in selecting the best qualified man for a specific job. Various types of interviews have also been developed such as: counseling interviews, exit interviews, preliminary interviews, and followup interviews, to name the principle ones.

To cover the field of interviewing, and all its ramifications, would entail the writing of a sizable tome. It is the purpose of this article to present the methodology used in conducting a modern interview,

and describe the aids that may be used to accomplish that end.

Definition

A formal definition will not suffice for the term interview as used in employment. The need for a broad definition is evident. Although it must conform to certain specifications, an interview cannot be too formal nor can it be too informal. A working definition states that a serious conversation directed toward a definite purpose is in itself an interview.

Interviewing is an art acquired, for the most part, by the experience of securing and imparting information through the medium of conversation. It is difficult for the novice to skillfully conduct an interview, but certain rules and techniques have been promulgated to make the problem less difficult.

Importance of the Interview

The importance of the interview cannot be minimized. The purpose of the interview is to attempt to match the man with the job. If a person is not fitted for a job for which he has been hired, the firm will have lost both time and money. Time, wasted in the recruiting and selecting process, and money tied up in a useless training program. Obviously, the labor turnover rate can be greatly reduced if, through proper selection processes, a man is placed in a job for which he is best qualified.

Interviews are milestones in the life of the worker, and may result in the candidate's happiness or sadness, success or failure. Much of the future success of the company is contingent on a successful interview. If the applicant selected is not qualified to fill a particular job, the company and/or the worker are generally dissatisfied. Personnel administrators should be continually searching for new methods for improving the interview.

Qualifications of Interviewer

The ideal interviewer probably does not exist, because few people have all the necessary traits. However, an interviewer

must possess certain qualifications that are requisites for the position. The interviewer should be adequately educated to be able to place himself on the level of the highly educated person or those with little education. A knowledge of the jobs and fields of endeavor in which he is to interview is also required. The ability to talk the language of the trade will assist the applicant in expressing himself more freely. The interviewer should be neither an extrovert nor an introvert, but should possess a degree of each of these characteristics sometimes referred to as an "ambivert." Tact and skill in handling people is also an essential characteristic. A characteristic of a pleasing personality is necessary. The interviewer should be a quasi psycho-analyst to adequately qualify. Patience and understanding might also be listed as desired characteristics if the interviewer is to be a success at interviewing. Several years of actual interview training are necessary before a person can become proficient.

Planning and Preparing

The detailed planning of an interview is as important to its future success as that used by military strategists before a battle is begun. The degree of planning for an interview is dependent upon the type of position to be filled. Obviously, more preparation would be necessary for an interview to fill an executive position than one to hire a laborer. However, planning retains its importance regardless of the job grade. Each applicant must be considered as an individual who differs from others in talents, ambitions, and motives.

Application Blank

The application blank, and notes made from the preliminary interview will greatly assist the interviewer in planning the interview. An analysis of the application blank should include the following:

1. Number of positions and length of time held as an indication of stability

2. Nature of experience in terms of the duties performed as related to the duties involved in the position for which considered.
3. Progression of past employment to indicate whether the employee is on the upgrade.
4. Unexplained breaks in the service record to indicate discharges or other information which the applicant may wish to conceal.
5. Educational background.
6. Previous employment record, including efficiency ratings.
7. Special schooling, hobbies, or awards to indicate likes and interests.
8. Results of skill and aptitude tests (when used).

Job Specification

The planning for an interview would be of little value without a job analysis and specification. A complete analysis must be made of each job to ascertain an accurate knowledge of the job requirements. The salient requirements are carefully organized and listed in a job specification. The interviewer then has definite knowledge of the requirements for the job, and thereby improves efficiency in selecting applicants.

Self-Analysis

There are exaggerated dislikes such as racial, religious, and political prejudice. The interviewer must analyze himself to determine his personal attitudes such as: sloppy dressers, skinny people, fat people, or fondness for blondes or red-heads.

The importance of self-analysis before an interview is to avoid carrying bias and prejudice into the interview. Sometimes prejudice is the sole cause for the rejection of an applicant.

Physical Setting

It should be unnecessary to discuss the setting for an interview. However, many interviewers are unaware of the importance. Probably very few companies have a specifically designated interviewing room. The room should have adequate ventilation and lighting with no distraction from without, such as windows between offices.

Rooms used for interviewing should be located as far from shop noises as possible. In appearance they should resemble a "living room setting" with comfortable chairs and perhaps a small desk or table; however, the interviewer should not sit behind a desk with the applicant opposite him as this tends to create a barrier. It is also recommended that no telephone calls

or other interruptions be made during the interview.

Timing

Time is the essence of a successful interview. The amount of time for an interview is dependent upon the type of position applied for. Various degrees of time are required to obtain the necessary information from different applicants for sundry positions. No set rule can be stated regarding the length of time for any particular interview. It must be remembered also, that the interview must not be too long or too short. The item of utmost importance is to obtain all the pertinent data concerning the applicant.

Perhaps interviews should not be less than half-hour because first, it takes a fairly long time to break down the applicant's reserve in talking to a stranger, and second, a warming up period is necessary before his ideas begin to flow freely.

Conducting the Interview

From the meeting of the applicant to the termination of the interview, the interviewer should attempt to establish confidence and cooperation with the applicant. An excellent simple rule is for the interviewer to be natural. Ingenuity should be employed by maintaining genuine interest in the interview.

There should be no manifestations of emotion on the part of the interviewer. Occasionally the interviewer may be irritated or depressed. If the interview must be conducted while he is emotionally upset, his efforts of control should be redoubled.

If the applicant feels that the interviewer is attempting to understand his personal problems, probably more information will be offered than otherwise.

Each interview necessarily has some vestige of stereotypeness, but to rely solely on a set form may result in dismal failure. Since all interviews deal in personalities, no set of specific rules can be conformed to. However, the interviewer must obtain certain information from the applicant which will probably be in the form of direct questions. It is in drawing the applicant out that the success of the interview rests.

Opening

The interviewer's handshake should be a friendly firmness. The extrovert attitude of kindness and sincerity should pervade. A greeting similar to: "Mr. Smith, it is a pleasure to meet you; I am Robert Jones;

won't you have a seat," should welcome the applicant. It would also tend to "break the ice" and help to establish rapport between the interviewer and the applicant.

Before the actual "questioning" begins, and after the greeting, the interviewer should discuss some of the hobbies or activities the applicant noted on the application blank to further put the applicant at ease.

Questioning the Applicant

While it is true that the very presence of the interviewer makes the interview somewhat directed, the purpose of the modern interview is to allow the applicant to direct it, insofar as feasible. The interviewer should avoid questions beginning with the word "why" as the answers will be in most cases nothing more than moralizations on the part of the applicant.

As indicated earlier, certain direct questions probably will be asked of the applicant. These questions will vary depending on the type of job interview being conducted; however, they should be kept to a minimum. By using the following techniques, the interviewer will actually be able to gather more information from the applicant than if direct questions were asked, and at the same time the applicant will be more at ease:

1. *Restatement*—restate the statement of the applicant.

Example:

Applicant: "I was unable to work last summer."

Interviewer: "You were unable to work last summer?"

2. *Clarification*—clarify what the applicant has said.

Example:

Applicant: "I was unable to work last summer."

Interviewer: "You couldn't work last summer because you attended summer school?"

3. *Leading*—lead the applicant into another area.

Example:

Interviewer: "That is very interesting. Now I was just wondering if you could tell me something about the job you held last year at Company X?"

4. *Pause*—after the applicant has finished discussing a particular subject, a short pause on the part of the interviewer may cause the applicant to add more information which may be pertinent to the interview.

5. *How Questions*—by using "how" questions the interviewer may gather more information from the applicant since beginning a question with the word "how" does not allow for a moralization on the part of the applicant.

One of the most important rules for the interviewer to remember is to avoid leading questions. These questions are sometimes described as "putting the answer in the applicant's mouth." An excellent example of a leading question is: "So you would like to work for this company?" Obviously, anyone would give an affirmative answer if he were interested in securing a position.

The interviewer may become dexterous at interviewing only through experience. The interviewer may also increase his knowledge by experimentation with various types and phrasings of questions. It is this experimentation and investigation that will undoubtedly develop the art of questioning in the interview.

Evaluating the Interviewee

Throughout the entire course of the interview the interviewer's position is one of observing. The applicant is scrutinized concerning his general appearance, as well as his physical characteristics. The job specification should be observed to ascertain the required emphasis to be placed on particular characteristics. If appearance or stature are important in a position, then the interviewer should focus his attention on them. However, these characteristics should not be over-emphasized since character and personality, for example, are practically impossible to judge adequately from external features.

The following guidelines may be a useful aid for the interviewer when observing the applicant:

Excess energy: gait, posture, participation of the applicant during the interview, part time work, athletics, and hobbies;

Personal acceptability: appearance, speech (if pertinent for the job in question), initiative, and elected offices;

Maturity and judgment: applicant's adjustment to the interview, tact, academic work, and how the applicant happened to choose your company;

Leadership: ability to carry on the conversation, helped to establish or organize something, and offices he has held whether elected or appointed (did the applicant seek out and enjoy them?).

Generally the interviewer may produce a wealth of information by being a good listener. Listening provides an excellent opportunity for observation, especially if the applicant is loquacious. The interviewer carefully analyzes and evaluates the statements made by the applicant.

During the observation the interviewer may or may not take notes; however, it should be pointed out that many applicants stop talking while notes are being taken. Others continue to speak, but their conversation tends to wane.

Probably one of the most difficult tasks of the entire interview is the evaluation of data. The interviewer should approach this task with the job specification well in mind. He should then carefully weigh and assess the data in relation to the job requirements.

The interviewer should carefully study the data obtained from the references as well as the applicant's past employment record.

Is there a consistent thread of evidence running through the data? Did the applicant do a good job in his previous work? Is he emotionally stable? Is there a possibility of leadership? Is he sociable? Does he like sports? All these and hundreds of other questions might be asked, but it all boils down to: "What you are looking for in the applicant in relation to job requirements."

It should be pointed out that the reference check as well as the applicant's past employment record should be carefully evaluated by the interviewer before the interview takes place so that the interviewer can make a decision as to hiring or not hiring the applicant during the next phase of the interview.

Making Decision to Hire or Reject and Answering Interviewee's Questions

If the interviewer makes a decision to hire the applicant, he should ask the following question: "What are you looking for in X job at our company?" The applicant's answer to this question can be used by the interviewer to "encourage" the applicant to accept the position later on in the interview. At this point the interviewer should ask the applicant if he has any questions about the job or the company. The answers on the interviewer's part should be enthusiastic and encouraging, but at the same time truthful. After the interviewer has answered all of applicant's questions, he should offer the job to the applicant using the information gathered when he asked the question "What are you looking for in a job?" as selling points.

If the interviewer makes a decision not to hire the applicant, the question "What are you looking for in a job?" is omitted. Instead, the interviewer asks the appli-

cant if there are any questions. The interviewer should answer the questions honestly; however, he should not go into detail.

Closing

The interviewer should then, assuming that the interviewee is to be hired, close the interview making sure the applicant understands where he should report and when. If the applicant declines the position, the reason should be requested by the interviewer in order to determine whether there was any misunderstanding about the job being offered.

Assuming that the applicant is to be rejected, after all of the interviewee's questions are answered, the interviewer should then say, "Well Mr. Smith, it has been good talking with you. We have several other applicants to consider for this job so we will let you know within a week." It is important that the interviewer follow through by writing a letter to the applicant explaining that he was not hired since there were other applicants whose qualifications were better fitted for the position. It should be pointed out that it is not advisable to reject the applicant during the interview. The rejection might cause the applicant to argue with the interviewer, create ill will for the company, or force the interviewer to give the applicant advice about where there would be other jobs available. The interviewer should then conclude the interview making sure that the applicant is thanked for his time.

Interviewing Aids

Many aids have been developed to assist the interviewer in the selection process. Some of the most widely used aids are: various types of tests, interviewer's rating scale, interview analysis, interview report, employee evaluation form, interviewer's check list, application blank, and job specification.

The interviewer's guide, which is perhaps the most helpful aid for the interviewer, is a folder. The right hand page contains a series of questions with typical answers that guide the interviewer on the flexibility and fitness of the prospective employee. On the left hand page is a list of matters concerning the company and its policies which are to be discussed with the applicant. The third and last page of the form provides space for final summing-up of the applicant.

(Continued on page 112)



WITH THE ALUMNI THE WORLD OVER

James A. Webb, Jr., is appointed Director of the South Central Region

JAMES A. WEBB, JR., a member of Beta Kappa Chapter at the University of Texas at Austin, has been appointed Director of the South Central Region by the Grand Council. He fills the vacancy on the Grand Council left by the resignation of Max Barnett, Jr., who had held that position since August 31, 1961.

A Life Member of the Fraternity, Brother Webb is a retired Major in the United States Air Force. He is at present an Assistant Professor of Business in the School of Business Administration at Louisiana Tech in Ruston, Louisiana. He was a co-advisor of Beta Psi Chapter at Louisiana Tech from February 1964 to February 1966, at which time he was an Assistant Professor of Aerospace Studies. Upon his retirement from the U. S. Air Force last spring and being named to the staff in the School of Business Administration he was elected by Beta Psi Chapter to be the advisor.

Born in Corpus Christi, Texas, he is the son of Mrs. James A. Webb and the late Dr. Webb. He attended Roy Miller High School and Del Mar College before attending the University of Texas at Austin where he received both his Bachelor and Master of Business Administration degrees. He was initiated into Delta Sigma Pi by Beta Kappa Chapter on January 11, 1948.

From 1942 to 1946 he was Chief Quartermaster for the United States Navy. He later became a Second Lieutenant in the U. S. Air Force where he held staff assignments in the Tactical Air Command, the Strategic Air Command, the Military Air Transport Service (now Military Airlift Command) and the United States Air Force Headquarters in Washington, D. C. He has also been a

Squadron Commander in both SAC and MATS. In the military service he received the Air Force Outstanding Unit Award with oak leaf cluster, the Air Force Commendation Medal with oak leaf cluster and the Navy Good Conduct Medal.

He is the treasurer and a member of the Board of Stewards of the First Southern Methodist Church in Ruston, a member of the Board of Directors of the Southern Methodist College in Orangeburg, South Carolina, and a member of the Board of Directors of the Southern Methodist Camp Killgore near Lisbon, Louisiana.

His appointment to the Grand Council



JAMES A. WEBB, JR., a member of Beta Kappa Chapter at the University of Texas at Austin and currently Chapter Advisor for Beta Psi Chapter at Louisiana Tech, has been appointed Director of the South Central Region.

became effective January 1, 1968 and will last until the 27th Grand Chapter Congress at Mackinac Island, Michigan, at which time an election will be held to fill the remaining unexpired portion of this term of office which expires at the 28th Grand Chapter Congress in 1971.

Brother Webb, his wife Lois, son James and daughter Kelly, reside at 1501 Caddo Street in Ruston, Louisiana.

SACRAMENTO

THE SACRAMENTO ALUMNI CLUB celebrated the 60th anniversary of Delta Sigma Pi by sponsoring a banquet on November 4, 1967, at the Candlerock Lounge in Sacramento. It was attended by members of the undergraduate chapters at Sacramento State College, Chico State College and the University of Nevada. Also present at the banquet were R. Nelson Mitchell, the Western Regional Director, and Dr. H. Nicholas Windeshausen, the local District Director. After a very fine dinner we heard a short talk by a representative from each undergraduate chapter concerning the progress of each chapter on its campus. The highlight of the evening was a speech by Floyd Brady, a member of Delta Sigma Pi since 1929. He spoke about how his life had been affected by his membership in Delta Sigma Pi. It was a very entertaining and well received talk.

The next activity for us was a dinner meeting on December 7 at Sam's Rancho Villa. After a short business meeting we heard a talk by Thomas A. Peterson from Dean Witter and Co. He spoke about the past performances of the national and world economy and made some predictions concerning future economic events. He also discussed the workings of the stock market and gave information for potential investors. This meeting also featured the official visit to the alumni club by Dr. H. Nicholas Windeshausen, the local District Director.

Plans were finalized for a New Year's Eve celebration at Brother Mike Haley's home.

The year of 1967 has seen an increase in both the membership and the number of activities for the Sacramento Alumni Club. We are looking forward to 1968 as being a year for even greater growth and improvement. At this time the Sacramento Alumni Club would like to wish all members of Delta Sigma Pi everywhere a very successful year.

—WALTER BARNES, JR.

John W. Cowee is Marquette University Provost

JOHN W. COWEE, a member of Psi Chapter at the University of Wisconsin, has recently been named Provost of Marquette University in Milwaukee, Wisconsin. He was Vice President of the School of Medicine at Marquette before being named to his present position. Prior to that he was Dean of the Graduate School of Business Administration at the University of California at Berkeley. He had been professor of business and professor of law at the University of California before becoming dean of the School of Business Administration.

He received the Bachelor of Arts, Master of Business Administration Ph.D. and LL.B. all from the University of Wisconsin.



JOHN W. COWEE, *Wisconsin*, former dean of the School of Business Administration at the University of California, is the new Provost of Marquette University in Milwaukee.

He is a member of various academic, professional and trade associations. He is also the author of various articles on regulation, insurance, taxation, law. He has served as a legal and/or economic consultant to the Chinese University of Hong Kong, various state legislative committees, the Association of California Life Insurance Companies, the Committee on Economic Development (San Francisco Bay Area Associates) and various companies including General Electric, Westinghouse, Pacific Mutual Life Insurance Company, Occidental Life Insurance Company, State Farm and California-Western States Life Insurance Company.

He is a past president of the International Association of Insurance Law (American Section); past chairman, Policyowners' Examining Committee, The Northwestern Mutual Life Insurance Company; Co-sponsor, The Atlantic Council; Member, Advisory Committee, Lingnan Institute of Business, The

Chinese University of Hong Kong; editorial consultant, Economics and Law, Encyclopaedia Britannica; member, Editorial Board, The California Management Review; member, Board of Directors, Cutter Laboratories; member, Board of Trustees, California Physicians' Service Association; member, Board of Directors, Marine National Exchange Bank of Milwaukee and a member of the Board of Directors, Nordberg Manufacturing Company.

CHICAGO

THE CHICAGO ALUMNI CLUB'S first program of the New Year was held on Saturday, January 13, with a gala dinner-theatre party at the Ivanhoe Restaurant. The Brothers and their wives or dates met in the Catacombs for cocktails at 6:30 o'clock; later we dined on prime rib or filet mignon. Following dinner the party moved into the theatre and spent a memorable evening seeing 'Harvey,' starring Tom Ewell. After the play we again went down into the Catacombs.

During the evening Brother Thomas Moccella, Director of the Central Region, presented The Order of the Golden Helmet to Brother William M. Hales of Beta Chapter. Originally intended for our Founders' Day banquet, this presentation was delayed when Bill and Ada suddenly flew to London to board the Queen Mary on her last cruise.

On Tuesday, March 12, we will celebrate those old rogues who have headed the Chicago Alumni Club over the years. Past Presidents' Night will be a professional meeting held at the Illinois Athletic Club. Cocktails will be served at 5:30 P.M. and dinner will be served at 7 o'clock.



HERBERT W. FINNEY, right, Director of Alumni Activities, is shown here with the officers of the Baton Rouge Alumni Club during the recent installation of officers. The officers are from left to right: Alton L. Lea, president; Robert E. Lamb, treasurer; Robert L. Bozeman, vice president and C. H. Cole, secretary.

The following meeting will be another dinner-theatre party on Saturday, May 11, at Old Orchard. Then on Thursday, June 20, the annual gold outing, banquet, and election of officers will be held at the Midwest Country Club. There will be fun and prizes for all.

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

NORTH JERSEY

A REORGANIZATION meeting of the North Jersey Alumni Club was held on December 8, 1967 at the Beta Omicron Chapter House. The following officers were unanimously elected: William J. Vichiconti, president; Ronald J. Kozich, vice president; Daniel Ford, secretary and Donald Watson, treasurer.

The officers are pledged to rebuilding the North Jersey Alumni Club into an active working group. An executive meeting was planned for early January to schedule events for the coming year. Several changes are anticipated in the organization to obtain maximum participation of the alumni from the different chapters in the area. Any one interested in membership should contact Bill Vichiconti, 611 Osio Lane, Franklin Lakes, New Jersey (201 337-5971). Dues statements for 1968 will be mailed shortly and notices of affairs will only be sent to dues paying members. Come along and join the fun and reunite your Deltasig friendships. Watch the mail for coming events and if you have any suggestions do not hesitate to contact me or any of the officers. See you at our next meeting.—WILLIAM VICHICONTI



BROTHER WILLIAM N. HALES, on the left, is shown here receiving "The Order of The Golden Helmet" award from Regional Director Thomas M. Mocella. Looking on with approval is Brother Hales wife, Ada. The award signifies 50 years or more of loyal service to the Fraternity and was presented at the Chicago Alumni Club's Winter party at the Ivanhoe Theater-Restaurant. Brother Hales was initiated by Beta Chapter at Northwestern University on December 1, 1917.

Paul T. Kinney is Acting Dean at California State at Fullerton

BROTHER PAUL T. KINNEY, a member of Upsilon Chapter at the University of Illinois at Urbana has been named Acting Dean of the School of Business Administration and Economics at California State College at Fullerton. His responsibilities include administration of an educational program involving a faculty of 55, an MBA program with 700 students and an undergraduate program with 1200 students. Now in its eighth year of operation the School is accredited by the American Association of Collegiate Schools of Business.

Born at San Jose, California, he attended San Jose High School prior to enrolling at San Jose State College where he received his Bachelor of Arts degree in Economics. He earned the Ph.D. degree from the University of Southern California. He has also completed post doctoral study in mathematics at the University of Minnesota and the University of Illinois.

He was appointed Associate Professor of Finance at California State College at Fullerton in 1963. In addition to teaching he coordinated the Finance curriculum development, participated in the recruitment of new faculty, and was coordinator of the real estate research program of the college. In 1966 he was named Professor

of Finance and served as Director of the Computer Center. In the Spring of 1967 he was named Chairman of the Department of Finance after which he was appointed acting dean.

He is a member of the American Economic Association, the American Finance Association, Western Economic Association, Western Finance Association and the Chamber of Commerce.

DIVIDENDS

To Brother and Mrs. Glenn W. Erickson, *Michigan State*, on June 29, 1966, a son, Wayne Alan.

To Brother and Mrs. Gurvis J. Post, Jr., *Louisiana State*, on May 6, 1966, a daughter, Patricia Dawn.

To Brother and Mrs. G. Russell Louis, *Kent State*, on March 31, 1966, a daughter, Victoria Renee.

To Brother and Mrs. Donald N. Fortney, *Loyola-Chicago*, on August 21, 1965, a daughter, Megan Marie.

To Brother and Mrs. C. Richard Satterthwaite, *Ohio*, on May 20, 1966, a son, Steven.

To Brother and Mrs. Dennis Young, *San Francisco*, on October 4, 1967, a son, Christopher.

To Brother and Mrs. Steve Spray, *Eastern New Mexico*, on August 5, 1967, a daughter, Stephanie Anne.

To Brother and Mrs. Mark E. Gavan, *Missouri-Columbia*, on August 15, 1967, a son, Kenneth.

To Brother and Mrs. Thomas G. Lukowski, *Louisiana State-New Orleans*, on

May 30, 1967, a daughter, Deborah.

To Brother and Mrs. W. Schaffhauser, Jr., *Lamar Tech*, on August 31, 1967, a daughter, Veronica Claire.

To Brother and Mrs. Lester A. Falgout, Jr., *Southern Mississippi*, on May 13, 1967, a son Jonathan Christopher.

To Brother and Mrs. Lawrence Gottlieb, *North Dakota*, on August 17, 1967, a daughter, Elissa.

To brother and Mrs. Patrick Juneau, *Wisconsin*, on January 8, 1967, a daughter, Kathleen Ann.

To Brother and Mrs. Burton D. Durkee, *Oklahoma State*, on July 8, 1967, a daughter, Donna Kay.

To Brother and Mrs. Lyman B. Newman, Jr., *Texas Tech*, on August 14, 1967, a daughter, Susan Camille.

To Brother and Mrs. Robert J. Ricca, *Rutgers-Beta Rho*, on August 27, 1967, a daughter, Susanne Marie.

To brother and Mrs. Steven Pruchansky, *Boston*, on August 17, 1967, a daughter, Lisa Carol.

To Brother and Mrs. Richard K. Washington, *Georgia Tech*, on September 30, 1967, a daughter, Reta Leigh.

To brother and Mrs. Frank A. Dillon, Jr., *Detroit-Gamma Rho*, on January 29, 1967, a son, Robert Scott.

To Brother and Mrs. Billie E. Hester, *Georgia Tech*, on September 24, 1967, a son, Kevin Wayne.

To Brother and Mrs. James A. Hoolsema, *Western Michigan*, on August 3, 1967, a son, Hillebrand James.

To Brother and Mrs. Bobby C. Miller, *East Carolina*, on August 28, 1967, a son, Theodore Harling.

To Brother and Mrs. Albert D. Le Bel, *Sacramento State*, on August 26, 1967, a daughter, Jeanne Marie.

To Brother and Mrs. Kenneth W. Husband, *Miami-Ohio*, on February 13, 1967, a daughter, Julie.

To Brother and Mrs. Martin M. Stein, *Maryland*, on May 20, 1967, a son, Stephen Stuart.

To Brother and Mrs. Sam C. Safrit, *Wake Forest*, on August 3, 1967, a son, Bryan Wylie.

To Brother and Mrs. Donald Kavalec, *Omaha*, on July 25, 1967, a daughter, Kristen Diane.

To Brother and Mrs. Walter H. Woods, *Cincinnati*, on August 8, 1967, a son, Kevin Andrew.

To Brother and Mrs. James R. Fugitte, *Kentucky*, on July 10, 1967, a daughter, Kristina Louise.

To Brother and Mrs. Brian Murphy, *Dayton*, on September 20, 1967, twin sons, Patrick and Sean.

To Brother and Mrs. Michael Gerken, *Missouri-Columbia*, on August 28, 1967, a son, Eric.

To Brother and Mrs. Eugene Short, *Missouri-Columbia*, on May 29, 1967, a son Jeffrey.

To Brother and Mrs. John Caldarella, Jr., *Boston U.*, on August 20, 1967, a son Robert John.

To Brother and Mrs. Lawrence D. Mays, *San Francisco*, on September 26, 1967, a daughter, Ann.



CHAPTERS

RUTGERS—Beta Omicron

BETA OMICRON CHAPTER enjoyed a fine first semester. With a little prompting, the spirit of the undergraduate members was picked up by the alumni, and our Founders' Day and 30th Chapter Birthday formal dinner-dance, which was held at The Fountain in Belleville on November 11, manifested this new spirit with their fine turnout. At this festive affair, lovely Miss Beverly Lemberg, who was escorted by our Chapter's president, Harvey M. Gutman, was chosen as our "Rose of Deltasig," and the alumni challenged the undergraduates to a football game, and in the ensuing contest at Branch Brook Park the undergraduates emerged victorious. On December 8, the North Jersey Alumni Club met at our chapter house, and with this a new and fruitful relation between the alumni and undergraduates is seen.

Professional Chairman Bob Hughes offered the Brothers an excellent schedule of speakers and events. On November 21 at the Student Center at 350 High Street, an interesting debate on "Whether or not compulsory unionism should be continued" was held. Mr. Lutlum of the New Jersey Chamber of Commerce and Mr. Lynch of the New Jersey State AFL-CIO debated the issue. We were honored to have Mr. Katz, a Professor of Accounting at Rutgers, act as moderator. On November 29 the Brothers were treated to an informative talk by Mr. DiLeo of the F.B.I. and on December 27 Brother Hughes arranged a tour to the studios of Channel 47 for the Brotherhood.

Our fine pledge education program, administered by Vice President Richard M. Grubel, has shown favorable results, and we plan to initiate 11 new Brothers on January 27, 1968 at the Coronet in Irvington. The

pledges have performed well and planned an excellent Pledge Party.

The highlights of our social calendar arranged by Brother Lou Bodian were our costume Halloween Party and our Christmas Party.

The newly elected officers for the second semester are: President Harmon Lippe, Senior Vice President John Keeley, Vice President Harvey Gutman, Treasurer Donald Inamorato, Secretary Louis Bodian, and Chancellor Bruce Speier. We are all looking forward to and confident of a prosperous spring semester.—DONALD INAMORATO

SANTA CLARA

GAMMA XI CHAPTER at the University of Santa Clara this Fall initiated 14 new brothers. The pledging period was a great success under the control of Pledge President Mitch Dabo. The pledge class earned well over a \$100 in their pledge dance project. The pledges also helped in the promoting of our Homecoming Queen candidate, Bonnie Baker. Everyone did a great job, but she was not elected.

For professional activities this Fall, the fraternity brought in a guest speaker of an accounting firm. He talked about careers in public accounting and answered questions the Brothers brought up. For winter quarter, the fraternity's professional committee has lined up other similar speakers from local companies.

For social activities, the fraternity held a picnic at the home of one of the Brothers. On our founding day, November 7, 1967, the fraternity held a party commemorating our 60th birthday.

That's a brief outline of what happened this Fall. So, until next time we wish all our brothers a successful and happy year.—CHARLES PEROTTA

CINCINNATI

AS A RESULT of our last initiation Alpha Theta Chapter at the University of Cincinnati received 28 new members. It was a very active and resourceful pledge class and now as members of the fraternity they are being called on to make our chapter even better than it has been. If these new members needed any inspiration at all, they got it from Dr. Kenneth Wilson, Dean of our College of Business Administration, who gave an inspiring talk on "Education in Management" after the initiation.

The Brothers of the chapter and their wives or guests visited St. Aloysius Orphanage on January 5. This is our annual Christmas treat to the orphanage, when we give

toys and gifts to the children, via Santa Claus. After the presents were given, the Brothers and their guests met the children individually and became better acquainted with them, striving to make it an even brighter season for the children of the orphanage.

In January we held our annual "Rose" dance. This is our biggest social event of the year and was held at the Georgian Ballroom (near the U.C. campus). We danced to the music of Barney Rapp's Orchestra and for those who wanted to do a little fast stepping, music by the Accents was provided. I'm sure that everyone who attended had a wonderful time and are already looking forward to next year's "Rose" dance.—ROBERT G. SCHULTE

WAYNE STATE

THE GAMMA THETA CHAPTER of Delta Sigma Pi at Wayne State University had a very prosperous 1967, and we are looking forward to an even bigger and better year in 1968. The Brothers of Gamma Theta Chapter are proud to announce the initiation in December, 1967, of nine new Brothers. We also take delight in the expectation of a Spring pledge class of from 15 to 20 members. In the way of social events for the winter quarter, we have two mixers and one formal dance scheduled. As for professional events for the winter quarter we have decided to have just one major event. This will be a university wide business symposium, with men from different segments of the business world discussing and arguing about the relative virtues and aspects of their various fields of business.

By far the biggest and most satisfying project the Brothers of Gamma Theta will be working on this quarter is the A.B.C. Musicale. This is our annual benefit for cancer in which all the profit goes to the American Cancer Society. In past years this has been a three day program held in the Mart Room, a 200 person capacity room in the student union, with entertainment donated by various performers from the Detroit area. This year in addition to the three day program in the Mart Room we have also obtained the Community Arts Auditorium, a 1,000 seat auditorium on campus, and on Friday, March 1, 1968 we have acquired the Ford Auditorium, a 3,000 seat auditorium in which many of the great artists of our time have performed. As one can see, the Brothers of Gamma Theta Chapter plan to make this the best A.B.C. Musicale ever, but in doing so we have taken on an enormous task and responsibility.—WILLIAM M. COPPOLA



THIS PHOTOGRAPH symbolizes the variety of items collected for the Armed Forces in Viet Nam by the members of Epsilon Kappa Chapter at Shepherd College, Shepherdstown, W. Va.

TEXAS TECH

BETA UPSILON CHAPTER made early preparations for initiating its Fall pledges and for organizing matters and obtaining names for Spring rushing and pledging. The chapter made improvements and changes concerning the pledging for future semesters in hopes that the chapter might produce even better Deltasigs than in the past.

Our officers, in a most effective manner, led Beta Upsilon Chapter through another semester this past Fall. We owe our thanks to the fine officers for the effort and long hours our Brothers put into the chapter. A new set of officers was installed toward the last of January, for this Spring.

On November 13, Beta Upsilon Chapter celebrated a combination Founders' Day and Parents' Day. Many parents were present for the events, these being a reception at the lodge, a Southwest Conference football game, and a banquet and speaker, the guest speaker being William Pearce, Vice President of Academic Affairs on campus. The day was a success, and we are in hopes of repeating the occasion again next year.

The five "Rose" Princesses for Beta Upsilon Chapter are: Katy Roberson from Dallas, Julie Harber from San Antonio, Marty McClure from Denison, Susan Bratton from San Angelo, and Pam Starr from Dallas. A "Rose of Deltasig" is to be chosen from these girls. What a difficult decision to make!

Several annual dances were held during the first half of the spring semester. The formal "Rose of Deltasig" dance where our "Rose" was crowned was the most popular during this time lapse. The Epsilon Eta Chapter at Eastern New Mexico and Beta Upsilon Chapter were to have a combined dance. We felt a need for chapters of Delta Sigma Pi to associate and be more personal with Brothers of other chapters, so we all got together and had a great time!—LARRY D. TESTER

SOUTHERN MISSISSIPPI

GAMMA TAU CHAPTER at the University of Southern Mississippi, as of this writing, stands seventh in the nation and first in the South Central Region in the Chapter Efficiency Index, therefore we feel we are on our way to another 100,000 points and a successful year.

The Winter quarter started off with a visit by Executive Director Charles L. Farrar and District Director James Freeman. The statements made by both of these Brothers were very beneficial for the officers and members of the chapter.

The professional program called for two speakers: Mr. Max Signoff, owner of the Vogue Shop who spoke about going into business for yourself and overseas opportunities, and Mr. Tom Cranford, vice president of the First National Bank of Hattiesburg who spoke about banking as a career. Our third program consisted of a movie entitled "Radical Change and The Corporation."

This quarter's field trip was a two day venture to New Orleans, Louisiana, on January 30 and 31. The Deltasigs toured International Business Machines, Pan American

Life, Whitney National Bank, and the Falstaff Brewery, and held their annual alumni banquet at the Playboy Club.

February 3 was the date of our initiation which was held at the Holiday Inn. Twelve outstanding brothers were added to the roles of Gamma Tau Chapter.

Our first social function was a Christmas party, which will long be remembered, and a Valentine party that was enjoyed by all.

Election of new officers was also held at the close of the quarter. We wish to congratulate those newly elected officers and wish them the best of luck in the coming year. Speaking on behalf of the officers this year, we pledge to you our support and thank the chapter for giving us the opportunity to serve.—GEORGE F. WRIGHT

BOSTON U.

GAMMA CHAPTER completed a successful Fall semester, highlighted by the initiation of 10 "new" brothers. The rush committee, headed by Philip Moran, has already begun working on some new rush activities for the Spring semester, and from this, we expect at least 15 prospective initiates.

Although final exams came before winter vacation this year, we were still able to conclude the semester with some fine professional programs. One evening, Dr. Frank Keller, a professor of finance at Boston University, discussed the subject of money and its circulation. Following this, a film was presented on the Federal Open Market Committee. This was a follow up program from a previous lecture and film on the Federal Reserve System. On another occasion Mr. Allan Gove, controller for the Kendall Corporation, spoke about internal organization in today's corporations. Mr. Gove is a member of the Financial Executive Institute, which will sponsor some functions for us this semester.

Gamma Chapter finished in sixth place in the fraternity league and therefore did not receive a trophy for its football playing. However, our sports director has high hopes for us in the Spring, and presently has his eye on the bowling and basketball trophies. In any event, Gamma Chapter is looking forward to an exciting, well-rounded semester.—ALLEN K. COBURN

ARIZONA STATE

GAMMA OMEGA CHAPTER ended 1967 with an outstanding first semester. In November, we had a combined celebration for Founders' Day and our own Chapter birthday. In order to promote better relations on campus, Gamma Omega Chapter sponsored two special professional meetings with other organizations on campus. The first was a talk by Dr. Richard Kuhn, professor of Marketing from Germany. The second featured Ahron S. Kidan, Minister of Finance of Israel. Mr. Kidan spoke on the Economic Consequences of the Six Day War. We also held a tour of both the National Brewery in Phoenix and the Spreckles Sugar Company in Chandler. Socially, there have been the usual after-game parties, and the pledges held a baseball game and picnic for the members. We might mention that the members won. A gala New Year's Eve party and an initiation banquet were also

held. We initiated 18 very outstanding pledges.

The members and pledges combined to hold a fund raising car wash. There was a lineup of cars all day long, and over \$100 was netted from this project. We all got pretty wet, but had a great time. Our new "Rose" was selected from a group of lovely candidates. She is Miss Margie Garland. Our chapter was also honored with a visit by Executive Secretary Ben Wolfenberger. Brother Wolfenberger gave a very interesting talk and helped to give many brothers a closer feeling to The Central Office. We wish that more visits by national officers could be arranged.

Gamma Omega Chapter held a ritual exchange with Gamma Psi Chapter in Tucson. All Brothers present had a great time and it did much to strengthen ties between the chapters. At the time of this printing we should be well under way with our second semester pledge program.—JEFF RELTH

MEMPHIS STATE

GAMMA ZETA CHAPTER has enjoyed a very successful Fall semester and we are looking forward to a very prosperous Spring semester.

On December 3, we welcomed eight new brothers into our chapter. They were Fred Sorrells, Beve Johns, George Geerdes, Dick Bellchamber, Ron Jennings, John Spain, Henry Tipton, and Dr. Ray Williams. John Spain was best pledge and Dick Bellchamber was second best pledge. This brought our membership to 34 Brothers.

On December 5, we were honored with a visit from Grand President M. John Marko. The Chapter officers and Dr. Ben Peeples, the chapter advisor, took Brother Marko on a tour of Memphis which included a visit to City Hall and a key to the city from Mayor William B. Ingram. At noon Brother Marko was a guest of the faculty of the College of Business Administration. Concluding the day's activities was a dinner meeting with the Brothers. These few hours that the Chapter spent with Brother Marko were the highlight of the entire semester and a lasting memory of fraternal spirit and brotherhood.

On December 8, the Chapter sponsored our annual "Techniques of Interviewing" which features a panel of local businessmen who discuss what they look for in a job interview. This year the program was directed by Carol Turner, senior vice president, and moderated by Dr. Ray Williams of the College of Business Administration.

Other projects this first semester have included selling decals for the College of Business Administration and a discussion of television advertising from Robert Gill of WMC-TV.

Brothers Carol Turner and Mike Cobb were honored by being tapped for Omicron Delta Kappa. This is the national honor-leadership fraternity on the Memphis State campus.

Brother Jim Wilkinson has started plans for the Spring rush with primary emphasis being placed on the second semester freshmen who meet the requirements of the Fraternity. We all are ready for a new semester and wish everyone else good luck and a prosperous year.—GARY L. JEWEL

NEW YORK

ALPHA CHAPTER at New York University has been quite busy the last few months with a host of activities. One of the first events was the completion of its pledge program and the initiation of the new brothers. Everyone agreed that Donald Meyer, who was in charge of the pledge program, did an excellent job in orienting the pledges to the fraternity and ensuring a successful pledge program. The ritual was held as a joint affair with the Zeta Omicron Chapter at the C. W. Post campus. Following the ritual a dinner was held, at which one of the speakers was Grand President M. John Marko.

Election of Alpha Chapter's new officers has been completed. We wish the new officers the best of luck and hope that they achieve the same degree of success as our recent past officers. The new officers are: President Dan Braet, Senior Vice President Larry Chiagouris, Vice President Phillip Murphy, Treasurer Mark Balaban, Secretary Alan Rubinson, and Chancellor Ronald Easton.

We have also been busy with a slate of professional activities. During the month of February we had a speaker from the Federal Bureau of Investigation talk about opportunities in the F.B.I. We also had a speaker from the accounting field, Sigmund Balaban, who spoke about the many aspects of international accounting.

Alpha Chapter is looking forward to the remainder of the Spring term and wishes all its fellow chapters the best of luck in their endeavors.—LARRY G. CHIAGOURIS

CHRISTIAN BROTHERS

EPSILON PSI CHAPTER at Christian Brothers College in Memphis, Tennessee, was honored by the visit of Grand President M. John Marko on December 6, 1967. Brother Marko was met at Memphis Metropolitan Airport by members of the Executive Board and after spending a day with our Brothers at Memphis State University came to our campus and was introduced to the President of Christian Brothers College, Brother Luke M. Grande. After a tour of the campus Brother Marko was taken to dinner which was followed by a meeting with the Brothers of Epsilon Psi Chapter. In a thought-provoking speech on fraternal spirit the Grand President enumerated the objectives of our fraternity and said that fraternal spirit should not stop after our undergraduate days. I am sure that the words of M. John Marko will not be forgotten and all of us will remember the many qualities exhibited by him during his visit to our campus.

Our professional activities continue to thrive under the leadership of Senior Vice President Don Haller. On November 29, 1967 Robert Shelton spoke to us on the value of marketing in the banking business. Mr. Shelton is the head of Marketing for Leader Federal Savings in Memphis, Tennessee.

On December 2-3, 1967, nine men were initiated into Epsilon Psi Chapter. The men initiated in the formal initiation at the Holiday Inn Midtown in Memphis, Tennessee, were: Ray Borst, Dick Husarek, Ken Lans-

ing, Bill Lenahan, Pat McCrate, Jon McGuire, John Sabo, Mike Shaughnessy, and Mr. James Liles. Congratulations to these men and continued success with Delta Sigma Pi.

The intramural program here at Christian Brothers College provided many surprises and one of them was the Epsilon Psi Chapter football team. Tabbed during the pre-season as weak and inexperienced, the Deltasigs came through with a commendable 6-3 record and a berth in the play-offs. Although defeated in the play-offs, the men of Delta Sigma Pi proved, in their very first season, to be tough. The team will lose many fine seniors, but the underclassmen showed they can play and we hope they continue the fine showing. Our season ended with a victory over Gamma Zeta Chapter of Memphis State University in touch football by the score of 7-0. Congratulations to all who participated.—ARTHUR J. SALZMAN, JR.

CHICO STATE

ONE OF THE MANY highlights of the Fall semester had to be Homecoming. The big event began with the annual alumni dinner. It was held at the Native Daughters of the Golden West Hall which was filled to capacity. The participants then went to the Homecoming game and an after the game party which was termed a success. The fun was marred only by the fact that we lost the game 20-17.

Epsilon Theta Chapter's "Rose" Tea was held as usual at the home of Dr. and Mrs. Fries. Linda Snider, our National "Rose" of last year, helped decorate the surroundings along with our twelve gorgeous candidates for this year. This event, always popular, was very well attended by members and pledges.

The annual Christmas party was an even greater success than the Homecoming party as can be testified by the approximately 80-90 people who attended this holiday event. Santa (Pledge Wayne Crowder) distributed gifts amid the overflowing spirit of the occasion.

As part of our service program our Blood Bank, headed by Brother Ward, was replenished by approximately 15 members and pledges this past Fall. This fund is set up for the benefit of the fraternity, but the blood is donated to anyone in need at the end of one year.

Our professional program was extremely well supplemented this past Fall with a tour of the Matthews Conveyor Company in Chico which proved to everyone attending that even small communities can have their share of successful industry. Epsilon Theta Chapter and the placement office of Chico State College co-sponsored "Career Day." According to Brother Banco, this event was quite successful despite inclement weather conditions. Thirty-one companies and organizations from all fields of business and commerce gave helpful career information to many students. This was held Wednesday, November 8, 1967. Our chapter also co-sponsored, with the Business Division faculty, the appearance of the Young Presidents' Association. This was a group composed of four presidents of companies with

sales in excess of \$1,000,000. All four gentlemen were under the age of 40. They discussed what helped them to become what they were. Our professional program was rounded out by two interesting guest speakers, Mr. Gustafson from the General Accounting Office and Mr. Fiddler from Chico Savings and Loan.

Our intramural football team, sparked by the brilliant play of quarterback Mike Delaplaine, defensive end Carl Bartel, and offensive end Steve Noble, finished second to the all-school champions.—JOHN DESELLE

UTAH

THE BROTHERS OF Sigma Chapter at the University of Utah can look back on a very successful Fall Quarter and look ahead to an equally exciting and promising quarter to come. Last quarter's professional program commenced with Mr. Marvin Wallin of Bookcraft, Inc., a local book publishing firm, speaking to the members about the publishing business. He also gave a number of insights into starting your own business.

Mr. Fred Ball of IML Freight Lines was the next speaker on our professional program and was quickly followed by Mr. Paul Allison of Electronics Data Processing Corporation. The following afternoon Mr. Allison led us on a tour of EDP's Salt Lake City facilities. We concluded the quarter with speeches by Dr. R. Thayne Robson of our own College of Business and past Chairman of the President's Committee on Manpower; and Mr. Wendell Smoot, the Regional Director of Goodbody and Company.

Following an extremely successful rush, six new members were initiated into the chapter. We were honored with the presence of Regional Director Warren E. Armstrong at both our initiation ceremonies and Founders' Day Banquet which were held in the Skyroom of the Hotel Utah in downtown Salt Lake City.

The Brothers of Sigma Chapter can be proud of the fact that last year marked the third consecutive year in which the chapter has achieved 100,000 points in the Chapter Efficiency Index. We look forward to making it four in a row.—ALAN L. PALFREYMAN



THE WELCOME SIGN is out for members of Beta Eta Chapter at the University of Florida during their recent visit to Food Fair in Jacksonville. The members shown here are from left to right: Stephen E. Twedell, Richard G. Schagrin, Frederick L. Malphurs and Chester J. Trow.



RECENT ACTIVITIES of Gamma Omega Chapter at Arizona State University have included a visit by Executive Secretary Ben H. Wolfenberger, shown on the left. In the center is Ahron S. Kidan, Minister of Finance of Israel, as he addresses the chapter. Another activity which proved profitable is the annual member-pledge car wash shown on the right.

OMAHA

GAMMA ETA CHAPTER at the University of Omaha successfully accomplished their objective of Career Night. This was made possible with the help of the following schools: Dana College, Duchesne College, University of Nebraska, and the University of Omaha. We would like to thank the student bodies of these schools for their participation. It is our hope that this event can be made an annual affair by our chapter.

Our Christmas dance was held at the Sheraton-Fontenelle Hotel. Everyone enjoyed it.

The Brothers of the chapter are busy with preparations for the Midwestern Region basketball tournament to be held here. We are anticipating a large turnout, and everyone should have an enjoyable time.—GRANT MATHISON

TEXAS CHRISTIAN

DELTA UPSILON CHAPTER of Delta Sigma Pi at Texas Christian University had a very busy and successful Fall semester. In September a review was made of the objectives of the Fraternity and it was decided that great efforts would be made toward the fulfillment of the purpose of Delta Sigma Pi.

Business Week, the chapter's most important professional activity, was a complete success with the Mayor of Fort Worth, the Chancellor of Texas Christian University and several of the vice chancellors cooperating on behalf of the fraternity. Our guest speakers were Charles Tandy of the Tandy Corporation; Glen Coats, senior vice president of the First National Bank; F. W. Laughbaum, manager of the J. C. Penney Company in Fort Worth; J. Lee Johnson III, president of Carter Publications and J. DeLose of Bell Helicopter. These speeches were in the auditorium of the M. J. Neeley School of Business and were open to the public.

After Business Week, Delta Upsilon Chapter had several other speakers, including Ed Schultz, Fort Worth manager of Merrill Lynch, Pierce, Fenner and Smith; Watrous Irons, president of the Federal Reserve Bank in Dallas; Johnny Hensley, building manager of the Continental National

Bank and Byron Searcy, man of the year in real estate.

Delta Upsilon Chapter had two tours in the Fall semester. The first was to Taylor Publications in Dallas where most of the nation's year books are printed and the second was to Williamson and Dickie, a large men's clothing factory.

Delta Upsilon Chapter had a pledge class to be proud of for the Fall semester. The pledges put forth much effort in the preparation of Business Week and in the construction of the homecoming float. The pledges took the initiative to begin what they hope will become an annual tradition. They had the idea of pulling a chariot with Addie the Frog, the TCU mascot, in it from our campus to the Cotton Bowl on the night before the SMU game. However, when it was all said and done, they had to admit they couldn't have done it without our help.

On January 7, 14 new members were initiated, including one faculty member. The chapter has also had a number of social gatherings, including a Christmas party and an initiation party the week after the initiation.—LEONARD A. LACKEY

MANKATO STATE

EPSILON IOTA CHAPTER at Mankato State College had an action packed Fall quarter. We initiated two new brothers into our brotherhood. These men constituted our summer pledge class. We have 16 men in our present pledge class.

The Centennial homecoming events were terrific as the chapter won the most original Lawn Display. Our theme was "Dragons Fear Centennial Year." This is our eighth consecutive year of winning this trophy.

The chapter has had a professional first this quarter, as one of our speakers was a woman. An accountant, she related to us the importance of women in business.

Another big activity of the chapter was the Business and Career Day. Our chapter was the host to 42 firms. The day consisted of panel discussions on economics, marketing, management, and accounting, with opportunities for students to question representatives of national and international firms.

Future events planned for January will be the all College "Rose Dance." The dance will be held in our new Centennial Student Union. We are sure it will be a success.—

JAMES NOLTING

ALABAMA

ALPHA SIGMA CHAPTER at the University of Alabama conducted a canned food drive for needy families in the Tuscaloosa, Alabama, area. The Fall pledge class used this drive as their semester project. In all, the pledges collected 500 cans of food which were distributed to six needy families in the Tuscaloosa area. The pledge project was conducted two weeks before Christmas . . . so pledges decided to give the food as a pre-Christmas special. The 500 cans were separated into reasonable quantities and gift wrapped for the occasion.

The Brothers of the chapter celebrated Founders' Day with the pledging of 24 neophytes. The officers could think of no other event which would commemorate Founders' Day more appropriately.

It was our privilege to have Ward McFarland of Ward McFarland, Inc., speak to the members and pledges at a recent meeting on the topic "What Deltasig Has Meant To Me." Mr. McFarland is one of the few shopping center developers in the state of Alabama, and is a very dynamic speaker. He related many instances in which brotherhood in Delta Sigma Pi has been most advantageous to his business career.

Events for the Spring semester are not far away. This year's highlight is to be a trip to New Orleans, Louisiana. Several industries are to be toured, which will include Kaiser Aluminum, Falstaff Brewery, The Federal Reserve Bank, and of course Bourbon Street.

This year has been a very prosperous one, and it was made possible by our many hard working seniors. This note of salute to them. They are: Dennis Amos, Hudson Barker, Bill Brewer, Roger Burke, Joe Evers, Nick Koikos, James Lester, Larry Blanton, Fil Gilmer, John Strubel, Ralph Summerford, Ron Tepner, Gerald Wilkerson, Jack Yow, and Ben Zarzaur. May they have great success in all their future undertakings.—BILL BREWER

LOUISIANA TECH

BETA PSI CHAPTER at Louisiana Tech held its annual Christmas party for the children at the Ruston State School in Simsboro on December 18. Phi Mu social sorority again helped the Deltasigs in giving the party. Beta Psi Chapter and the Phi Mu's at Louisiana Tech have jointly given this annual Christmas party at the Ruston State School since 1948. As in the past, one group of Deltasigs and Phi Mu's entertained the younger children as Ralph Kraft of Shreveport portrayed Santa Claus. Another group danced with the older children to popular music played by "The Triks." Gifts, candy, fruits, and many forms of refreshments were served. For the 20th annual time, the Deltasigs, Phi Mu's, and especially the children, who plan their entire Christmas season around this party, again termed this party a huge success.

On December 7, Beta Psi Chapter had the honor of hearing a most inspiring speech by Delta Sigma Pi's Grand President, M. John Marko. A banquet was given in his honor at the Holiday Inn in Ruston. Many Deltasigs from Beta Psi Chapter and from the area attended the banquet to meet our Grand President and welcome him to Louisiana Tech. His visit was very rewarding and enjoyed by everyone.

Beta Psi Chapter has had many extraordinary speaker meetings this quarter. This should be attributed to our excellent slate of officers headed by Jerry Olds, president.

The Winter Quarter initiation of pledges was held January 28. We feel that we have a fine group of men, exemplary of the men of Delta Sigma Pi.

Beta Psi Chapter is planning many interesting meetings and activities for the Spring Quarter. We hope that any brother who is in our area will come by and visit with us. —CHARLES W. WATSON

MINNESOTA

ALPHA EPSILON CHAPTER has concluded Fall quarter with many professional and social activities. The schedule for Winter quarter promises an interesting professional program and an enthusiastic social program. The chapter heard several interesting speakers from the business community and made a couple of field trips to the general offices of Honeywell, Inc., and Merrill Lynch, Pierce, Fenner and Smith, Inc. The Brothers are eagerly looking forward to participating in the computer management games contest and the activities of Business Week, which is sponsored by the Business School Board. The professional committee has developed an interesting program of symposiums, individual speakers and a couple of tours.

The Alpha Epsilon Chapter has been quite active in activities on campus. In intramural sports the Deltasigs did not set any fabulous records, but they showed great fighting spirit. Our successful Fall social program was rounded out by three excellent parties; the Homecoming Dinner Dance on October 21, the Pledge Party on November 4, and the "Rose" Queen Ball on December 2. The pledge party was quite successful and did a great deal for brother-pledge relations. At

the "Rose" Queen Ball, 16 brothers were initiated into the chapter and our "Rose," lovely Linda Brandt, started her reign for the new year. A number of parties are in the planning for the new year.

The brothers would like to thank the retired officers for their fine jobs, and especially President Jerry T. Ungerman for the excellent job he did as president. Brother Ungerman graduated and entered the service at the end of Fall quarter. We are looking forward to a very active year under our newly elected officers.—L. ALLEN HEMMING

STATE U. OF NEW YORK— Albany

THE ALBANY BROTHERHOOD has swung into the second semester with renewed vigor and six new Brothers. The first pledge class since the Zeta Psi Chapter installation into Delta Sigma Pi was initiated last December 9, and provided quite an experience for all involved. A special project of the pledge class was to construct mail boxes for each of the Brothers to be placed upon the wall in our office. This is just one of the many accomplishments of the six new men of whom we are justifiably proud. Plans are being drawn for the Spring rush to which we all are looking forward with hopes of another equally successful program.

The main event of the year will be the "Rose" dance with the selection of our "Rose" Queen. The social committee has done a commendable job in arousing interest, making this an all University event. Candidates for this honor are being considered from the various social and independent groups on campus. The very formal affair is being held in conjunction with the Special Events Board on Saturday, March 23, at The Golden Fox Restaurant in Albany.

On Wednesday, January 10, Mr. Ben Wolfenberger paid us a visit during our monthly business meeting. He was pleased, as were we all, with the news that the Zeta Psi Chapter holds fourth place in the region and 30th place in the nation thus far in the Chapter Efficiency Index. President Fred Wander and Brother Ken Zulla are currently taking part in a select accounting program

sponsored by ASCPA. And now that the university bowling alleys are operating in the Campus Centre, the Zeta Psi Chapter Bowling Team is never spare on strikes. The outlook for the future reads: "Roses and Flower Power!"—EDWARD J. CUNIFF

SACRAMENTO STATE

EPSILON PHI CHAPTER at Sacramento State College completed its pledging activities on December 2, 1967. Approximately 130 people attended our dinner dance. We initiated 14 undergraduates and one faculty member. Also, Len Raley, "Rose" chairman, announced that Miss Vera Heller was selected as our new chapter "Rose."

This semester's professional program has been outstanding. Gene Jamieson, professional chairman, scheduled several fine speakers, plus a field trip to United States Steel Corporation-Pittsburg installation. For example, Gene's excellent program featured topics relating to the stock market, real estate, and quantitative analysis.

Athletic Chairman Tom Long scheduled weekly pledge vs member baseball and football games. These athletic "contests" were enjoyed by all.

Currently, our chapter is designing a program which will establish a needy Brother fund. Also, plans are being finalized for an additional scholarship award. In addition, we are preparing to elect our chapter officers for the 1968 Spring semester.

George Glass, social chairman, organized several very enjoyable social functions. Our semi-annual "Grub Party" was a tremendous success. Brother Joe Elwell was voted the "Grubbiest" pledge.

Congratulations to Brothers Eddie Lee and Jim Klein on their eligibility and membership in Blue Key, a national honor fraternity; also to Historian Dean Heffelfinger and Nelson "gum drop" Gooding who were presented with the outstanding member and pledge awards for the 1967 Fall semester.

Doug Davina, chairman of the Chapter Efficiency Index, reported he is confident that our chapter will exceed 100,000 points this year. All of the Brothers are planning ahead and looking forward to next semester. —DON RUZICH



GRAND PRESIDENT M. John Marko greets Dr. Ben Peeples, Gamma Zeta Chapter Advisor, as members of the chapter look on. On the right Brother Marko discusses the chapter activities with Vice President Jim Wilkinson, Senior Vice President Carrel W. Turner and President John McIntosh during his recent visit to Gamma Zeta Chapter at Memphis State University.



MU CHAPTER PRESIDENT Jeff Dunlop is shown here presenting a bouquet of red roses to the chapter "Rose", Miss Geraldine Donnelly. Looking on is her escort to the "Rose" Ball, Brother Bob Cicola.

TENNESSEE

THE MEMBERS of Alpha Zeta Chapter at the University of Tennessee are proud to announce that all of the goals reported in the last issue of this magazine have been fulfilled. Already this year we have surpassed the total Chapter Efficiency Index points which were compiled last year.

The pledge education program has been a complete success. All pledges were initiated on February 4. This initiation doubled the size of the chapter. Winter rush was held three days later on February 7 under the direction of Dave Forsten, who is the new pledge education director.

Activities during the winter quarter also included a party at the home of faculty advisor Dr. Albert W. Patrick, a pledge banquet, and a joint professional meeting with the newly formed business sorority at Tennessee.—CARL F. MAPLES

WAKE FOREST

GAMMA NU CHAPTER at Wake Forest University is now preparing for our formal initiation, party, and buffet. The Fall semester has been a busy one for the Deltasigs, professionally, socially, and in sports. The semester was climaxed by the formal initiation program, followed by a banquet, to which all members of the Wake Forest School of Business Administration were invited. Shortly after the banquet, the initiation party was held to the music of C. C. and the Souls.

The Deltasigs have placed much emphasis on the intramural program this semester, and the results have been most gratifying. Having placed third with a 7-3 record in football, the Deltasigs went on to win the Independent Bowling Championship and take a second in all-campus competition. With the basketball season now under way, a fired-up team under the direction of Athletic Chairman John Baker has thus far been undefeated. We are looking forward to a good year athletically, as you can see.

Our advisor, Brother Robert Newsome, has left for a better position in Amory, Virginia. A going away party was given in his honor and all the Brothers enjoyed them-

selves. I'm sure all the Deltasigs wish him the best of luck in his new position.

A most informative talk was delivered to the fraternity by a member of the Wachovia Bank and Trust Company's Mortgage and Loan Department. A question and answer period followed. In the planning stages is a labor-management debate, which should prove to be most interesting.

Among the social events was a pledge-brother football outing, the Fall pledge party, and now a psychedelic party which is being planned for early in the second semester. The Spring semester rush combo party also appears to be one of the year's all out efforts on the part of the Deltasigs.

Brother Jeff Taylor is avidly hunting up those needed points to give Gamma Nu Chapter a 100,000 total in this year's Chapter Efficiency Index. According to all reports, Gamma Nu Chapter should complete its climb to the top this year.

As always, an invitation is extended to all Brothers to come and visit us in Winston-Salem.—GREGORY S. BAXTER

VIRGINIA TECH

ZETA UPSILON CHAPTER at Virginia Tech celebrated Founders' Day on November 18, at the Hardy House Restaurant. Guest speaker Professor Edward Hancock added to a very delightful evening. After the dinner, Brothers went to either the home of Tony Kulis or the home of Roy Dodson for an informal dance.

The Zeta Upsilon Chapter would like to extend its congratulations to its faculty advisor, Dr. Robert K. Coe, who has been promoted to Head of the Department of Business Administration at V.P.I.

The Brothers would also like to extend a warm welcome to our newly initiated brothers: Ray Yount, Ed Pierce, Ernest King, Dan Cleary, Jim Francisco, and Leon Harding.

Preparations are being made for the second annual "Rose" Dance to be held February 23. One of the most popular bands in the area, The Megatons, will be playing. Also in February, final proceedings for the Chapter Corporation should be completed.

The Fall quarter terminated a winless season for our first intramural football team, and the oncoming Winter quarter will probably mark the beginning of our first winless intramural basketball team.

The recently created Zeta Upsilon Chapter at Virginia Tech was recognized as an outstanding fraternity this past year and the brothers look forward to even greater achievements in 1968.—JOHN W. WHITE-HEAD III

ILLINOIS

UPSILON CHAPTER at the University of Illinois ended the Fall semester with the formal initiation of ten new members. The pledge program was highly successful under the guidance of Gordy Baumgartner, vice president. One of the new ideas implemented by Brother Baumgartner was the assignment of a pledge father to each pledge. This enabled closer fellowship between pledges and members and provided each pledge with a ready source of information about Delta Sigma Pi.

The professional program was concluded by a speaker from the Continental National Bank in Chicago who presented an interesting talk on banking as a career and the operation of the Midwest Bank credit card system. Howard Bradley, professional chairman, was given a round of applause for his fine job of organizing the semester's professional program.

The most pleasant event of the Fall semester for the men of Upsilon Chapter was the football game with Alpha Kappa Psi. A public statement by Alpha Kappa Psi, which we thought derogatory, led to the football game. In return, Upsilon Chapter publicly challenged Alpha Kappa Psi by placing an ad in the *Daily Illini* and by posting notices on the bulletin boards of the commerce building. On a dark, cold afternoon, the men of Upsilon Chapter waited, and waited, and waited. Alpha Kappa Psi failed to answer our challenge.

The highlight of the Fall semester came when Miss Sharon McCullough was crowned our "Rose Queen" at our "Rose" formal on December 1, 1967. Music, food and dancing abounded and a good time was had by all.

Upsilon Chapter is looking forward to the election of new officers at our final meeting, and to a busy and prosperous Spring semester.—TONY SCOTT

ANGELO STATE

THE ETA THETA CHAPTER at Angelo State College has started moving but is still facing a rough road. Delta Sigma Pi is still the only Greek organization on campus which is not local. We believe this still gives us a distinct advantage on campus.

The chapter is proud of our first pledge class. We hope to receive much help from these new members in planning and working toward our goals. Twelve pledges and one faculty member were initiated on December 13, 1967.

Our professional program got off to a good start this year by visiting General Telephone of the Southwest. Mr. Joe Collins spoke about "Public Relations" and related areas. The chapter visited the telephone company late last year and heard Mr. Peoples speak about their computer center and their future plan of going into computer rental. The professional committee is now planning a visit to Ethecon, a subsidiary of Johnson and Johnson.

The Activities Committee is working on several social functions for the chapter. Activities on the social calendar are the "Rose" Ball set for late March, the Chapter birthday, an all school dance, and banquet for the spring pledge class. We are also organizing a basketball team to compete in the Angelo State College intramurals.

The great need for blood has been brought to the attention of the chapter. We are now in the process of getting a donation station set up in the student center. In addition to providing the needed blood, the revenue received will provide a scholarship for a deserving business administration student. Mr. Martin of Blood Service stated that this is the first project of its kind ever undertaken by any school organization known to him and his company.—LEE BRADLEY



PICTURED HERE is White Hall and the Shaver Gymnasium on the Francis T. Nicholls State College campus where the Eta Iota Chapter of Delta Sigma Pi was recently installed.

LEWIS

ZETA XI CHAPTER at Lewis College is again happy to announce the initiation of 13 new Brothers into our membership. They were duly initiated on December 9, and the following evening they were guests at a dinner-dance held in their honor. As usual this event proved to be the highlight of our social season.

This last semester's professional program was perhaps the best we have ever had. The quantity of such programs is the usual measure of success. However, last semester's success must also be measured in terms of its quality. The best evidence of this was the weekend tour which the brothers attended in St. Louis. This was a six hour tour of the Budweiser plant there, which was followed by a luncheon during which the brothers had a chance to meet some of the top management.

We are especially proud this year of our Chapter Efficiency Index rating. We have easily attained more than half of our goal of 100,000 points and we do not expect to have any difficulty in earning the remainder.

I would like at this time to congratulate our new "Rose Of Deltasig," Mary Ann Sablich, and I hope that she will be as happy during her reign as we are to have her for our "Rose."—MICHAEL J. GENTILE

TAMPA

THE EPSILON RHO CHAPTER of the University of Tampa has an active brotherhood of 37 this year with many professional and scholastic events having taken place and some in sight on the future docket.

In a November event, we were privileged to have an excellent program by Mr. David Piper, District Representative for the New York Life Insurance Company, on "Making the Most of Your Job Interview." Mr. Piper pointed out that using common sense and being yourself are the keys to a successful interview. This worked in at a very opportune time, as many of the brothers graduating in June were in the midst of campus interviews.

In December, a tour of the Gold Label Cigar Company was attended by the brothers and the Production Management Class with Professor Cyzewski, a faculty member of Delta Sigma Pi. We also took a tour of the Honeywell Corporation in St. Petersburg, Florida. This, too, proved to be very interesting and informative.

Before the Christmas vacation, we were given a very fine program by Commander

George Guyer of the Navy in which he explained the uses and capabilities of the computer. Commander Guyer has been working with computers in governmental agencies for about 15 years. His lecture included many of the fine points involved in the actual marketing of this product, the computer. One astonishing bit of information picked up was the fact that only about 10% of a computer's capacity is actually used.

In keeping with the spirit of the Christmas season, Epsilon Rho Chapter was the proud sponsor of a Christmas tree lot in Tampa. The lot was managed by Brother Ron Kelley, assisted by Brother Vince D'Alessandro. Needless to say, with such staffing the lot was a tremendous success.

Brother Mike Greep is now the proud father of a bouncing baby boy, a future Deltasig, no doubt! Brother Mickey Goff is patiently awaiting the arrival of his firstborn, as it is due within a week of this writing. By the time of publication, the baby should be three months old. We are sad to announce that Brother Ed Eubanks has joined the ranks of the conquered, as he took the final plunge on December 22, 1967, when he said "I do" to a beautiful Tampa girl. Seriously, we wish Ed all the luck in the world for a long and fruitful marriage.

At this time, we should like to take advantage of this opportunity to say that 1967 has been a successful year, not only for Epsilon Rho Chapter, but for all of Delta Sigma Pi. We have big plans for 1968, as we're sure that you must also. With a lot of hard work and perseverance, these ideals can become a reality. By bettering each individual chapter, we are in essence bettering Delta Sigma Pi as a whole. This should be our ultimate goal. Epsilon Rho Chapter is off to a good start. Best wishes to all of you in whatever you may undertake in this brand new year.—STEVE HILL

NEW MEXICO

GAMMA IOTA CHAPTER at the University of New Mexico in Albuquerque would like to present 15 new brothers to the men of Delta Sigma Pi. They are Samuel Aragon, Ron Candelaria, Tito Chavez, Douglas Dale, Larry Esquibel, Mike Janes, Jim Klosek, Calvin McKinney, Pat Otto, Mike Piraino, Alan Reed, Buddy Rice, Mike Sandoval, Eleuterio Tabares, and Phil Wells. The outstanding pledge was Tito Chavez. The initiation was one of the best in several semesters.

This year several new ideas were introduced and tried for the pre-initiation examining. This semester, there was none of the public activities involved in the pre-initiation activities, with all the quizzing being done in private. Another new idea that proved very successful for us is the alumni inquisition. Gamma Iota Chapter has taken a big step in helping the fraternity by keeping the pledge education up to date, and we feel our new brothers show the results of this program.

—JOHN KARMANN

WESTERN STATE

ZETA KAPPA CHAPTER at Western State College has just completed a busy Fall quarter. Just recently we had the privilege of hearing Dr. Harold Binford, chairman of the Division of Business, speak on the subject of "Characteristics of the Businessman."

Something new was added this year to gain a closer relationship between the members and pledges. The new event is a Saturday morning breakfast. Besides the usual breakfast meal there is usually some other event taking place—such as impromptu card games of various sorts.

Coming events for the Deltasigs at Western are the chapter's "After Christmas Party," "Rose of Deltasig" Dance, annual Blood Drive, and Winter Carnival.

Our intramural basketball team is preparing for another good season. Last year we finished third in our league. The team this year will have more depth with the nucleus of last year's team returning and many fine pledges to lend a hand. Earlier this year our intramural bowling team captured the first place league trophy. We have aspirations of our basketball team repeating this feat.

With our president, Brother Donald, leading the way, our chapter is looking forward to our third straight 100,000 point finish in the Chapter Efficiency Index. This will be our third year as a chapter.

C. W. POST

ZETAOMICRON CHAPTER wishes to congratulate the new members who were initiated on December 16th. They are Laurence Handler, Richard Berson, and Robert Vandenberg.

The newly elected officers for the Spring semester are: Robert Jackson, president; Robert Delaney, senior vice president; Fred Bredehorst, secretary; Harold Gustavsson, treasurer; and Robert Vandenberg, historian.

A busy professional program for the semester is ahead for the chapter. There are scheduled tours to General Motors in Tarrytown, New York, American Machine and Foundry in Long Island, and the All State Insurance Computer Center in Huntington, Long Island.

The basketball season is now in full swing. This year's all-stars are led by Brothers Robert Delaney, Fred Bredehorst, Laurence Handler, Charles Kruger, Henry Hoffmen, Richard Benson, and Charles Karazia.

The Brothers send their best wishes to Brothers Kevin Kilduff, Barry Slobin, and Geoffrey Weiner on their recent marriages.

—CHARLES R. KRUGER

Alpha Nu Chapter Sponsors Book Project

BUSINESS LIBRARIES of five Negro colleges will share a gift of more than 5,617 books collected in November and December by Alpha Nu Chapter at the University of Denver. The books were shipped free of charge by DC International and Red Ball Truck Lines to the colleges in Texas, Alabama, Tennessee, and North Carolina.

The members heard of the needs for current business books in the college libraries from a faculty member who had visited a number of the predominantly Negro colleges during the past year.

With an impending move of the College of Business Administration at the University of Denver from its downtown site to University Park in southeast Denver, Deltasigs asked faculty members to see what volumes they could spare from their own personal libraries as they prepared for the move of their offices.

The project snowballed. The Deltasigs, under the leadership of Project Chairman Stu Bashner and Chapter President Carl Hammond, hoped to gather 700 books, and Bashner volunteered his apartment as a collection site. The collection grew to over 5 tons of books—over 5,600 volumes—which threatened to crowd Bash-

ner and his roommate, Norm Slocum, out of their third floor quarters, even after sorting to eliminate out of date volumes.

The books were sorted by subject, checked for duplications, and packed in late November and early December in cartons addressed to presidents of each of the five colleges. The colleges sharing in the book gift include Houston-Tillotson College, Austin, Texas; Lane College, Jackson, Tennessee; Barber-Scotia College, Concord, North Carolina; Stillman College, Tuscaloosa, Alabama; and Bishop College, Dallas, Texas.

LOYOLA—New Orleans

DELTA NU CHAPTER at Loyola University was privileged to have Charles L. Farrar, Executive Director of Delta Sigma Pi, as a guest at one of our Winter Socials. The event was held on December 8, 1967, in the new student center. Many of the Brothers had remembered Brother Farrar from the 26th Grand Chapter Congress, and those that didn't were pleased to meet him. The Brothers of Delta Nu Chapter had an interesting time discussing different rules and traditions of the fraternity with him.

Having ended the semester before Christmas because of a new scheduling system, the Brothers have settled back for a three week vacation including many activities, among which was a black-tie occasion on New Year's Eve. A quick check with the professional chairman shows a large schedule of

interesting professional meetings in store for the second semester. Delta Nu Chapter did not rush during the first semester because of University regulations, but the Brothers will start shortly after the beginning of the Spring semester.

All indications point to another 100,000 point year for the chapter and each Brother will do his share to accomplish this end.—STEVE GRIFFITH

DENVER

ALPHA NU CHAPTER at Denver University once again repeats an oft told story by achieving the highest grade point average of fraternities on campus. We had a grade average of 2.6 on the 4.0 scale, with 40% of our members achieving a 3.0 or better.

Denver University now has a new School of Commerce Accounts and Finance building, located on the main campus. This move helped us to initiate some worthy service projects. First of all, we were able to collect over 5,000 books from teachers and the library, and then distribute them to five needy Negro colleges. With the bringing together of the two campuses, we were able to go in with one of the larger service organizations on the main campus in sponsoring a very profitable book sale.

We're adding a new flair, (under the direction of Frank James), to our professional program. Starting this quarter, we are going to supplement our regular professional speakers with panel discussions involving leaders from opposite sides of important issues.

February 10 was a big date this year. This is the day set aside for our annual "Rose" dance. This year the dance was held in the Continental Denver Hotel.—H. ROBERT NAGLER

WEST LIBERTY STATE

DELTA OMEGA CHAPTER has been very active over the past months. Our professional activities included a tour of the H. J. Heinz facilities in Pittsburgh, Pennsylvania, and a tour of the State Penitentiary at Moundsville, West Virginia. The Brothers were shown the process of making and canning soup, and process in the production of vinegar.

Socially, we have had our Founders' Day dance and a Christmas party. Our Founders' Day dance was held in the Roman Lounge of the Belle Via Restaurant in Wheeling, West Virginia. Music was provided by "We, the People." Our Christmas party was held at the Sokol Club in Benwood. The highlight of the informal evening was a visit from merry old St. Nick.

At present, we are planning a raffle for a trip to Miami Beach, Florida. This, in addition to our sweatshirt sales, should assure us of a very stable financial condition for the coming months.

Our pledges have been doing an excellent job so far. We are all looking forward to their initiation. Our dinner dance was held on the evening of January 13 at the Heart O' Town Motor Inn of Weirton, West Virginia.—THOMAS C. ROBERTSON



MEMBERS OF ALPHA NU Chapter at the University of Denver assemble to sort the more than 5,600 volumes of books which they collected for Negro colleges in Texas, Alabama, Tennessee and North Carolina.

COLORADO

ALPHA RHO CHAPTER at the University of Colorado, having completed a very busy and successful Fall semester, is hard at work on Spring semester plans. The Fall semester was climaxed with the visit of Executive Secretary Ben. H. Wolfenberger. Brother Wolfenberger observed our meeting and then spoke about our chapter as seen by The Central Office.

After the Christmas vacation new chapter officers were elected to replace the graduating ones. Plans for the "Rose" Ball have been set into motion, as well as numerous other activities. New professional tours and speakers have been lined up for the Spring semester.

Alpha Rho Chapter has also been planning a gift from the fraternity to the new school of business building to be built in the near future. This calls for a long range plan to raise money over the next year and a half. Present plans are for calling upon alumni to help finance a number of new bulletin boards for the new building.

Our Spring pledge class proved to be most outstanding and we welcome the new brothers. The initiation banquet, as always, proved to be a tremendous success with all the brothers and a number of faculty members present.

We would also like to send out our hearty congratulations to all our chapter brothers who will be graduating in June. We would also like to extend our best wishes to all the brothers of Delta Sigma Pi for a happy and successful New Year.—PHILIP Y. BARTON

(Continued from page 85)

qualified wives of businessmen) as the budget can afford. Not surprisingly, thousands of nationals in these countries vie to enter their children in the American School. Scholarships are provided by the business community and/or U. S. Embassy for those talented youngsters, Latins or North Americans, whose parents cannot afford the tuition cost. While learning colloquial English that serves them well the rest of their lives, the national children attending the school share a unique cultural experience with the young Americans in the intimacy of the school room.

The modern U. S. businessman in Latin America is a far cry from the old Neanderthal types or ugly Americans, although, alas, a few still exist. The businessmen have learned that survival of the U. S. enterprise system in Latin America depends on more than profits. It has to adjust to a Latin American culture with a different value system. But the rewards are enormous; the pecuniary gain, largely exempted from individual U. S. income taxes, is attractive. The Latin friends are warm and the personal satisfactions are real. Thus the opportunities for a business career in Latin America are chal-

lenging and open new horizons to the young men coming out of U. S. schools of business administration. Now, more than ever, the emphasis is on talent, professional skills, versatility, and a capacity to associate with people of another culture, all of which serves the best interest of the United States.

EAST TENNESSEE STATE

DELTA XI CHAPTER at East Tennessee State University has scheduled many events for the next few months. We initiated six pledges Sunday, January 14. Our new members are Larry Logan Grubb, George Robinson Hackler, Robert Earnest Kerns II, Willis John Nordland, David William Weill, Jr., and William Hanford Woods.

Winter quarter rush, February 17-18, was highlighted by an informal party and business discussion at the home of Dr. Travis Kirkland, a distinguished Deltasig and Dean of the School of Business at East Tennessee State University. We have found the party discussion to be a most advantageous rush technique and highly recommend it to those chapters searching for a fresh approach.

Our social calendar is headed by the selection of our "Rose" and the annual "Rose" formal held in her honor. Our "Rose" for 1967, Miss Vicki Graybeal, gave her pin to the 1968 "Rose" February 3.

This quarter's professional program includes a tour of the Federal Aviation Agency's air traffic control systems and a tour of Tennessee Eastman, a nationally known producer of industrial and consumer chemicals. During the Spring we plan to visit the Atomic Energy Complex at Oak Ridge, Tennessee. While there, we hope to see reactors in operation and to gain some insight into their application to modern business.

We undergraduate members of Delta Xi Chapter would like to express our appreciation to the faculty members, for their support and guidance is basic to our success.—JAMES L. MUSSETT

TULSA

BETA CHI CHAPTER at the University of Tulsa, after being relatively inactive for the past three years, has undertaken a complete reorganization.

At the beginning of the Fall term 1967, we had only four undergraduate members. After a very successful pledge program, we initiated seven neophytes. We expect to double our undergraduate membership by the end of the winter semester.

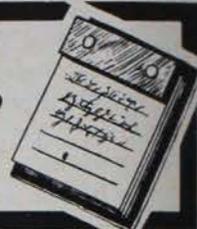
Beta Chi Chapter is very proud to announce the selection of its "Rose of Deltasig" for 1968, Miss Vicki Hood of Tulsa, Oklahoma. Vicki is a second semester freshman enrolled in the College of Business Administration and majoring in Management Marketing Education. She is a member of Chi Omega Sorority and Secretary of the Freshman Class of the Business School.

For our professional activities, we have planned a trip to Boeing Aircraft Company in Wichita, Kansas. We have had several interesting speakers one of which was James

E. Allison, former President of Warren Petroleum Company, a Division of Gulf Oil Company.

Beta Chi Chapter is well on its way in reaching its goals of unity, morale and achievement. We are striving for the attainment of the maximum 100,000 points in the Chapter Efficiency Index.—ROBERT J. WILLIAMSON

the Meetings' Calendar



AMERICAN ASSOCIATION OF COLLEGIATE SCHOOLS OF BUSINESS, April 19-24, 1968, at Miami Beach, Fla.

AMERICAN ASSOCIATION OF JUNIOR COLLEGES, February 26-March 1, 1968, at Boston, Mass.

MIDWEST ECONOMICS ASSOCIATION, April 18-20, 1968, at Minneapolis, Minn.

SOUTHWEST SOCIAL SCIENCE ASSOCIATION, April 11-13, 1968, at Dallas, Tex.

IOWA

EPSILON CHAPTER at the University of Iowa has had a constructive and enjoyable first semester. The Chapter toured the administrative offices of Collins Radio in Cedar Rapids, Iowa. On December 14, the Chapter sponsored an all Business College professional program which featured six representatives of the Bell Telephone System.

The pledges of Epsilon Chapter fulfilled the requirements for their pledge project by sponsoring a Christmas Party for the crippled children at University Hospitals. The weekend of January 5-7 was a special one for the pledges of Epsilon Chapter. The weekend began Friday afternoon with the pledges taking their final pledge test. On Saturday the pledges sponsored a party for all members and their dates. The highlights of the evening were a dance contest which members won and a skit written, produced, directed, and starring the 1967 Fall pledge class of Epsilon Chapter. Special guests at the party were LaVerne A. Cox, the regional director of the Midwestern Region of Delta Sigma Pi, and Roger Miller, Chapter Advisor. Initiation ceremonies were held on Sunday, January 7, in the Iowa Memorial Union. We are sure that the new members will continue the fine tradition of our Chapter and Fraternity.

We are beginning the new semester with great anticipation of another successful professional program, pledge class, and "Rose" Formal.—JOHN R. WELLMAN



CAUGHT IN THIS photo are three alumni members of Delta Omega Chapter at West Liberty State College and their dates attending the Founders' Day Dinner of the Pittsburgh Alumni Club of which they are members. The Brothers are Ron Liptak, Richard McClain and Bob Salicce.

LAMAR TECH

DELTA ETA CHAPTER at Lamar State College of Technology celebrated Founders' Day at Brother Larry Reese's lodge with a dance and barbecued chicken. A few of the Brothers surprised everyone by bringing in a cake commemorating the 60th anniversary of Delta Sigma Pi.

This past semester Brother Ben Whittington has done an outstanding job with our professional program. At our pledge acceptance banquet Mayor Jack Moore of Beaumont spoke on city government. Mr. A. D. Moore spoke to Delta Eta Chapter on federal law and Supreme Court rulings. Dr. Louis DeLeon spoke on open heart surgery. At our initiation banquet, held at the Oakes Country Club, Mr. W. T. Woods spoke on air and water pollution.

Our initiation was held at the Hotel Beaumont on December 16. At that time we initiated six new pledges: James Brindley, Barry Clapp, Jack Gilbert, Sam Lopez, James Risher, and Clarence Theck. We also initiated one faculty member, Mr. Charles F. Hawkins, associate professor of economics.

Delta Eta Chapter was saddened by the resignation of their chapter advisor, Mr. H. A. Barlow, who had served in that capacity for 10 years. President Ellery Lacy presented him with a plaque honoring 10 years of dedicated service. Delta Eta Chapter would like to thank Brothers John Tate, district director in the Fort Worth area, and Larry Dodson, of Midwestern University, for attending our initiation this semester.

Lamar Tech's Homecoming was highlighted by Delta Eta Chapter winning the first place trophy in the large float division with the theme of "Big Red in the Stone Age." Brother Charles Roark must be com-

mended on an outstanding job as chairman of the Homecoming Committee.

Under the able leadership of Athletic Chairman Lloyd Longnion, Delta Eta Chapter had a perfect season playing intramural volleyball. Although we did not win any games we had a great time trying.

President Lacy and Secretary Charles Roark attended the installation of Eta Iota Chapter at Nicholls State College in Thibodaux, Louisiana. We are happy to welcome this fine chapter into our brotherhood.—
RONNIE CROWELL

INDIANA STATE

DELTA TAU CHAPTER at Indiana State University initiated 16 men on December 10. Following the initiation ceremonies, a banquet was held at Henri's restaurant in Terre Haute, Indiana. Our guest speaker was Mr. Jerry Loeser, newly initiated honorary member of Delta Tau Chapter. Mr. Loeser spoke on the need for well educated individuals to keep our country prosperous. Also at the banquet, the Outstanding Pledge Award was presented to Brother Dave Coleman for his outstanding work during pledgship, exemplifying the type of person needed in Delta Sigma Pi.

On November 30, Mr. Lew Taylor, executive secretary of the Terre Haute Chamber of Commerce, spoke on the subject, "What the Chamber of Commerce can do for You." On January 11, Mr. Fred Harney, manager of the Pillsbury Co., Terre Haute Division, spoke on the subject, "Automation and Innovation—The Key to Success in Large Industry." A tour of the National Bakery Co., Seelyville, Ind., was planned for January. A tour of Eli Lily and Co., Indianapolis, Ind., has been planned for either March or April.

The Fall semester pledge class did a fine job with their project—a car wash and wax. The Brothers of the chapter made money by distributing student directories and participating in "slave days," working for the faculty members at their houses.

Delta Tau Chapter is having a successful year in relation to the Chapter Efficiency Index, also. So far this year, it has received or is due nearly all the points possible for the time period covered, and we hope to achieve another 100,000 point year.—
JOHN FISHBACK

SUFFOLK

DELTA PSI CHAPTER continues in its aggressive campaign to select from the School of Business Administration the best qualified men to join our pledge class. This past semester we are happy to welcome into our Chapter Dr. Donald Grunewald, the Dean of the School of Business at Suffolk University. Mr. Joseph Fernandes, owner of the Fernandes super market chain, was initiated as an honorary member. The other new brothers from the University include: Richard Baker, Jr., John Brennan, Richard Duchaineau, Andrew Gala, Richard Green, and William McIsaac.

We would also like to congratulate Brother Robert Dawley, our vice president and pledge master, who graduated this past January.

To commemorate the 60th anniversary of Delta Sigma Pi, we held a dinner-dance at the Hotel 128 in Dedham, Massachusetts. Many of the Alumni were in attendance, thus making the dance a fraternity reunion. For his efforts in the establishment of the Delta Psi Chapter, Professor Stone was honored by the Chapter.

Our social program this year includes a Purple Garter Dance. The young ladies receive a purple garter with the fraternity crest and the date as a souvenir of the occasion. The Brothers also enjoy this dance because of the ritual that goes along with the purple garter. This ceremony is always the highlight of the evening.

We are confident that once again Delta Psi Chapter will achieve 100,000 points in the Chapter Efficiency Index and that the rest of the fraternity is destined to have an extremely successful year. Best wishes are extended to all our fellow Brothers in chapters all over the country.—
HARRY M. BARASH

OKLAHOMA STATE

THE GAMMA EPSILON CHAPTER at Oklahoma State University enjoyed a vigorous and profitable Fall semester. We pledged six new members and elected our "Rose," who later participated in Oklahoma State's homecoming parade. Our chapter sold corsages for the Missouri-Oklahoma State football game. In addition to our professional programs we, with other Oklahoma Chapters, went to Wichita, Kansas, for a tour of the Boeing Aircraft Plant just before Christmas vacation.—
ROGER HARRIS

BALL STATE

ENTHUSIASM AND co-operation are the watchwords more than ever at Epsilon Xi Chapter this year. This team spirit has been evidenced in many ways. On December 2, our new initiates were honored with a dinner-dance in Fort Wayne. As members, these men are already assuming responsibilities as committee heads, and good working members.

Our professional programs thus far have been excellent. The pledge class sponsored a program featuring Mr. Sam Givens of Merchants' National Bank in Muncie. Also, an interesting speech on marketing was presented recently by Dr. Olan Forker of Cornell University. A bank tour and a program on accounting are scheduled for the near future.

Epsilon Xi Chapter alumni are also taking a great interest in events this year. We were happy to renew many friendships at homecoming and at our dinner-dance. We have also been pleased to see Deltasig faculty members in attendance at our professional meetings and other functions.

The efforts we are putting forth are already being reflected in our Chapter Efficiency Index ranking. We are seeking 100,000 points for the fifth consecutive year. Judging from the zeal demonstrated thus far, we will certainly obtain it.—
JOHN D. SIMON

ROCHESTER TECH

EPSILON LAMBDA CHAPTER at Rochester Institute of Technology is presently preparing for its part in our college's annual "Spring Week End." It is one of the many times when Deltasigs pride themselves on working toward greater brotherhood. The spirit and enthusiasm of working as a whole has enabled our brotherhood to become stronger in its fraternal way of life.

The Brothers of the chapter recently initiated nine men into Epsilon Lambda Chapter. William Parish was voted outstanding pledge, while John Bugbee was voted the most outstanding brother. These two men exemplified what we believe to be the most ideal brothers. Their earnest desire to help the chapter should not go unmentioned, and they have set the tempo for other Deltasigs to follow.

Many of our Brothers are working on the move to our new campus, in addition to the roster of events scheduled for our professional and social programs. Epsilon Lambda Chapter is planning to have its own housing facilities for its brotherhood. Those Brothers who will be living on campus have come to realize the new potential of Delta Sigma Pi to the college campus. Stronger bonds of brotherhood are developing and with the move in the near future a truly fraternal way of life will open for the members. This move will undoubtedly provide our chapter with many opportunities to expand our professional program and other activities, and will help us achieve 100,000 points in the Chapter Efficiency Index.—JAMES R. DAVIES

SHEPHERD

EPSILON KAPPA CHAPTER welcomes the newly initiated Brothers of Delta Sigma Pi at Eta Iota Chapter at Nicholls State College.

Epsilon Kappa Chapter completed its first semester professional program with another speaker and a tour. On Tuesday, November 22, the Brothers toured the IBM Federal Systems facility in Gaithersburg, Maryland. A film was shown and the members saw the many different types of computers now being used in the modern operation. Then on Thursday, December 14, Mr. Wesley Newhouse, assistant vice president of the First Pennsylvania Banking and Trust Company of Philadelphia, spoke to the chapter and pledges on careers in banking and discussed the career opportunities and executive training programs with First Pennsylvania.

One of the chapter's projects for the first semester was the sponsoring of a "Small Articles for Viet Nam Drive." The Brothers placed collection boxes in the men's and women's residence halls, the College Center, and in local businesses. After contacting the students and the other members of the college community by letters, bulletins, posters, and radio and newspaper stories, the Brothers collected the boxes and prepared their contents for shipment to San Francisco to be forwarded to Viet Nam by the Marine Corps. Some of the items collected included soap, toothpaste, deodorant, candy, magazines, and writing paper. Several large cartons of goods were sent to our boys serving

in Viet Nam in time to help brighten their Christmas holidays.

Saturday, February 10, was the big day for our Fall semester pledge class. Their initiation started early in the morning and the festivities ended late at night. We welcomed five "future business executives" into the Brotherhood of Delta Sigma Pi. They were Jerry McGraw and Larry Kesecker, juniors; Gregg Carper and Lawson Hockman, sophomores; and Tom "Herbie" Harmon, freshman.

Our second semester activities began early in February when the chapter sponsored a three day Job Interview Seminar conducted by Profs. Charles F. Printz and G. Norris Rath of the Division of Business Administration at Shepherd. Mr. Printz and Mr. Rath recently prepared a booklet on preparing for job interviews to be published in the near future. The seminar covered the points looked for by corporation interviewers, the things that they consider to be most important, and how the student should prepare to meet the interviewer. The seminar was aimed primarily at the seniors in the business and economic fields, but was open to the entire college community.

Later in February, the chapter sponsored a Telephone Courtesy Program presented by the Chesapeake and Potomac Telephone Company. A film was shown to the audience which told how a large advertising agency lost a valuable account because the boss couldn't reach his office in time to notify the account's executive that he would be late in arriving for their meeting. An employee of the telephone company explained the proper use of the telephone in a business office and distributed pamphlets to those in attendance. The students in the two year Secretarial Administration program and the college administrative assistants and student assistants especially enjoyed the presentation.

Many more speakers and tours are planned for the second semester, in addition to our big trip to Pittsburgh to tour U. S. Steel.

Finally, the chapter wishes to congratulate Dr. A. Gordon Slonaker, dean of the college, on the publication of his *History of Shepherd College*. This long awaited work is truly an asset to the college community and to persons interested in the history of education in West Virginia. Also, we wish to congratulate Mr. A. P. Rider, registrar and director of admissions, on his election as President of the West Virginia Association of Collegiate Registrars and Admissions Officers.—FRANK McCRAW and KARL WOLF

SOUTHEASTERN LOUISIANA

THE MEMBERS OF Zeta Sigma Chapter have enjoyed their most profitable semester to date. The Chapter has had as fine a professional program as there is to be found in the whole fraternity as we have had over five professional speakers and two tours, and still have one speaker on the agenda before the close of the semester. Next semester the program will have at least eight speakers and one tour already planned by Brother Charlie Richard, thus making future outlooks promising in this area.

The chapter has had a fine pledge class this semester under the able guidance of

Brother Jay Goretz and netted the chapter 13 fine pledges initiated on January 6, 1968, at Zeta Sigma Chapter's third initiation. The new members are: George Woodside, Terry Brown, John Stempel, Ray Spadafora, Adolf Blanchard, Randy Hymel, Kenny Soniat, Neil Martinez, Joe Heffer, Jim Johnson, Merlin Keenan, Steve Fredrick and Henry Burkhalter.

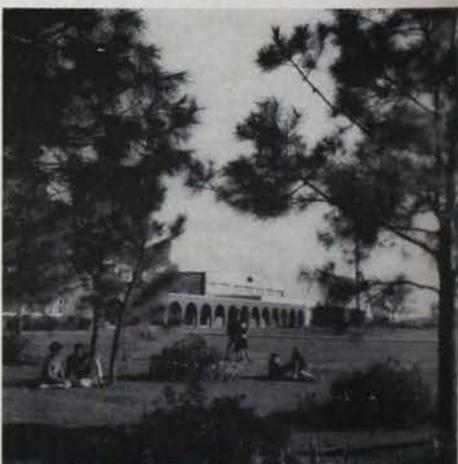
The social program under Brother Jay Comeaux, with a lot of help from Brothers Johnnie Vaughn, Russ Diodene and Richard Calkins, has provided the whole chapter with a great number of parties and activities not to be forgotten shortly, especially our Homecoming Party. Athletically the chapter has done very well this semester by posting a 3-3 record in the tough fraternity league with only a second year team. Brother Ed Martin engineered the football team to a fine season with a satisfying 12-7 win over rival Sigma Tau Gamma.—MICHAEL SELLEN

TEXAS A & I

ZETA NU CHAPTER at Texas A & I University has initiated 19 new members. This initiation is the largest in the chapter's history. The new members are: Leonard Bedell, Doug Culli, Scott Dodds, Don Friedeck, Nick Fry, Hank Goldstein, Daryl Hamon, Charlie Hatch, Perry Hester, Rand Horsman, Charles Johnson, John McIntyre, Bobby New, Charles Payne, Meliton Sanchez, Dale Schott, Manuel Trevino, Dennis Webb, and Robert Wotipka. The Best Pledge Award went to Rand Horsman.

The election of officers was scheduled for the first week of January. All of the officers for the 1966-67 year did a very fine job. Special mention should be given to Brother Don Cramer, president, and Brother Hugh Morrison, secretary, for their outstanding contributions. Their actions have been the type that would distinguish any chapter as a model chapter.

The spring semester should result in another large pledge class. A hootenanny is scheduled to take place in the early part of the semester, and an alumni fund is being discussed.—JIMMIE KILPATRICK



STUDENTS AT Nicholls State College in Thibodaux, Louisiana, are shown here in the Mall area relaxing between classes. In the background is White Hall, home of the Department of Business Administration, and the Shaver Gymnasium.

EAST CAROLINA

DELTA ZETA CHAPTER, along with Chi Omega Sorority, held its annual Christmas party for underprivileged children on December 11. All the children were treated to cake, cookies and drinks, played games, and received gifts when Santa arrived. We all enjoyed giving the party and hope that we made Christmas a little more enjoyable for them.

Nine pledges were inducted into brotherhood on November 11. These new brothers were glad to become Deltasigs and eager to help the fraternity progress. Rush for Winter Quarter on December 4-5 featured speakers from the placement bureau, who spoke on job opportunities in the business world, and Brother Joseph Hill, a member of the School of Business Administration faculty, who spoke on the management curriculum at East Carolina.

On December 3, our chapter took a tour of the new Wachovia Data Processing Services Center in Greenville. Check processing and some of the abilities of the IBM computer were demonstrated. This fitted well with the tour to IBM and the Research Triangle in Raleigh planned for January.—JAMES D. GLASS

AUBURN

THE YEAR 1967 was an active one for the Beta Lambda Chapter at Auburn. In the Spring on April 3, 10, and 17, Beta Lambda Chapter sponsored an investment forum presented by Mr. Herbert Cawthorne of Merrill Lynch, Pierce, Fenner & Smith Investment Corporation.

On April 20, the Auburn Chapter sponsored a meeting of the Young Presidents' Organization. This organization is made up of young men who have become presidents of notable companies before reaching the age of 40. The topic of discussion at the meeting was "How to Get a Job with a Future." The meeting was highlighted by such speakers as Wenton Blount of Blount Brothers Construction Company and John Schuler of Anderson Electric Company.

Due to the success of the first investment forum, the Deltasigs at Auburn sponsored another investment forum on October 9, 16, and 23, with Mr. Cawthorne again serving as speaker.

Beta Lambda Chapter rounded out the year's activities with a celebration of Founders' Day and a speaker from Firestone Rubber Company in November.

WESTERN KENTUCKY

ZETA THETA CHAPTER at Western Kentucky University completed a very successful Fall semester under the leadership of President Fred Whelan.

One of our accomplishments was in helping junior achievers at a state wide meeting held at Western. We were highly commended for our services.

Included in our professional activities were lectures given by Mr. W. W. Stifler of Aladden Industries in Nashville and Mr. E. O. Person of Union Underwear here in Bowling Green. Both lectures were very in-

teresting and educational. We are presently planning a tour of Aladden Industries. Highlighting our future professional program will be a lecture, possibly for the entire university, by Mr. William Gove, former Sales Director of 3-M Company, and presently doing sales consultant and training work for Braniff Air Lines and AC Spark Plugs. We are greatly looking forward to hearing his lecture.

Naturally, our social activities have not been neglected. Our Christmas dance was outstanding and enjoyed by everyone, especially by the eight neophytes recently initiated into our brotherhood.

Delta Sigma Pi continues to hold a prominent place among the Greek organizations on campus. We are looking forward to a successful spring semester.—LANNY LLOYD

MIAMI—Ohio

ALPHA UPSILON CHAPTER at Miami University is dining through our professional program this trimester. A dinner with the firm of Leo Burnett and the Department of Economics at Miami University took place February 13. The following month, March 13, a dinner is planned with the Mead Corporation and the Marketing Department of Miami University.

The professional program, aimed at informing the members of Alpha Upsilon Chapter with the different aspects of business as well as meeting and discussing problems with the business faculty, started with a coffee hour attended by Dr. Bill R. Moeckel, dean of the School of Business at Miami University.

Meetings with International Harvester and Owens-Illinois were other outstanding meetings on our schedule.—JOHN A. KAUPISCH

MIAMI—Florida

BETA OMEGA CHAPTER of the University of Miami is very proud to add 25 new Brothers and three honorary members to our growing chapter.

The honorary members are: Mr. Louis Lasz, Managing Director of Sales for Baccardi Imports; Mr. Paul Miller, Assistant Dean of the School of Business; and Mr. Lanny Streeter, professor of Economics at the University.

Carni Gras, the social highlight of Spring Semester, will be held in early March and Beta Omega Chapter is beginning to warm up the pizza ovens for our annual pizza booth. We have placed first for many years for top sales in our division.

Our "Rose" Dance will be in April and our committee is busy making plans for the highlight of our social calendar.

We are looking forward to the activities of the coming semester, both professional and social in nature.

In remembrance of Founders' Day and 60 years of business professionalism our Chapter held an informal party at Brother Mike Taylor's home, and at the same time Beta Omega Chapter celebrated its 19th year on the University of Miami campus.

A late wish for all the brothers of Delta Sigma Pi—Happy New Year from the Brothers of Beta Omega Chapter.—DAVID N. VROOMAN

LOUISIANA STATE— New Orleans

THE SPRING SEMESTER has begun at Louisiana State University in New Orleans, and with its arrival the Brothers of the Epsilon Nu Chapter are anxious to resume completion of the activities for the 1967-1968 school year.

In addition, the Fall Semester witnessed the initiation of 15 new members to the chapter roll. The new Brothers are: Frank Arrigo, Jr., Stephen Back, Sidney Bourdais, Mike Canalizo, Pat Cullen, John Farbo, Kenneth Flashner, Pat Gibbs, William G. Heller III, Wayne Marks, Pete Schmidt, Gary Sieger, George Tardiff, Butch Upton, and Claude Walker II. Already their interest and zeal in Epsilon Nu Chapter's activities are proving that they will be beneficial to the goals of Delta Sigma Pi. By joining together with the older Brothers in this spirit of brotherhood, the Epsilon Nu Chapter is confident that this concerted effort will bring about the unity that is required to become an efficient chapter.

To accomplish this purpose, Epsilon Nu Chapter has included in its schedule such events as: tours of several industrial plants, an Easter Party for children of an orphanage, speakers from local firms, and, of course, the "Rose" Formal.

Finally, the Brothers of the Epsilon Nu Chapter would like to extend their wishes for continued success to all the chapters.—TONY STOLTZ

OKLAHOMA CITY

DELTA THETA CHAPTER at Oklahoma City University is proud to announce the selection of two members to *Who's Who Among Students in American Universities and Colleges*. They are Jeffrey L. Puryear, former president, and Beverly Ives, former vice president. In addition, Delta Theta Chapter wishes to congratulate alumnus Walter Nelson on becoming District Director last Fall. Walter is presently Research Assistant at the Oklahoma City University Research Center.

The Research Center was a major point of interest when members of our chapter conducted a tour of the University on Parents' Day for friends, relatives, and parents of the entire student body. The members perform a similar function for high school juniors and seniors on the annual "Junior-Senior Day."

This semester is an extremely interesting one concerning guest speakers and tours. A representative from Wiley Post Airport spoke to the chapter about the advantages of a private pilot's license in the business world. A field trip to the Arrow Commander Installation was taken by the chapter shortly thereafter. A trip to Ling-Temco-Vought, Inc., in Dallas was also interesting and quite educational. The officers for this semester are largely responsible for organizing these activities. The officers are: Jack Burton, president; Tom Weiss, senior vice president; Mark Slaughter, vice president; Larry Sirotkin, secretary; Larry Halford, treasurer; Joe Rogers, historian; and Dale Bennett, chancellor.—RICHARD H. DEVORE

DETROIT—Theta

THETA CHAPTER has already mapped out plans for the coming semester in order to insure its success. Under the able leadership of our President Dick Vogt, we look forward to an even better year than 1967.

The Brothers ushered in the new year in two widely separated groups. The heartier members, led by Tom Snyder and Phil Peters, embarked upon a ski trip into the wilderness of northern Michigan. First reports indicate that most of the Brothers did return. The remaining brothers planned a more conventional party at Rick Cote's house, preceded by dinner at a well known restaurant.

Our hazy plans for rush which were formulated last year are crystalizing rapidly as the semester approaches. After much fruitful discussion we believe we have a program suitable to our specific needs.

Brother Dave Nasotti is busy arranging a mixer with the girls of nearby Marygrove College. Because of Dave's inside connections, the mixer should be successful from both a social and a financial point of view.

Plans for our annual Dinner Dance in April have already begun. We hope it will be a fitting climax to a prosperous and enjoyable year.—JOSEPH J. CERU

MANHATTAN

ZETA CHI CHAPTER is busily preparing for the new semester. To ring out the old, a New Year's Eve party was held at the home of one of the brothers. It had to be one of the social highlights of the year for the busy chapter.

With the close of a successful 1967, the Brothers look even more eagerly to the start of 1968. This year's program includes a more enlarged and helpful rushing program; the sponsorship of an inter-collegiate dance; group tours to various industries in the New York-Metropolitan area, plus many more new ventures and ideas that the Brothers of Zeta Chi Chapter wish to discuss before voting on them.

Since its installation at Manhattan College, the Brothers of Zeta Chi Chapter have worked diligently to promote a better understanding of the businessman and his role in the world of commerce. This year will be no exception. In continuing with our policy to foster a better understanding of the world of commerce, Zeta Chi Chapter is proud to state that it has set up and will continue its round table discussions with various organizations here at Manhattan College to promote understanding between the business and non-business student. Zeta Chi Chapter will also continue to work with the various publications and organizations in the School of Business and will help out whenever they are in need of assistance.

Quite a bit has happened at Zeta Chi Chapter since the last edition of *THE DELTASIG*. We are happy to announce that six new pledges have successfully completed the rushing program and have been inducted into Delta Sigma Pi. They are John McEvoy, Jerry Sieger, Tom Gray, Bob Ceriato, Barry Koblick and John Swierz. After the formal installation, a dinner was held in their honor



THE STUDENT UNION at Nicholls State College was the scene of the informal and formal ritualistic initiations of members of Eta Iota Chapter.

at the Fergus II. Also initiated was Dr. Robert Vizza, dean of the School of Business here at Manhattan College and the author of several marketing books. Our congratulations to the new Brothers and best wishes to them in the future.

Also, the Brothers of Zeta Chi Chapter were privileged and honored to host H. Melvin Brown, the regional director, who is currently in the process of visiting all of the Eastern Region Chapters. His talk was highly informative and greatly appreciated by the Brothers of Zeta Chi Chapter and we hope that he can return soon when he has the time off from his busy schedule.

The dance held by the Fraternity at the 42 Club on Halloween night was a huge success, as was the ticket sale co-sponsored by the brothers of Zeta Chi Chapter and the Businessman's Association.

Our plans for the future include: a talk from Terrance O'Rielly, of Seagram Distributors, Inc.; a trip to American Airlines; a more enlarged rushing program next semester; a New Year's Eve party; a tour of the International Paper Co.; a talk from a representative of the Peat, Marwick, Mitchell & Co. accounting firm; and the sponsoring of a dance next semester, just to name a few. Well, that's all for now. Best wishes to all of the Brothers for a prosperous year.—PETER DOWNEY

CALIFORNIA

RHO CHAPTER at the University of California at Berkeley celebrated Founders' Day with a combination business meeting and dinner at a local campus establishment. Everything went well, and all those present felt the time was well spent.

Both our professional and social programs are progressing as per schedule. Upcoming are tours of Leslie Salt, the Schlitz Brewery, and IBM in San Jose. On November 14, we were fortunate to have a speaker from Del Monte Corporation, Mr. J. V. Miller, who spoke on "The Role of New Product Development." All the complex details involved in bringing a new product to the market shelf were discussed, and all present were very in-

terested. A rewarding question-answer period followed the talk which is always beneficial.

Our pledge program, led by Brother Converse, has resulted in the pledging of 14 men, all of whom will add strength and diversity to our chapter. Our initiation and banquet will be held in early January, and as always promise to be exciting events. In conjunction with our pledging program, we are pursuing a program of community and school action, both of which aid the brothers and those whom we work to serve.—STU LEIBSOHN

GEORGIA STATE

KAPPA CHAPTER at Georgia State College experienced one of the most successful quarters of its long history. Our professional program flourished under the direction of Brother Phil Rosenberg. Our speakers consisted of the most outstanding businessmen the metropolitan Atlanta area had to offer.

Kappa Chapter celebrated the most memorable Founders' Day since its inception in 1921. Brother Bill Rocker did a superb job of planning and organizing the festivities. The guest list consisted of our District Director, our Regional Director, two Past Grand Presidents, Grand President M. John Marko and our sole surviving founder, Harold V. Jacobs, and his charming wife, Rose.

The Fall quarter was topped off with an impressive initiation attended by our Regional Director James R. Westlake and our District Director Tom Rankin. Kappa Chapter added to its undergraduate membership Brothers John Bowman, Jim Chamblee, Kit Christopher, Richard Corbett, Dick Cravey, Roger Greer, Tim Melton, Barry Teague and Barry White. Kappa Chapter also initiated faculty Brothers Robert W. Batten, Dwight Tabor, Rodger Collons, Harold Davis and Max Holland.

The momentum gained by our enthusiasm and the influence of outstanding brothers initiated into our chapter will carry over into the winter and spring quarters. We feel that Kappa Chapter will be up there at the top again this year.—RON CHRISTOPHER

NEW MEXICO STATE

THE FALL SEMESTER for Epsilon Upsilon Chapter was concluded by the initiation ceremony and banquet. This year's ceremony was held on December 9, in the Milton Student Center, and was attended by Robert Rowe, District Director, and members of Gamma Phi Chapter. The banquet afterwards, at the Holiday Inn, honored Frank P. Farrell, Boston, Massachusetts; Wayne R. Hoffer, Roscoe, South Dakota; Roger A. Hyatt, Lamesa, Texas; G. Raymond Jackson, Romero, Texas; Kevin O. Kull, El Paso, Texas; William C. Mealing, Kellog, Idaho; Jerry L. Scott, Clovis, New Mexico; and Joseph J. Wiley, Las Cruces, New Mexico, who were recent initiates.

Other activities during the semester included a Las Vegas Night party in mid-November, attended by Mr. and Mrs. G. L. Guthrie, Dean of the College of Business Administration and Economics, Dr. Frederick T. Downs, Mr. and Mrs. Louis Estrada, past Epsilon Upsilon president, and chapter Brothers and their dates. The evening was highlighted by a Chinese auction, the proceeds being used to pay for a steak dinner for two. Mr. and Mrs. Ralph Combs won both the auction and the steak dinner.—ROBERT HEIM

SAN FRANCISCO STATE

DELTA OMICRON CHAPTER at San Francisco State is engaging in a blotter project. The Brothers have contacted various merchants around the campus area and have sold advertising space. The blotters will then be distributed to the students at San Francisco State early next semester.

The highlight of the next semester will be our "Rose" dance which will be held at the Top of the Mark in San Francisco. Various professional activities are also planned for next semester.

At our recent initiation nine men were initiated into Delta Omicron Chapter. We are counting on these Brothers to help us achieve a productive program for next semester.

The Brothers of the chapter look forward to an exciting and productive next semester. We are eyeing the future with a greater insight into the business world.—DON JOHN-SON

RUTGERS—Beta Rho

BETA RHO CHAPTER at Rutgers has recently completed a very successful Fall semester here in Newark. Our November rushing party was truly the highlight of the semester, as 21 prospective pledges were in attendance. We were honored at this party to have as a speaker Mr. Nobezny of the Rutgers Placement Bureau who outlined the programs and opportunities which his office makes available to the university students. Also included in November's activities was a tour of the Metro Glass Company which is a division of the National Dairy Products Corporation. After a very informative talk about the history of glassmaking, we were accompanied on a tour of their Jersey City plant. Besides following the manufacturing processes from raw material to finished

product, we were able to discuss the various problems such as warehousing and quality control with the companies management representatives.

Our annual Christmas party which was held early in December had a favorable turn out. The brothers, accompanied by several Beta Rho Chapter alumni, enjoyed a pleasurable evening of dining and dancing. The party also afforded the opportunity of getting acquainted with the families and friends of the new brothers.

Projecting into the new year Beta Rho Chapter faces an active and varied schedule. Aside from several prominent speakers, professional trips are planned for the Westinghouse Company, Bell Telephone Company and Newark Airport. We are also anticipating another successful campaign to secure new pledges for our chapter.—PHILIP SAITA

EASTERN ILLINOIS

EPSILON OMEGA CHAPTER extends heartiest congratulations to Brother Frank J. Weber III on his recent appointment as Field Secretary. This appointment is a fitting reward for Brother Weber's continuing unselfish service to the chapter and the fraternity as a whole. We who have benefited so greatly from our brotherhood with Frank are delighted that now his endeavors will aid chapters nationwide.

Brother Weber's appointment marks the second occasion that Epsilon Omega Chapter has sent a Brother to The Central Office as Field Secretary. Brother Ken Vadovsky blazed the trail from Epsilon Omega Chapter to The Central Office. We feel that sending two Field Secretaries to The Central Office since the chapter's founding in 1964 is a notable achievement.

Epsilon Omega Chapter toured the Federal Reserve Bank of St. Louis and the Mercury Assembly Plant in Hazelwood, Missouri, on December 15. The tour was quite informative, especially the discussion conducted by an economist of the "Fed" after our tour. He gave us an interesting appraisal of current economic issues, including devaluation of the British pound, inflation, and income taxes.

Our social program was highlighted by our beautiful "Rose" Ball. We wish our new "Rose" an enjoyable and successful reign. The unique Computer Dance proved very beneficial—financially and socially.

Our chapter is currently organizing the spring pledge class. We are hopeful that they will make fine Brothers of the same caliber as our newly initiated members.—LOWELL DEAN BOURNE

LOYOLA—Chicago

GAMMA PI CHAPTER at Loyola University has had another full calendar of professional and social events this past year. The professional committee, made up of Brothers Bacci, Hirt and Nastali, scheduled a number of speakers and tours for us.

Mr. Nelson E. Wheaton, Jr., the Personnel Director for the Prudential Insurance Company, gave an informative talk on "Person-

nel Management in the Insurance Industry," and on their company's training program.

Mr. Andrew Pryor from Merrill Lynch, Pierce, Fenner & Smith, Inc., was the next speaker to appear at Loyola. He gave us an interesting insight into the stock market.

Another speaker, Mr. Arthur P. Connolly, head Federal attorney of the Chicago District who handled the "Krebrizen Case," spoke to us on modern principles of criminal law.

Much interest was displayed during the question and answer periods after the informal talks given by each of the speakers. The Brothers were also treated to a tour of the Sara Lee Baking Company in Deerfield, Illinois; and a tour of the WGN Television Studios for a close up view of a dynamic industry.

Our social program, headed by Brother Guetzow, helped us celebrate two birthdays. It began with a hayride to commemorate our chapter's founding on September 30, 1950. Then in November, it was in full swing with a party in remembrance of Founders' Day. On December 9, we held our Fall semi-formal "Dinner Dance" to welcome our new brothers. We closed out the year by having a Christmas party at Brother Kutchin's house and then held a New Year's Eve party at the Melody Mill Ballroom.

Gamma Pi Chapter is trying something new this year. For the first time at Loyola, we are having a "Business Career Conference" for high school students to persuade them to attend the School of Business Administration in preference to the School of Liberal Arts.

We have the full backing of Brother F. Virgil Boyd, dean of the School of Business Administration here at Loyola.

The Brothers can almost taste the champagne that Ken Vadovsky will have for all of the 100,000 point chapters at the Regional Convention in Kalamazoo, Michigan.—JOHN C. SWIDERSKI

DETROIT—Gamma Rho

GAMMA RHO CHAPTER at The University of Detroit held its Fall initiation on December 2 at the Pick Fort Shelby Hotel which was climaxed with the successful initiation of nine new Brothers. Our new Brothers, along with their wives and dates, celebrated the occasion by dancing to the wee hours of the morning.

Brother Gerald Selke, chancellor of the local chapter of Alpha Sigma Lambda, a national honorary scholarship society, presided at the installation of Brothers Ralph Erz, George Hallett and Thomas Collier.

Gamma Rho Chapter, at a recent business meeting, was honored by a visit from Regional Director Thomas M. Mocella and District Director Thomas Hall.

Our Founders' Day was celebrated with a dinner dance at Cambridge Hall in Detroit. Over fifty Brothers and their dates enjoyed an excellent dinner and fine dancing. The success was mainly due to the hard work of Brother Julio Puzzuoli, our social chairman.

Reports from our various committees indicate that our chapter is well on its way to another 100,000 point year in the Chapter Efficiency Index.—THOMAS H. COLLIER

FERRIS STATE

DELTA RHO CHAPTER at Ferris State College finished out the year 1967 on the right foot, and we are hoping 1968 will prove to be as enjoyable and rewarding as 1967.

November and December were exceptionally busy months for the Brothers of Delta Rho Chapter. Our first open dance of the year, held last November, was a real success (we came out in the black). Brother Smith (Omega), our social chairman, is doing a fine job, as we all expected he would.

November was also the month we took a professional tour of the Dow Chemical Company at Midland, Michigan. The tour lasted for approximately six hours, including lunch in the Dow Cafeteria. All brothers present agreed that it was one of the most interesting and informative tours ever taken by the brothers of Delta Rho Chapter.

Last December the Brothers of Delta Rho Chapter took another trip, as we do every year, to the home of Mr. and Mrs. Arthur Croft. Mr. Croft is one of our advisors and is a founder of the Delta Rho Chapter here at Ferris. Our annual visit to the Croft residence is an event which is looked forward to each year, for it is an evening filled with conversation, laughter, and that ever so important feeling of brotherhood which is so important to any fraternal organization such as this.—ED HANAFORD

RIDER

BETA XI CHAPTER recently elected its new officers at a meeting on December 12, 1967. Those elected were: President GARY POLACK; Senior Vice President Don Monks; Vice President Raymond Kunz; Secretary Kenneth Barrenberg; Treasurer Walt Kriehl; Chancellor Joe Kerwin; Historian Phil Schildkraut; and Ritual Chairman Jack Hynd. Don Hunt, former president of our Chapter, handled the election proceedings and at the conclusion of the meeting delivered his "Farewell Address." Brother Hunt congratulated the new officers and then told the brothers what two years of the presidency meant to him, and again thanked the brothers and the former officers for the support given to him. Speaking for all the brothers, I wish to thank Don for his efficient job as our "Leader" for

the past two years and wish him the best of luck in the following years.

On December 5, 1967, our Chapter held a joint meeting with Phi Chi Theta, the National Women's Business Fraternity. The meeting was held as a panel-type discussion with various phases of business activity prominent on the agenda. We wish to thank Phi Chi Theta for their successful participation in our joint meeting and invite them once again for another meeting next year.

This semester's activities include three professional meetings, three business meetings, and two parties, including a proposed formal Dinner-Dance celebrating our Chapter's choice for the "Rose of Delta Sigma Pi." Several places are now being considered for this event that will long be remembered by our brothers.

We of Beta Xi Chapter would also like to thank H. Melvin Brown and his lovely and charming wife for joining us on November 11, 1967, in our initiation ceremony and party. That about rounds out our Chapter's activities and functions, and to Gary Polack, we wish the best in support that Beta Xi Chapter has to offer in his new position as president. Have a Happy Easter. Till next time.—KENNETH O. HASSAN

WISCONSIN

PSI CHAPTER is happy to welcome our 16 new members who were initiated last month. This was one of the largest initiations in our 44 year history. It also was one of the largest fraternity initiations on the Wisconsin campus this year. We are always proud to keep Delta Sigma Pi going strong in Madison.

We again packed our bus and headed to Milwaukee, where our group was met by Miss Virginia Morrison, the Public Relations Director of the First Wisconsin National Bank. We were escorted to their Management Information and Inspiration Center which amazed us with its electronic gadgetry that makes up-to-date decision-making information possible. Pledges provided traditional Polish entertainment for the members on the return trip to Madison.

Mr. William Walker, station manager of WISM Radio, was a recent after-dinner speaker. Radio advertising's advantages, methods, and problems were the subject of the informative discussion session. Professor

Walter Morton of the University of Wisconsin Department of Economics gave us an insight into the current world money problems, as well as his predictions for the future of our country's economy.

A new innovation in our professional program is the use of educational and training films. We are amazed at the variety of films which are available at no cost, and we would highly recommend this to other chapters who have not tried films.

Miss Kristi Skovgaard from Stamford, Connecticut, a member of Delta Gamma Sorority, was chosen as our 1968 Psi Chapter "Rose" Queen. She has been to our house for many terrific theme parties which we have had this semester. These include "Flower Power," "1-A Fever," "Bonnie and Clyde," and the "69th Annual Blow-Out."

With these interesting professional activities, terrific social functions, and our large, newly furnished house, we hope to continue attracting new rushees to perpetuate the Psi Chapter tradition.—FREDRIC D. ROSA

NORTH DAKOTA

ALPHA MU CHAPTER at the University of North Dakota took a one day trip to Winnipeg on December 8. Brother Meyers and Brother Sanders arranged tours with the Hudson Bay Company and the Royal Bank.

On January 6, 1968 initiation for the Fall pledges was held, followed by a banquet and dance to welcome the new members. Also in January the members solicited advertising for next year's Student Service Director as a fund raising project.

The second semester rush was begun in February and the new pledge class shows much promise. Future plans include a Spring trip scheduled for Easter break and a Spring picnic.—PAUL WICKLANDER

MARYLAND

GAMMA SIGMA CHAPTER at the University of Maryland had two very special events this semester. The first of these events was the visit of Grand Chapter President M. John Marko at our pledge smoker held early in the month of October. Also there with President Marko was Eastern Regional Director H. Melvin Brown, and Harry McMahon, Gamma Sigma Chapter's district director, along with many other dignitaries, including a number of the faculty brothers. The second special event was the visit of Executive Secretary Ben H. Wolfenberger. He spoke at one of the chapter's meetings and discussed how each Deltasig can do more for the fraternity in his own way, and further discussed the role of greater efficiency in fraternity activities.

Mr. William Cucknell, the vice president of one of Maryland's larger banks, spoke to the members of Gamma Sigma Chapter at our professional banquet for the semester. His very controversial speech on "The Effect of Taxes on Big Business" did much to stimulate discussion through the dinner.

At our recent initiation 16 men were initiated into Gamma Sigma Chapter. We are counting on these Deltasigs to help us achieve 100,000 points in the Chapter Efficiency Index, and aspire to offices in our growing chapter.—ALAN S. HERSON



THE WELCOME SIGN is out at the H. J. Heinz Company in Pittsburgh, Pa. for the members of Delta Omega Chapter at West Liberty State College.

KENT STATE

BETA PI CHAPTER at Kent State University has begun winter quarter 1968 with the initiation of several new Brothers and the induction of Brother Jeffrey Gebhard as the new president. With several Brothers participating in various campus activities, Delta Sigma Pi is acquiring a good reputation on the campus at Kent State. Beta Pi Chapter is rapidly compiling points for the Chapter Efficiency Index and is very confident that the 100,000 point goal will be reached.

Among various activities planned this quarter are "Penny Carnival," the annual Monte Carlo party, and other various professional and social events. Preparations are now being made for the upcoming spring formal.

Many house improvements are being put into effect by our Housemanager, Brother Ralph Fairbanks. Brother Gerald Buck has received a post on the campus newspaper, while Brother Tedd McCormick has a position on Student Activities Board.

It appears that winter quarter will be an excellent quarter for Beta Pi Chapter. With the continued cooperation from the Brothers and alumni of the Chapter, Delta Sigma Pi at Kent State will remain the best fraternity on campus.—DAVID H. GREEN

DRAKE

ALPHA IOTA CHAPTER of Drake University has just completed the first semester of what promises to be a highly successful year.

In addition to many professional speakers, the brothers enjoyed an interesting tour through the local Firestone Tire and Rubber plant. Plans are now under way for a field trip to St. Louis this Spring.

Last Fall's rush program was quite pro-

ductive and in February, 24 neophytes were initiated into Alpha Iota Chapter. Among the new brothers is Drake faculty member Doctor Harold S. Sekiguchi. The Spring rush program is now well under way and again, as in the past, the pledge class appears to be a hard working and determined group of men.

Completing any well rounded semester are athletic and social activities. This semester is no exception, as the brothers are giving an all out effort in intramural basketball and volleyball. In February, Alpha Iota Chapter participated in the annual Midwestern Region basketball tournament held in Omaha. As always, the event was most enjoyable and filled with the enthusiasm and brotherhood familiar to all Deltasigs. Excellent parties were held celebrating the Christmas season and Valentine's Day, and now everyone is looking forward to the annual "Rose" Dance.—DAVE STOFFER

NEVADA

DELTA PI CHAPTER had one of its most successful "Rose" Dances ever held on November 3, 1967. Eight campus beauties vied for the title of the "Rose Queen." Approximately 40 couples danced under multicolored lighting at the Holiday Lodge in Reno. Delta Pi Chapter chose Miss Christine Olson, a Pi Beta Phi sophomore from Fairfield, California, to reign over the "Rose" Dance. The climax of the evening came when Mr. Richard Wilson, professor of economics and a Deltasig, presented Miss Olson with her crown and a dozen red roses.

December 1 was the scene of our Fall semester's initiation ritual and ceremony. Dr. Richard V. Cotter, chairman of the Finance Department, College of Business Administration, was initiated into Delta Pi Chapter.

Dr. Cotter has been at the University of Nevada since receiving his doctorate at the University of Oregon in 1965.

Along with Dr. Cotter, the following undergraduates were initiated into the fraternity: John Ahern, Jack Palumbo, James Baireather, James McLennan, Gregory Nelson, William Preston, Ronald Radcliffe, David Scott, and Reg Willison.

Following initiation the brothers feasted on a Basque dinner at the Holiday Lodge in Reno. R. Nelson Mitchell, regional director from San Mateo, California, and Dr. Nicholas Windeshausen, district director from Sacramento, California, were guest speakers.

—DAVID BIANCHI

WESTERN MICHIGAN

THE BROTHERS OF Epsilon Omicron Chapter have had a very exciting second semester. We started out by having a wonderful rush party, using Las Vegas as our theme.

We have a large pledge class this semester and they have been working hard on their pledge project and other activities. We are sure that they will be a fine asset to our chapter.

Our tour this semester took us to Chicago where we enjoyed seeing the Harris Bank and Trust Co. and the Merchandise Mart. Both places were very interesting and quite informative.

As usual, we played our annual basketball game against Alpha Kappa Psi. We won the game by a wide margin and by so doing we maintained possession of the traveling trophy that is exchanged between us.

All of us here at Epsilon Omicron Chapter have been working hard to get ready for the regional convention which we will host this coming October. We were thrilled to have been selected for this great honor and we are now planning on having the best convention in the Central Region's history. We hope to see many of our brothers at the convention.—MICHAEL K. SHANAHAN

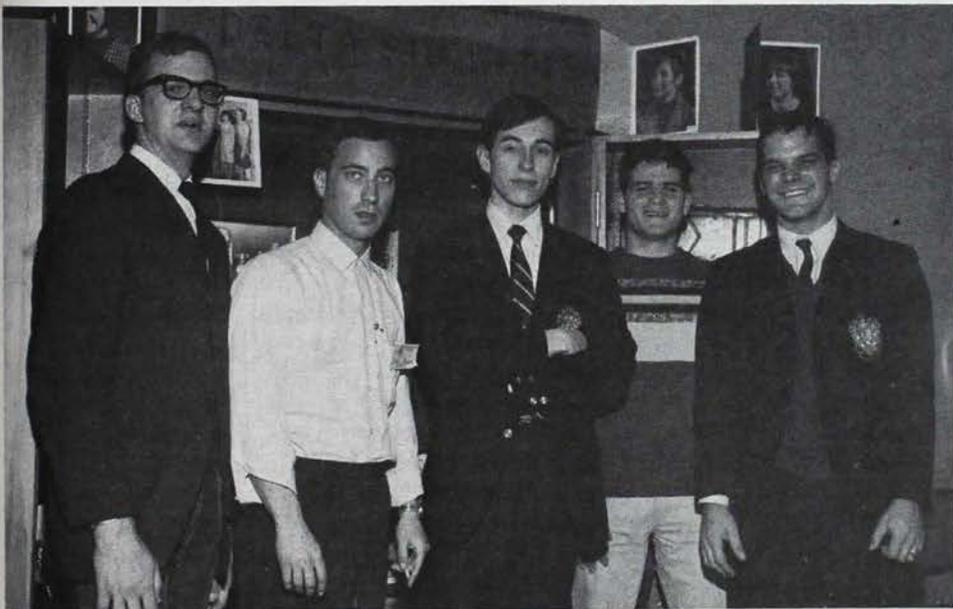
MICHIGAN STATE

GAMMA KAPPA CHAPTER at Michigan State University is proud to announce the initiation of five new Brothers: Phil Dawson, Jim Lange, Dave Evenson, Joe Fleury, and Tom Little.

The "Rose" Tea, always an important event, is in the final stages of planning. The Brothers have been greatly pleased in past years at the turnout of coeds for this event. Last year, Alice Blumburg was chosen to reign as "Rose" Queen and later in the year placed as a finalist in university competition for Miss Michigan State. Gamma Kappa Chapter was proud of their choice, and hope to do equally well this year.

Tours, as part of the professional program, are in planning for such places as Winschuler's, Hiriam Walker, The Detroit News, WWJ, and Oldsmobile. The professional program also includes speakers from the university and the business world.

Gamma Kappa Chapter recently rejoined the Interfraternity Council. The move was studied and it was decided to be advantageous to affiliate with the other fraternities in campus activities and other functions.—THOMAS W. SCHWARK



MEMBERS OF GAMMA THETA Chapter at Wayne State University recently participated in the School of Business Administration Orientation. The purpose of the orientation which the chapter helped to organize was to acquaint students new to the School of Business with its structure, courses, faculty and other information pertinent to academic life. Members of the chapter from left to right are: Don Molnar, Don Kyser, Paul Longton, Vic Cunha and Bill Baiocchi.

DE PAUL

ALPHA OMEGA CHAPTER assisted the administration at De Paul University in the registration of students for the Winter Quarter. We also helped in orientating freshmen to the procedures at De Paul.

A Homecoming float is being built by the brothers. Its theme will be Snoopy and the Red Baron. It should be a trophy-getter in this year's parade. Suggestions and ideas are taking shape to make this year's annual dance, "The Roaring Mayhem," a bigger headliner than last year's dance. The Delta Sigma Pi chorus is warming up its vocal cords for this year's concert. With our fine group of tenors and basses, Alpha Omega chapter should be singing its way to another high note at De Paul.

The quarter system was accepted grudgingly by De Paul's juniors and seniors, who were accustomed to the longer and less hectic semester system. It will take time for both students and instructors to become familiar with the quarter system, but its successful acceptance is just a matter of time.

The Brothers of Alpha Omega Chapter are planning a tour of the Schiltz Brewery in Milwaukee which should be enlightening for all. Delta Sigma Pi is certainly adding to the professional atmosphere at De Paul University.—JAMES M. PIWOWARCZYK

LA SALLE

EPSILON SIGMA CHAPTER was most happy to initiate eight new undergraduate brothers from our Fall pledge class. Having 32 brothers who are presently seniors, these new Deltasigs provide an important asset to the future development of the chapter. We are especially pleased to announce the initiation of LaSalle College's Vice President of Student Affairs, Brother Martin Stark, and a leading member of our Accounting Department, Mr. Walter Kaiser, into the Delta Sigma Pi brotherhood.

In relation to the aforementioned situation concerning the preponderance of senior brothers, we have instituted a program of "combined action" to facilitate future activities within the chapter. The system has underclassmen brothers working with almost all the present committee chairmen and officers (all but two are seniors), and in some instances taking over their responsibilities. For example, each underclassman has been given a party to organize under the guidance of Mike Sablowski, our social chairman. Through experiences, and many others, we hoped to ease the transition to new officers and chairmen when we had our elections and appointments in February. By spreading out the responsibility we are sure to increase the knowledge and interest of all the brothers concerning the work that goes into everything we do—the chapter's inner workings. Hopefully, all will be reminded that "He profits most who serves best." Mention of the program is made here in the knowledge that other chapters must also be feeling the same growth pains.

Professionally and socially, the past semester was very full and generally successful. Adverse weather hurt the turnout at our collegewide mixer, but on the whole, all the

events listed in the January issue of The DELTASIG were "fine times."

There is not a great deal to report on upcoming happenings; these affairs will be scheduled by the new committeemen and officers and at present all are concerned with our approaching final examinations. Nevertheless, some are already thinking about our New York City excursion for the St. Paddy's Day festivities and possible plant tour sites. By the time this article is read, however, we will be well into the Spring semester and all its many activities. There is really not much new information other than a winless football season. I really didn't want to include this as I was the Quarterback most of the season. We do look forward to a full rush period and pledge class, and added success as Delta Sigma Pi increases its stature (not including athletics) here at LaSalle College.—STEVE DARE

FLORIDA ATLANTIC

WITHOUT A DOUBT, the Fall quarter has been both the most challenging and productive of any period in the chapter's short life.

Beginning with the rigors of a new breakdown of the school year, better known as the quarter system, and culminating in the addition of new members to the present ranks of Zeta Phi Chapter, the Brothers have experienced a full range of feelings, going from frustration to the satisfaction that comes from achieving desired goals.

At our most recent initiation, held at the Silver Thatch in Pompano Beach, 22 new Brothers were admitted in the chapter. At this event we had the honor of counting Brother Harold V. Jacobs among those attending the formal initiation.

After the ceremony, Brother Jacobs gave an encouraging talk during which he explained his personal account of the founding of Delta Sigma Pi.

The Professional Program has been excellent. In addition to the regular guest speakers, we held a tour of the National Brewing Company in Miami.

Present chapter officers are: Craig S. Barker, president; Jacob C. George, vice president; Thomas W. Hindson, senior vice president; William H. Engle, secretary; Lawrence J. Pintacuda, treasurer; Jose Carbia, historian; and Leland V. McGough, chancellor.—JOSE CARBIA



SHOWN HERE are the members of Zeta Phi Chapter at Florida Atlantic University along with Founder Harold V. Jacobs, following their recent initiation.

SAN FRANCISCO

GAMMA OMEGA CHAPTER had a very constructive and enjoyable semester. After a very interesting and thought-provoking pledge period, six new brothers were initiated into the chapter. They are Bart Blotkamp, Bob Bucci, Dave Cresto, Bill Fogarty, Mike Hazelwood, and Jim Vaughn. The new brothers have suggested a few changes in the pledge period which may possibly be put into effect for the Spring pledge class.

December proved to be an exciting month for Gamma Omicron Chapter. On December 7 the chapter met and had lunch with the San Francisco Alumni Club. This provided the brothers, both undergraduate and alumni, a chance to meet and become acquainted with each other. It also gave the undergraduate brothers an opportunity to meet people active in the business world who could offer direction and guidance to the younger brothers, many of whom will be entering the business world in a few short months.

Also, in December we gave our annual Christmas party for a local orphanage. Under the leadership of Brothers Ed Nagy and Larry Mays, the party was a heartwarming success. The children had a great time but their pleasure could not match the joy felt by the brothers in attendance.

After spending a week in the Lake Tahoe area enjoying the fine skiing, the brothers returned to classes. We are looking forward to an even more active and rewarding second semester.—HARRY E. CUSH

FLORIDA STATE

GAMMA LAMBDA CHAPTER at Florida State University has recently completed its activities for the Fall quarter. Our annual sock sale, under the direction of Brother J. D. Ayscue, proved to be successful as usual; the chapter netted approximately \$450 this year. Furthermore, our industrial field trip to Tampa proved to be very interesting to the brothers who attended. Closing out the quarter was the initiation of 18 top-notch pledges into the brotherhood of Delta Sigma Pi, followed by a banquet at the Duval Hotel in Tallahassee. The highlight of our athletic program was a victory over rival Alpha Kappa Psi with a score of 28 to 7.

The chapter would like to congratulate graduating Brother Ben Johnson for being nominated as one of three candidates for Gamma Lambda Chapter's "outstanding Deltasig of the year." Ben will compete with two other nominees from the next two quarters for this most honorable award.

Plans are being made for a tremendous schedule of events in the winter quarter. Brother Roger O'Halloran diligently worked on Rush which began on January 11, 1968. The most outstanding event this quarter will be our annual "Rose of Deltasig" Ball. Also, the brothers are looking forward to another victory in the annual Phi Delta Theta Soap Box Derby. The brothers of Gamma Lambda Chapter anticipate another prosperous quarter with a full schedule of professional, social, and athletic events planned.—ARTHUR J. CLEMENS

FLORIDA

BETA ETA CHAPTER comes off a very strong first quarter and enters the next quarter very optimistic. One rush function has been held so far and some very excellent men turned out. Beta Eta Chapter looks forward to one of its biggest and best pledge classes.

Officers for the Winter quarter are President Bill Lloyd; Senior Vice President Fred Roche, Vice President Preston DeVilbiss; Secretary Mike Collier; Treasurer Elmer Posick; Chancellor John Sauters; Historian Bob Gill; and Chapter Efficiency Index Chairman Ira Seidler.

Presently a Newsletter is being sent out to all chapters, National Officers, and alumni.

The end of the Fall quarter was an active one for Beta Eta Chapter. A float was entered in the Homecoming Parade and due to the efforts, a third place trophy was won in the Comical Division. A Thanksgiving Banquet was held at the residence of Brothers John Sauters and Bill Webster. Brothers and their families attended and a good time was had by all. Beta Eta Chapter continues to put on a big push toward the 100,000 point mark in the Chapter Efficiency Index. Also, the Chapter is in the thick of things in the Intramural Basketball tournament. A new trend in service was established when Beta Eta Chapter helped the Florida Boys Ranch for a day.—BOB GILL

MIDWESTERN

EPSILON ZETA CHAPTER at Midwestern University in Wichita Falls, Texas, is nearing the end of its activities for the Fall semester. With finals starting January 17, almost all the Brothers are beginning to hit the books in preparation for the one last big test.

We, at Midwestern, were honored in December to have two distinguished Brothers visiting our Chapter. They were Charles Foote, Southwestern Regional Director, and John Tate, District Director. Both Brothers addressed the chapter members and pledges and later an informal discussion pertaining to achievements and things to be desired were discussed in detail.

With pledgship ending, Epsilon Zeta Chapter has set the weekend of January 26 and 27 for initiation of the pledges. Plans have also been made and are being put into operation for next semester's pledge program as well as the other activities of the Chapter.

Epsilon Zeta Chapter hopes everyone had an enjoyable holiday season and we welcome any visits and correspondence by any of our Brothers.—LARRY DEAN NELSON

BAYLOR

BETA IOTA CHAPTER at Baylor University has completed a memorable Fall semester. The officers elected for the Spring are as follows: President Scooter Wall; Senior Vice President Richard Presley; Vice President Bill Huey; Secretary Brian Keyes; and Chancellor Woody Woodard.

Final initiation of the fall semester pledge class took place at the Cameron Park Club House on November 19. We were fortunate to have Regional Director Charles Foote and District Director John T. Tate presiding

with the High Tribunal at the initiation proceedings. The initiation brought the standing membership of the chapter to 40.

Formal Spring rush activities began the week of January 29, with a professional meeting followed by an informal gathering at the Red Lion. Rush interviews were held in the Union Building on Wednesday evening. On Thursday evening the Holiday Inn and the Red Fox were the scenes of our "Smoker." Rush activities terminated with a formal rush dance on Friday night. Due to the exceptional quality of young men participating in rush activities, we expect to have a very large pledge class for the Spring semester.

The members anticipate the continuance of an active professional program. The Beta Iota Chapter is looking forward to a prosperous Spring semester.—JOHN STASNEY, JR.

MENLO

ZETA RHO CHAPTER at Menlo College School of Business Administration has just recently initiated a pledge class of 11 neophytes. At our ritual we were pleased to have Mr. R. Nelson Mitchell, our Regional Director, who later said "It was a privilege and a pleasure for me to attend your initiation and banquet last Sunday. Never have I seen a more impressive ritual and I have so informed Executive Director Farrar."

The Brothers of this chapter have planned their annual visit to Mount Saint Joseph's Home for Girls, in San Francisco, at which time we will take these more unfortunate people to the Circle Star Theater for a showing of Brazil '66. Other activities scheduled for the entire Chapter are our Founders' Day Party and monthly dinner meetings. At our December dinner meeting Zeta Rho Chapter featured Mr. Thomas Viele from McDonnell Co., a securities brokerage firm in San Francisco.

Thanks to a well planned program of activities, with follow through, the Zeta Rho Chapter is well on its way to 100,000 points in the Chapter Efficiency Index.—WILLIAM J. CRAWFORD

ARIZONA

SCIENCE HAS DISCOVERED effective means of transplanting corneas from the dead to the living, restoring sight effectively in most cases. Donors sign a "will," expressing their wish to donate their eyes, and are given a wallet identification card. Arizona Deltasigs held an "eye bank drive" in the University of Arizona Student Union arcade. In late November we assisted the Tucson Lions Clubs and the Arizona Eye Bank. The pledge class also sold products made by the blind.

Our Christmas Formal was held at the Executive Inn on December 2. Grady Deal, chapter president, received the Outstanding Member Award and Ruben Estrada was honored as the Outstanding Pledge. Miss Gail Fisher was chosen as the "Rose" of Gamma Psi Chapter. Twenty new initiates, alumni and members enjoyed the dinner-dance.

Copper is Arizona's largest basic industry. The current strike had aroused curiosity about bargaining among our members. We invited speakers to represent both sides of

the strike. They were Mr. Orville Larson, international representative of the Steel Workers of America, and Mr. Hal Rudi, director of personnel and labor relations, Pima Mine Corporation. Pima Mine is the only one to settle the strike.—ROBERT C. BRISCOE, JR.

ST. JOSEPH'S

ZETA PI CHAPTER at St. Joseph's College is currently involved significantly in four areas: professional events, social events, rushing, and community events.

Blanketing the campus every two weeks with a professional event, Zeta Pi Chapter takes pride in its strong program of lectures and forums. On the agenda are John Livingston, Pulitzer prize winning financial analyst and columnist for *The Evening Bulletin*, Americans for the Competitive Enterprise System, (A.C.E.S.) The Young Presidents' Organization (Y.P.O.) and John R. Bunning, executive vice president of the First Pennsylvania Savings Bank. Two field trips will supplement our professional program.

Pledging is now half completed and having 25 original rushees, we are hoping to induct 15 to 20 new brothers. Pledgemaster for the second semester is once again Brother Ed Amrhein and although rushing in the first semester was open to sophomores and juniors only, freshmen are now invited.

In addition to our weekly social functions, Zeta Pi Chapter is now planning its first school wide "Rose" Dance. This will take place some time after the Easter break.

In the area of community events, the brothers of the Zeta Pi Chapter will attempt to take the lead in St. Joseph's annual student giving campaign by sponsoring a car wash on campus.—JOE FUSCALDO

DAYTON

EPSILON TAU CHAPTER at the University of Dayton has recently reviewed and renovated its entire pledge education program. Through the efforts of Brothers Tom Brassington and John Malone, we have been able to change our pledge education program so that our pledges are better instructed on the essentials of the fraternity and our chapter history. Also, during our pledge education period, the pledges will be required to participate in a number of community and school projects; furthermore, as has been the tradition in the past, the pledges must get to personally know each brother and our respective faculty advisors.

In addition to our new pledge education activities, we also plan to initiate and to host a "Greek College Bowl." This academic function would bring together three members from each fraternity and sorority on campus with each group competing against each other on the basis of a battery of questions prepared by various members of our faculty. Also, the Brothers are now vigorously engrossed in preparations for the School of Business Administration's annual "BA Day" where business in the Dayton area is invited to our university for a day of varied professional business activities.

Finally, I would like to extend, on behalf of my fraternity brothers here at Epsilon Tau Chapter, a hearty note of congratulations to all of our alumni Brothers who have recently married.—DANIEL J. PURCELL

PITTSBURGH

LAMBDA CHAPTER at the University of Pittsburgh inaugurated the new year with a business meeting January 5, followed by a guest speaker, Mr. James Lowe of IBM Corporation discussed "Automation in Business."

The executive committee of Lambda Chapter met on January 19, with Mr. Ben H. Wolfenberger, Executive Secretary, at Stauffers Restaurant in Oakland. Following the dinner meeting, Mr. Wolfenberger attended Lambda Chapter's semi-monthly business meeting at the University of Pittsburgh.

Eleven rushees attended a Smoker February 2, at the Hunt Room of The Hotel Webster Hall. The candidates were greeted by Dick Broxton, Lambda Chapter photographer. Following dinner the benefits of being a member of Delta Sigma Pi were discussed by Vice President Bob Campbell and Brother Dave Blyth.

Lambda Chapter's Annual Testimonial Dinner was held at The Park Schenley Hotel February 24. President Lew Cochran welcomed many alumni, undergraduates and guests. Master of Ceremonies Dr. J. Horgan presented a gift to the honored guest, East Central Region District Director Ed Langer, in appreciation of Ed's many contributions to Delta Sigma Pi and Lambda Chapter.

Recent initiates of Lambda Chapter are: Joe Holleran, Ed Hovzdovich, Andy Hrishenko, Ron DeMatteo, Jim Zehfuss, Bob McElroy, Paul Misicko, Jerry Karol, Rich Emunds.—PAUL F. CRONIN

NEBRASKA

ALPHA DELTA CHAPTER at the University of Nebraska is extremely proud to congratulate its new initiates, and the Brothers would like to commend them for their enthusiastic attitude throughout the year. With the assistance of the new members, we can only envision additional success in the future endeavors of Alpha Delta Chapter. We are looking forward to the eager second semester neophytes to contribute as much to the chapter as the Fall period pledges so readily accomplished.

Additional plaudits are well deserved by a prominent Deltasig serving on the faculty at the University of Nebraska. Our assistant chapter advisor, Richard M. Hodgetts, has recently earned his doctorate degree. We certainly laud his high attainment and wish Brother Hodgetts much continued success.

With lively discussion and much deliberation, the second semester officers were selected and are presently fulfilling everyone's expectations. Our Fall semester president, Bill Glover, was honored by receiving the position a second time. Brother Glover's outstanding achievements and first semester leadership resulted in his second term at the helm, which is a rare feat not duplicated since the early 1960's. Ron Johnson was elected the new senior vice president, the office of vice president is held by Herb Blomendahl, Dick Chilvers is the Spring term secretary, Dan Weber was chosen as the treasurer, and the chancellor's position is filled by Sam McPherson.

Alpha Delta Chapter has been busy, re-

cently, helping establish another chapter of Delta Sigma Pi at Wayne State College in Wayne, Nebraska. The ambitious group at Wayne State has obtained a house to give their vigorous program an auspicious beginning. Since fraternities are now becoming a reality on the campus, it is hoped that there will be a great number of new Deltasigs making their presence felt in Nebraska.

Presently the Brothers are preparing for the Spring tour, this year to Oklahoma, when we'll have the opportunity to visit numerous companies which have been kind enough to make their facilities available for our inspection. This will undoubtedly be the highlight of the year's activities, and a great deal of credit must go to Brother Bob Kyle, who made the arrangements for this eagerly awaited event.—LARRY L. SIEVERS

GEORGETOWN

GREETINGS FROM THE brothers of Mu Chapter at Georgetown University. With the coming of Spring semester, Mu Chapter has very high optimistic hopes concerning our professional functions and pledging activities. We feel that the Spring schedule will be difficult to surpass our well scheduled and developed activities for Fall semester, 1967. Already on slate is a series of lectures organized and prepared by Dr. Harry P. Guenther, dean of the School of Business Administration, in conjunction with the brothers of Mu Chapter, appropriately called the Dean's Lectures. The first lecture takes the form of a mild debate between Dean Guenther and Dr. Trowbridge, from the Department of Commerce. The topic, which will be of immense interest for Business and Foreign Service students here at Georgetown, will be "Business-Government Relations." The series is scheduled to begin with the new semester in early February.

Congratulations to the new brothers of Delta Sigma Pi, Mu Chapter: Tom Carroll, Alfredo Llosa, Steve Mascari and Don Seaquist. The new brothers successfully completed the Pledge Education Program, and all the brothers will agree that everyone had a great time at our annual "Rose" Ball, held December 8. Brother Bob Cicola was honored when his date, Miss Geraldine Donnelly, was chosen as Mu Chapter's "Rose of Delta Sigma Pi."



AN ANNUAL EVENT for the Brothers of Delta Zeta Chapter at East Carolina University and Chi Omega Sorority is a Christmas party given to underprivileged children, some of which are shown here.

At the formal initiation during the afternoon of December 8, the new brothers were initiated and several plaques were awarded to outstanding brothers. The Best Brother Award went to Jay McIver; Best Pledge Award went to Tom Carroll; for outstanding service for 45 years, Brother Coutina, an original charter member, was given a plaque to recognize the brothers' appreciation for his continuing interest in Mu Chapter's activities. The final plaque was given to Mr. George Houston for his outstanding leadership shown as our Faculty Moderator. The brothers are extremely proud of the recipients.

This semester, the brothers are sponsoring a charity basketball game between the disc jockeys of WPGC Radio and a girls' team composed of students from surrounding girls' colleges in the Washington, D.C. area. The purpose of this game is to raise money, possibly for the Georgetown University Building Fund and another worthy charitable organization, to publicize our obligation to help and to serve the community and in general to share in some good fun.

As far as our football schedule went, all I can say is that we tried. Although we did not win a game, we gained experience for next year's schedule. Our basketball team will definitely be a contender for the Interfraternity trophy, and we will be sure to run away with the softball championship. Our basketball schedule began January 7, 1968. Outstanding players are Bob "The Shooter" Keepnews, Bob "Boulder" Weir, Jack "Where's the ball?" Connor, Fred "Let me shoot" Christiani, John "Fast Break" Koch and Mike "The Dribbler" Tholl.

Congratulations for a fine job done by the Fall semester's officers: President Jeff Dunlop; Senior Vice President Bob Aber; Vice President Fred Christiani; Treasurer Pat Fremont; Secretary Hiatt Ives; Chancellor Frank Lawrence; Historian John Koch; Professional Chairman Rich Breton; Social Chairman Jack Connor; and Chapter Efficiency Index Chairman Jim Moran.—JOHN KOCH

(Continued from page 90)

The guide assists the interviewer in determining on a more practical basis which applicant may be successful and which should be screened out. It aids in placement of the applicants where they are best qualified. However, it should be pointed out that an interview would tend to be stereotyped if this form were followed exclusively.

Because of recent changes in Federal, state, and local laws as well as certain court rulings, no form of recording device should be used during the interview. If for some reason it is necessary to record the interview, advanced written permission should be obtained by the interviewer.

Summary

This paper is designed to present the guidelines for conducting all types of in-

interviews from the laborer's job to that of the president. No attempt has been made to prepare a precise format of questions to be used for every job in existence at a particular company. To do this would be useless and unnecessary.

Although no interview format could apply to all jobs in all companies, the following outline could well serve as a guide or beginning point:

1. Opening (establish rapport)
2. Questioning the applicant
 - A. High school or college academic pursuits
 - B. Extra curricular or outside activities
 - C. Summer and parttime jobs held
 - D. Past full-time employment, if any
 - E. Other questions necessary for employment
3. Evaluating the interviewee
4. Making decision to hire or reject and answering the interviewee's questions
5. Closing

Interviewing is but just one part of the total hiring process; however, the present authors feel that not enough emphasis has been placed on the importance of the interview. Through training and experience in conducting interviews, the interviewer will soon become adept at interviewing and will perhaps add some of his own innovations.

Abstract

The purpose of the modern employment interview is to match the man with the job. Using proper interviewing techniques, an interviewer will soon be able to draw out the successful candidates, and with the aid of other recruiting methods, choose the best qualified person for a position thus reducing labor turnover and excessive costs to a company for training "short term" workers.

Qualifications of the interviewer, planning and preparation of the interview, the physical setting, timing, conducting the interview, questioning the applicant, and closing the interview are some of the pertinent topics discussed.

This article has been prepared to give the reader an insight as to the overall guidelines necessary for conducting an interview that can be applied to all types of interviewing situations, management as well as non-management positions.

OHIO STATE

NU CHAPTER at Ohio State University is now in the depths of Spring fever. As the

ice and snow disappear from Central Ohio, the thoughts of all the brothers turn to one thing—Spring sports!

Under the capable and inspired leadership of Terry Miller, chairman of our athletic committee, the brothers of Nu Chapter are putting away their skis, skates, and longjohns and are preparing appropriate equipment for baseball, swimming, golf, and tennis. These activities will be included in either the intramural program or the social program of Nu Chapter. Many of our brothers are also planning Spring-break vacations to such exotic spots as Fort Lauderdale, Florida; St. Croix, Virgin Islands; Acapulco, Mexico; Baton Rouge, Louisiana; and Fort Knox, Kentucky.

During Winter term our members and neophytes were privileged to hear Miss Jean Francis, director of the Ohio State Commerce Placement Office. Professor Robert Bartels, internationally known authority on marketing and credit, was also a professional guest. Dr. Bartels is an alumnus of Nu Chapter.

Congratulations are in order to another distinguished alumnus of Nu Chapter—Leland A. Stoner was recently elevated to the position of Chief Executive and Chairman of the Board of Directors of the Ohio National Bank here in Columbus. Brother Stoner was once the youngest bank president in the United States.—GEORGE G. LINDSEY

LIFE MEMBERS

- 4204 Devonne E. Horton, *Alpha Pi*, Indiana
- 4205 John C. Farley III, *Alpha Nu*, Denver
- 4206 Robert P. Barham, *Gamma Tau*, Southern Mississippi
- 4207 Leland B. Mowry III, *Zeta Lambda*, Georgia Tech
- 4208 Roy A. Evers, Nu, Ohio State
- 4209 Herbert E. Marth, *Alpha Kappa*, New York-Buffalo
- 4210 Frederick B. Sheeman, *Zeta Phi*, Florida Atlantic
- 4211 James E. Bigham, *Delta Eta*, Lamar Tech
- 4212 Miles A. Young, *Zeta Upsilon*, Virginia Tech
- 4213 George E. Jagel, *Zeta Phi*, Florida Atlantic
- 4214 Randy E. Kice, *Delta Tau*, Indiana State
- 4215 Garry L. Seidner, *Delta Tau*, Indiana State
- 4216 Howard S. Kanelakos, *Gamma Epsilon*, Oklahoma State
- 4217 William H. McGowan, *Epsilon Phi*, Sacramento State
- 4218 Orrin R. Everhart, *Epsilon Phi*, Sacramento State
- 4219 Dwight H. Clark, *Alpha Delta*, Nebraska
- 4220 Jack W. Spurgin, *Delta Theta*, Oklahoma City
- 4221 Peter M. Mahoney, *Delta*, Marquette
- 4222 Joseph L. Futrell, *Epsilon Xi*, Ball State
- 4223 Michael G. Gerken, *Alpha Beta*, Missouri

- 4224 Tom F. Neighbors, *Zeta Mu*, Texas-Arlington
- 4225 Thomas W. Roberts, *Epsilon Omega*, Eastern Illinois
- 4226 Donald E. Yale, *Zeta Kappa*, Western State
- 4227 Robert E. Richter, *Beta Rho*, Rutgers
- 4228 Robert L. Smith, *Zeta Mu*, Texas-Arlington
- 4229 William J. Loftus, *Gamma Eta*, Omaha
- 4230 Donald H. Marchant, *Beta Gamma*, South Carolina
- 4231 Sam W. Russell, *Beta Kappa*, Texas-Austin
- 4232 Jimmie R. Carroll, *Zeta Lambda*, Georgia Tech
- 4233 Waldo R. Mowen III, *Zeta Upsilon*, Virginia Tech
- 4234 Calvin S. Soeda, *Gamma Kappa*, Michigan State
- 4235 George W. Tolleson, *Delta Phi*, East Texas State
- 4236 William H. Caviston, *Beta Nu*, Pennsylvania
- 4237 Kenner S. Swedburg, *Alpha Delta*, Nebraska
- 4238 Alfred H. Wilson, *Beta Rho*, Rutgers
- 4239 Harold W. Rothenberg, *Gamma Kappa*, Michigan State
- 4240 David J. Czarnecky, *Rho*, California
- 4241 Roy B. Sheppard, *Beta Rho*, Rutgers
- 4242 G. Edward Bradley, *Lambda*, Pittsburgh
- 4243 Steve D. Stremski, *Gamma Pi*, Loyola-Chicago
- 4244 Thomas F. Andes, *Alpha Theta*, Cincinnati
- 4245 Robert C. Manion, *Epsilon Omega*, Eastern Illinois
- 4246 Bruce C. Longman, *Zeta Upsilon*, Virginia Tech
- 4247 William A. Henry, *Gamma Tau*, Southern Mississippi
- 4248 Claude A. Hendershot, *Delta Zeta*, East Carolina
- 4249 Martin J. Callaghan, Jr., *Alpha Omega*, DePaul
- 4250 Emmett W. Dunn, *Epsilon Phi*, Sacramento State
- 4251 Donald E. Phillpott, *Gamma Mu*, Tulane
- 4252 James C. Van Rhein, Jr., *Beta Sigma*, St. Louis
- 4253 James G. Brumit, *Zeta Lambda*, Georgia Tech
- 4254 Wayne A. Jensen, *Epsilon Theta*, Chico State
- 4255 John L. Elliot, *Gamma Iota*, New Mexico
- 4256 George G. Lindsey, Nu, Ohio State
- 4257 David G. Watkins, *Zeta Lambda*, Georgia Tech
- 4258 James R. Kamrath, *Epsilon Iota*, Mankato State
- 4259 Wayne D. Hillock, *Alpha Rho*, Colorado
- 4260 Austin F. Balkman, *Delta Theta*, Oklahoma City
- 4261 Lewis H. Wiseman, *Epsilon Phi*, Sacramento State
- 4262 Robert Woulitich, *Lambda*, Pittsburgh
- 4263 Dale M. Butler, *Epsilon Theta*, Chico State
- 4264 Chester F. Talarczyk, Nu, Ohio State

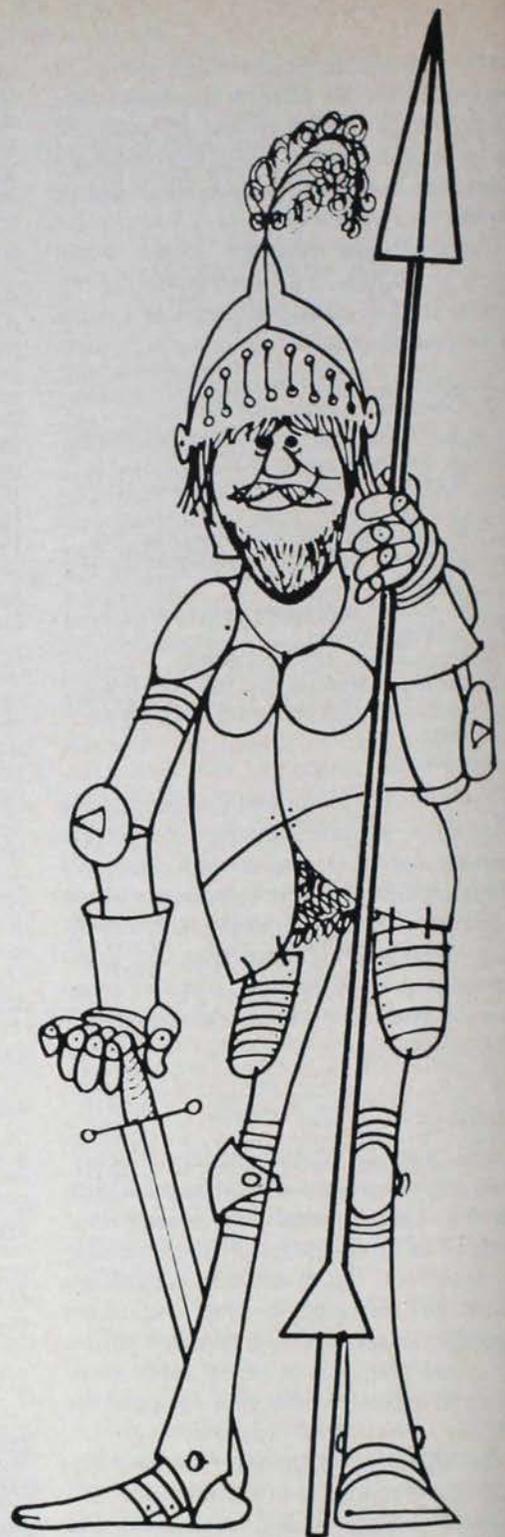
Protection

Back in the days of King Arthur, protection was a matter of choosing the right suit of armour. The hazards of the day (fire-breathing dragons, mace-swinging naves, et al) took their toll of mighty knights. If we are to believe the story books, once the knight was so unfortunate to come out second best in the contest, his dependents were at the mercy of the elements.

Today, of course, things are different. Although we can't promise to provide you with the all-purpose suit of armour, we can help you provide protection for your dependents. Should you be so unfortunate to be gobbled up by the fire-breathing dragon, your dependents could have the protective armour of life insurance to see them through.

Under the life insurance program sponsored by DELTA SIGMA PI FRATERNITY, a young knight under age 35 could apply for \$20,000 of life insurance (\$40,000 accidental death) for the low premium of \$52.00 semi-annually. Similar low rates are available at older ages. This protection is underwritten by The Minnesota Mutual Life Insurance Company.

Further information can be obtained by sending the attached coupon to:



Mr. William Walker, Administrator
Delta Sigma Pi - Family Plan
The Minnesota Mutual Life Insurance Company
345 Cedar Street, St. Paul, Minnesota 55101

Dear Mr. Walker:

Please send me information pertaining to the Delta Sigma Pi Family Plan.

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CITY _____ STATE _____ ZIP _____

Denver Completes New College of Business Administration Building

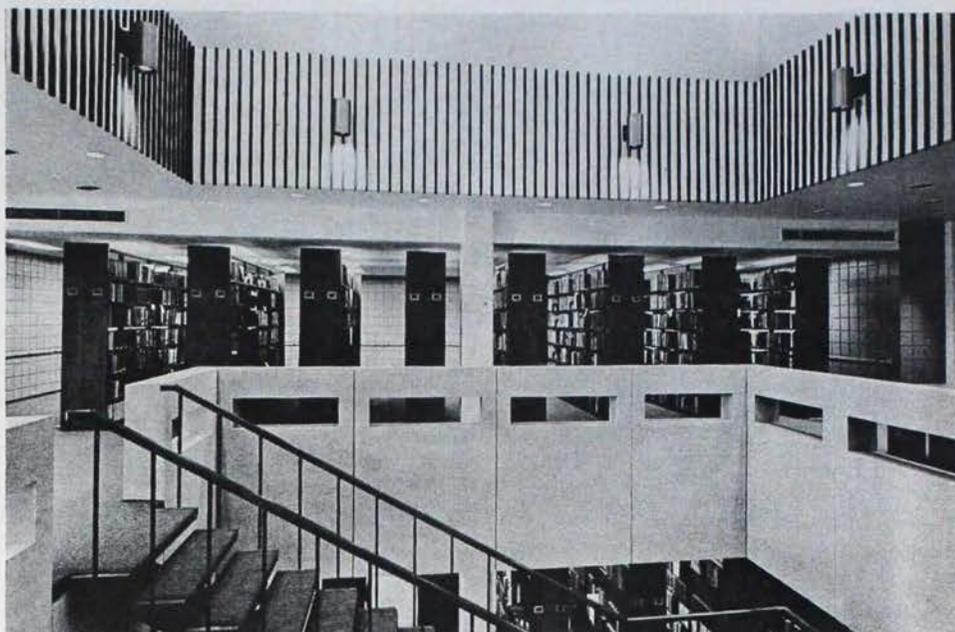
The College of Business Administration at the University of Denver began the new year in a new \$2.4 million building on the main University Park campus.

The new, modern brick-concrete-and-glass-faced structure incorporates the latest technological improvements to facilitate instruction, research and college activities. The entire four-story, 98,000-square-foot building is air conditioned for year-around comfort.

The main lecture hall, which accommodates 200 persons, is slightly tiered with theatre-type seats. Designed for use of rear screen projection, the lecture hall also is equipped for multi-set television use and other teaching aids. An added feature of the main lecture hall is a built-in public address system.

Several other classrooms, all of which are adaptable to televised instruction, are set up in eight tiers. Four of the tiered classrooms seat 80 persons each, while the other four seat 64 persons each.

A two-story business library centered in the building under a fourth-floor skylight, features a carrel-type arrangement where students can study with a minimum of outside distraction and a maximum of privacy. The library is carpeted in red, with red vertical stripes on the walls leading the eye upward to the skylight.



A RED CARPETED stairway connects the third and fourth floors of the library of the new College of Business Administration building at the University of Denver.

The library contains more than 27,000 volumes, plus a sizeable collection of newspapers and magazines.

Two spacious lounges are provided for student use. Located on the second and third floors near the central classrooms, the lounges are ideal for quick study breaks and informal conversation. The

second floor lounge features several dark green contemporary basket chairs, a light green rug and cinnamon-colored couches. The third-floor lounge contains blue chairs with a blue-green rug and light green couches.

Office facilities for faculty, administrators and secretarial staffs are attractively arranged in clusters at several points in the building. Most office areas are carpeted and all are completely refurbished.

The new building houses a special three-room suite for instructional purposes in use of the computer. Presently housing punch card equipment, the room contains ample space for additional equipment.

"I'm at a loss to describe the new features of the building because I think the whole building is beautiful," says Brother Arthur Mason, Jr., dean of the College of Business Administration. "It is well equipped and furnished and offers us the best adaptability to changing methods of instruction we've ever had. Most important, it allows us to integrate our programs more fully with the rest of the University."

Dr. Mason, formerly director of doctoral studies at the Graduate School of Business at Washington University, St.



VERTICAL WINDOWS and columns add a demension of heighth to the new brick-concrete-and-glass-faced business administration building at the University of Denver.



THE MAIN LECTURE hall in the College of Business Administration building at the University of Denver seats 200 persons in theatre type chairs. The room is also equipped for rear screen projection and multi-set television use.

Louis, was named Dean of the University of Denver, College of Business Administration in September, 1966.

Opening of the new Business Administration building brings to an end an awkward separation of campuses that involved extensive commuting between the main University Park campus in Southeast Denver and the former downtown location of the College of Business Administration.

The new location is the sixth major site of the 60 year old College—eighth oldest college of business administration in the United States. Approximately 2,000 students are enrolled in the University of Denver College of Business Administration in this academic year.

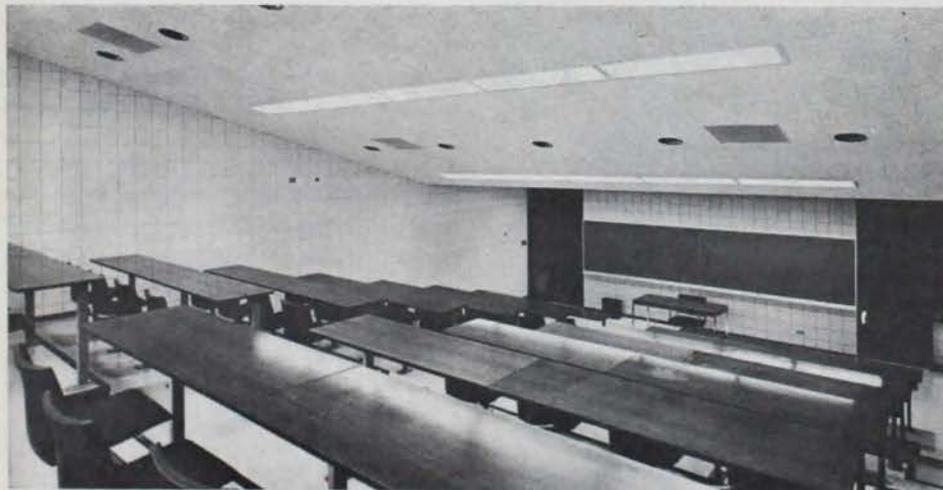
Both the functions and concepts expressed in the new home of the College are fitting tribute to the heritage of 60 years of service to the needs of business and government all over the world in supplying professional leadership and exper-



STUDENTS PAUSE FOR a break in one of two spacious lounges in the new University of Denver business administration building.

tise in a variety of complex enterprises.

The College of Business Administration at the University of Denver in the home of Alpha Nu Chapter of Delta Sigma Pi.



TIERED CLASSROOMS provide excellent visibility for teachers and students in the new University of Denver College of Business Administration building. Also featured in classrooms are padded chairs, soft lighting and excellent acoustics.

MERGERS

Robert E. Hamilton, *Miami-Ohio*, on April 15, 1967, to Nancy Champion, at Cincinnati, Ohio.

Philip D. Cooper, *Kansas*, on August 5, 1967, to Victory Mae Lennington, at Wyoming, New York.

George M. Bollinger, Jr., *Tampa*, on July 15, 1967, to Carileen Ligon, at Amarillo, Texas.

William J. Cochrane, Jr., *LaSalle*, on September 30, 1967, to Catherine Mary Krumm, in Hatboro, Pennsylvania.

Joel D. Shabsin, *Illinois*, on June 11, 1967, to Phyllis J. Brenner, at Chicago, Illinois.

Clifford J. Crockford, Jr., *Wayne State*, on September 9, 1967, to Patricia Simpson, in Detroit, Michigan.

Alfred W. Castle, Jr., *Ithaca*, on January 7, 1967, to Sybille R. Laib, in Philadelphia, Pennsylvania.

Clyde H. Long, Jr., *Florida State*, on May 12, 1967, to Kay A. Richmond, at Clearwater, Florida.

Vincent D. Hansen, *Indiana*, on June 24, 1967, to Susan J. McCullough, at Ft. Wayne, Indiana.

Dennis M. Fitzpatrick, *Manhattan*, on June 10, 1967, to Kathleen I. McDonough, at Harrison, New Jersey.

Billy R. Brewer, *Alabama*, on July 22, 1967, to Virginia Jackson, at Birmingham, Alabama.

Robert E. Dralwa, *Indiana*, on August 20, 1967, to Terri Roebuck, at Long Island, New York.

Terry L. Wilson, *Kansas*, on June 10, 1967, to Patricia Ann Whitton, at Prairie Village, Kansas.

Danny Arnold, *Louisiana Tech*, on August 18, 1967, to Peggy Hayden, at Monroe, Louisiana.

Danny Griffin, *Louisiana Tech*, on June 10, 1967, to Vickie L. Taylor, at Shreveport, Louisiana.

Michael G. Helliwell, *St. Peter's*, on October 28, 1967, to Kathleen Wulff, at Jersey City, New Jersey.

Emil C. Haeflinger, *Iowa*, on August 19, 1967, to Kathleen Anne Bowen, at Audubon, Iowa.

David N. Wasserman, *Miami-Florida*, on June 25, 1967, to Judith Bonin, in Chestnut Hill, Massachusetts.

Gary W. Schomer, *Indiana State*, on June 25, 1967, to Judy Ann Miller, at Terre Haute, Indiana.

John O. Moore, *Texas Tech*, on June 24, 1967, to Sarah Mary Jarrell, at Bellaire, Texas.

Robert J. Fay, *Dayton*, on June 15, 1967, to Stephanie Averdick, at Progresso, Honduras, Central America.

Carl H. Rathgen, *Monmouth*, on July 22, 1967, to Nancy M. Kopasz, at Middletown, New Jersey.

William F. Phinney, *Mississippi*, on August 13, 1967, to Barbara K. Schenck, at Long Branch, New Jersey.

Ralph Clark, *California*, on August 18, 1967, to Cheryl Cohagan, at Denver, Colorado.



Through the Eyes of an Educator

You're Never Too Old . . .

by

ERNEST E. MCMAHON

Dr. Ernest E. McMahon is dean of the University Extension Division and Director of the Institute of Management and Labor Relations at Rutgers University. He has been a member of the administrative staff there since 1930 and has been a professor of Adult Education since 1961. He has also served the University in public relations, in alumni work, and in general University administration as well as Dean of University College and Extension.

He received his B.S. and M.Ed. degrees from Rutgers and the Ph.D. from Columbia University. He was initiated into Delta Sigma Pi on June 23, 1952. He is also a member of Phi Beta Kappa and Phi Delta Kappa. He was awarded the Star of the Italian Solidarity by the Republic of Italy for his efforts in behalf of Italian culture. Active in civic affairs, he was Mayor of Metuchen, New Jersey in 1960 and 1961. He has also been president of the National University Extension Association and of the Association of University Evening Colleges.



WHEN EDWARD L. THORNDIKE wrote *Adult Learning* thirty years ago, few persons except psychologists and adult educators were deeply interested. It was true that Dr. Thorndike had dispelled the myth that you can't teach an old dog new tricks, but that was before most old dogs thought they had to learn new tricks.

Thorndike's pioneering studies of the adult's ability to learn came before the space age and before the computer. In his day—which was as recent as the 1930's—the young engineer was not confronted with a professional half-life of ten years. The young business executive was not faced with the new products of an expanding technology which could make a blue chip operation obsolete over night. Nor did the young business executive have to be concerned with computerized automation and information retrieval. To the businessman a console was a piece of furniture or the keyboard part of a pipe organ and not a piece of hardware for one of his company's computers or for a shared-time arrangement.

It was a good thing that Thorndike (and several other psychologists) discovered that you're never too old to learn because the businessman and the professional today are faced with an inescapable need to keep abreast of new developments of both a technical and a general nature.

The flood of literature that crosses every desk threatens to inundate the man in the chair behind the desk, and every new com-

puter model produces more information faster for reports, studies, and investigation.

The challenge is two-fold: you have to keep up to date with the accumulation of knowledge, and you have to continue your personal growth and development so that you may adapt to the introduction of new hardware, new processes, and new methods.

The need to continue learning is not new; man has always learned as he followed his erratic path from cradle to grave. The new dimension is the need to cope with the *amount* of new information and with the *rapidity* of its development. As a result, continuing education has become an essential for managers and other professionals, and the pressure is just as great on the college graduate as on the person with a lesser amount of formal education.

Continuing Education

More and more people are turning to organized programs of continuing education in their efforts to stay with or to get ahead of the field. Although individual study can do the job, there frequently are advantages in getting the help of experts in organizing and sifting the accumulating material. One result is that the holder of a college degree, whether baccalaureate or M.B.A., may find it desirable to enroll in one or another continuing education activity, and many such activities are

available today.

Among the best known are the evening colleges with both undergraduate and graduate levels of instruction. In all large cities—and in some small ones, too—there are evening courses at the baccalaureate and M.B.A. levels offered by special evening divisions or by the professional schools of business. The Association of University Evening Colleges alone has more than 150 member institutions throughout the country. Approximately fifty universities also offer business and related courses on a credit basis by correspondence.

In addition, colleges and universities are moving increasingly into upper level non-credit seminars, conferences, and courses, designed largely for the person who already has his degrees. The Harvard Graduate School of Business provides regional seminars for its alumni. The fifty residential centers, such as Michigan State's Kellogg Center, provide many programs throughout the year. From coast to coast, colleges and universities are engaged in continuing professional education.

Many non-college agencies are engaged in the same enterprise and two of the long established leaders are the American Management Association and the National Industrial Conference Board.

The list is a growing one. The need exists, and the facilities are there to help you meet the need.

A New Home For New York University's School of Commerce

In 1957, a bronze plaque was placed in the lobby of the School of Commerce of New York University, to commemorate the fiftieth anniversary of the founding of Delta Sigma Pi at the School. In the Fall of 1970, this plaque will be placed in the Memorabilia Lobby of Tisch Hall, the new home of the School of Commerce. The construction of the new building has been assured by a gift of \$2,000,000 from Laurence A. Tisch of the Class of 1942, and his brother, Preston R. Tisch, honoring the memory of their father; and by the gifts of many other alumni and friends of the School, including numerous corporations and foundations. Groundbreaking is scheduled for the Spring, and the building should be completed in time for the opening of classes in the Fall of 1970.

Tisch Hall will rise between Third and Fourth Streets, east of Washington Square, on a site adjoining the present Commerce building. Its red sandstone and glass facade will face northward across a landscaped plaza, which will feature a decorative fountain in the center. The design was created by the architects Philip

Johnson and Richard Foster to complement that of the other new buildings planned for New York University's Washington Square campus.

The air-conditioned structure will be nine stories high, with two floors below street level and a cooling tower on the roof. Interior planning has been aimed at providing the best possible facilities for the education of future business leaders in a technologically sophisticated age. There will be 30 classrooms, 86 faculty offices, eight seminar rooms, other offices and facilities for research institutes and administrative staff, an academic computer center, conference areas and student and faculty lounges. The Academic Computer Center, the large lecture hall, and the central cooling plant will also serve other divisions of the University which are located at the Washington Square complex.

A spacious lobby looking out on the park plaza forms the main entrance hall. Elevators and stairways on three sides of the lobby have been planned to provide easy access to all floors. Large balancing

rooms at either end of the building will house a student lounge and a study area, the latter adjacent to an activities office that will be the headquarters for all the School's undergraduate organizations.

The first and second floors below ground level will be devoted chiefly to teaching facilities. Both levels will extend beyond the dimensions of the building to fill most of the space under the plaza.

The Upper Concourse (first ground below street level) will house a large auditorium seating 460 an amphitheatre seating 126, and 14 classrooms. The entrance lobby to the large auditorium will be known as the Patrons Lobby, where plaques will be displayed bearing the names of all those who have contributed \$1,000 or more.

The Lower Concourse (second floor below street level) will contain 12 classrooms and the Academic Computer Center, a crucially important facility for the School and the University. Adjacent to and serving the Center will be an accounting and statistics laboratory, equipped with input-output equipment to feed data to the computer and receive information and answers, and a research laboratory where faculty and students can work on individual projects involving computer use. The Memorabilia Lobby on this floor will be devoted to historical and other exhibits relating to the School of Commerce and to business in general.

The second floor above ground will contain the Admissions and Advisement offices of the School, as well as four classrooms. The third floor will provide space for a proposed Institute of Accounting, as well as a large conference center. The latter will provide space for conferences, workshops, and other specialized programs and events serving students, faculty, and the community at large.

The fourth through the seventh floors will contain headquarters of the seven professional departments of the School (Accounting, Banking and Finance, Business Administration, Business Statistics, Economics, Management, and Marketing). Facilities for each department will include a seminar room, a departmental chairman's office, faculty offices, studies for graduate assistants and areas for re-



THIS IS AN ARTIST'S rendering of Tisch Hall, future home of the School of Commerce at New York University.

ception and clerical staff.

The eighth floor will serve as the administrative headquarters of the School of Commerce, and will contain the offices of the dean, the associate dean, two assistant deans, and administrative assistants. This floor will also house the Office of the Recorder, a faculty lounge and reading room, and an executive conference room.

Major space on the ninth floor will be occupied by the Institute of Retail Management. The floor will also contain a suite of offices for the several faculty standing committees, and a women's lounge.

Scattered throughout Tisch Hall will be a minimum of ten teletype computer stations. These will be teletypewriter units connected with the Academic Computer Center on the Lower Concourse. From these stations faculty members and students can store or retrieve information and have complicated computations done by the computer. Almost instantaneous responses will be printed on paper or projected on a closed-circuit television screen. Eventually, such computer stations will be located in every classroom.

Curriculum Advances Match Building Program

The new physical facilities of the School are being matched by new developments in its curriculum. Two of the major innovations are the Honors Pro-

gram and Name Internship Program.

The Honors Program is designed to permit qualified students, in concert with their major department, to develop an individualized program of study which may include 12 credits of independent study in the major area, as well as research activity. Regular class attendance and examinations in department core courses may also be waived for these students at the discretion of the major department. Upon completion of the Honors Program with an average of 3.5, the student will be recommended for graduation *With Honors*.

The "Name Internship Program," is a joint venture of the School of Commerce and participating business organizations. Under the terms of the program, the School of Commerce supplies tuition aid, based upon need, for the freshman, sophomore, and junior years, and the business firms provide such aid for the senior year. Upon completion of his Junior year, the Intern joins the sponsoring firm for seven months of uninterrupted full-time employment (July 1st through January 31st), at a salary of \$600.00 per month. During this period he is supervised by a senior faculty member, and attends regularly scheduled evening seminar classes designed to evaluate and integrate his work experience.

After having completed his field work (for which he receives twelve credits and

maintains full-time student status), the Intern returns to the School of Commerce to complete his final semester. He thereby completes 128 credits of course work at the School of Commerce and twelve credits of field work with the sponsoring firm, graduating with a total of 140 credits.

To gain admission to the Internship Program, a student must have achieved an average of at least 85% in the standard academic high school program, and have a combined SAT score of at least 1100. To continue in the program, an Intern must maintain a minimum grade point average of 3.0.

It is obvious that the School of Commerce is a vastly different institution today than it was when Delta Sigma Pi was founded in 1907. Now in its sixty-eighth year of existence, the School seeks to educate young men and women for the demands of an industrial society which becomes increasingly complex. To this end it continues its traditional pursuit of excellence in educational programs, faculty, and physical facilities.

PERSONAL MENTION

JOHN C. MESSEC, *Arizona*, has assumed the new position of Auditor with Haskins and Sells, Certified Public Accountants, Phoenix, Arizona.

HUGO W. WANDT, JR., *Marquette*, has the new position of Information Supervisor and Public Relations Manager for American Telephone and Telegraph, New York City.

GARY WILLIAMS, *Midwestern*, has recently been promoted to First Lieutenant in the U.S. Army at Fort Bliss, Texas.

HENRY J. GERKEN, *New York*, recently passed the New York State Bar examination.

JOSEPH A. MENDOZA, JR., *Santa Clara*, was recently promoted to Major in the U. S. Army while serving in Korea.

DICK T. HUNT, *Miami-Florida*, Captain in the U. S. Air Force, received the first oak leaf cluster to the Commendation Medal at Maxwell AFB.

HAROLD F. ALLES, *Loyola-Los Angeles*, has been commissioned a 2nd Lt. upon completion of Air Force Reserve Officer Training Corps program at Loyola University.

MARK A. SCHISLER, *Arizona State*, was recently graduated from the U. S. Air Force Medical Service Specialists School at Gunter AFB.

KEITH D. MALONE, *Western Michigan*, has been commissioned a 2nd. Lt. upon graduation of U. S. Air Force Officer Training School at Lackland AFB.

ALFRED D. ROSS, *Miami-Ohio*, has been commissioned a 2nd. Lt. in the U. S. Air Force upon graduation from Lackland AFB, Tex.

RAY S. PUTMAN, *Florida State*, 2nd. Lt. in the U. S. Air Force, was awarded the silver



THE ADMINISTRATION of the School of Commerce at New York University review the floor plans for Tisch Hall. They are from left to right, Assistant Dean Daniel E. Diamond, Assistant Dean Harry M. Kelly, Dean Abraham L. Gitlow and Dr. Charles Ray, director of advisement.

wings upon graduation from the navigator school at James Connally AFB, Tex.

JOHN P. MITCHELL, *Indiana*, 2nd. Lt. in the U. S. Air Force, was awarded the silver wings upon graduation from the navigator school at James Connally AFB, Tex.

CRAIG R. NELSON, *Tulane*, 1st. Lt. in the U. S. Air Force recently graduated from a legal officers course at Lackland AFB, Tex.

LARRY E. HUMBER, *Mississippi State*, Airman 3rd. Class recently graduated with honors from the equipment specialists training course at Chanute AFB, Ill.

PAUL M. KELLETT, *Suffolk*, was promoted to Midwest Regional Sales Manager for Western Gear Corp.

WILLIAM CLYDE SCOTT, *Colorado*, recently accepted the position of Assistant Plant Accountant for the Jones Dabney Co. division of the Celanese Corp.

HARRY C. CAMDEN, *Georgia*, has recently been commissioned 1st. Lt. in the U. S. Army at Walter Reed Medical Center.

WALTER A. BROWER, JR., *Rider*, recently received his doctor's degree from Temple University and was awarded the Christian R. and Mary Lindback Foundation Award for Distinguished Teaching.

RICHARD COSGRAY, *Ohio State*, was recently promoted to Divisional Merchandise Manager of F & R Lazarus Company in Columbus, Ohio.

BRIAN MCIVER, *Michigan State*, has been promoted to Brand Manager for Procter & Gamble Co. of Canada.

JAMES H. MAGEE, JR., *Johns Hopkins*, has joined the staff of Glenn A. Watkins as Associate Architect.

THOMAS R. GRIFFIN, *San Francisco*, Lt. Commander in the U. S. Navy, has been transferred to the aircraft carrier USS *Ticonderoga* operating off Viet Nam.

GARY P. JOHNSON, *East Texas State*, was recently promoted to Manager of Southwestern Bell Telephone Co. in Lawrence, Kansas.

THOMAS A. HARRIS, *Michigan*, recently joined the staff of Eastern Kentucky State College as Associate Professor of Military Science.

VINCENT J. GIGLIOTTE, *Temple*, has been promoted to Project Manager for the National Aeronautics Space Administration.

LESLIE D. THOMPSON, *Oklahoma State*, has joined the staff of Morton Foods Co. as systems and procedure analyst.

RICHARD BURKHART, *San Francisco State*, has been appointed systems representative for Remington Rand.

WAYNE C. FREEBURG, *South Dakota*, has opened his own public accounting practice in Madison, S.Dak.

WILLIAM T. HARRISON, *U. of Americas*, was recently promoted to the chairman of the Social Studies Department at Campbell River Jr. High School.

DAVID W. WALTERS, *Florida Southern*, has been appointed Vice President of Equitable Insurance Agency.

LEONARDO B. J. TAN, Y. JAVIER, *Michigan*, was recently appointed Assistant Vice-President and Assistant Actuary for the Philippine American Life Insurance Co. of Manila.

CHARLES HEDGEPEETH, *Johns Hopkins*, has been promoted to Planning Engineer for the Air Reduction Co.

BEN S. GILMER, *Honorary Member at Large*, has been elected to the board of directors of Merck & Co.

ROBERT F. REBECK, *Northwestern-Beta*, has joined the staff of Harris Trust and Savings Bank as planning officer.

DANIEL F. COLLINS, *DePaul*, comptroller of Schwitzer Corp., has been elected a national director of the National Association of Accountants.

KERWIN B. STALLINGS, *North Carolina*, has been appointed Investment Research officer for the Morgan Guaranty Trust Co.

WILLIAM E. SCHOTT, *Washburn*, was recently promoted to Director of Data Processing for the Rock Island Railroad of Chicago, Illinois.

RICHARD E. TAYLOR, *Western Michigan*, Ensign in the U. S. Navy, was appointed disbursing officer for FBK Submarine Tender USS *Hunley* in Holy Loch, Scotland.

ELLIS B. HINES, *North Texas State*, has been appointed District Manager of the Beauty Division of Helene Curtis Industries Inc. of Chicago.

THOMAS J. HENKE, *Missouri*, was recently promoted to foreman for the Old Monroe Elevator Company in Old Monroe, Missouri.

JAMES L. LEOPOLD, *Missouri*, was appointed accountant for the firm of Peat Marwick Mitchell & Co.

ERNEST JOBE, *Mississippi State*, recently joined the IBM Company in Memphis, Tennessee as a sales trainee.

DONALD E. MASON, *Mississippi State*, recently became the Director of Economic Research for the Mississippi Power Company in Gulfport.

FRED M. KLEPPSATTEL, JR., *Missouri*, was recently honored by receiving the Bronze Star and the Distinguished Flying Cross for

services performed in the Dominican Republic as a Commanding Officer.

MYRON E. KIRKPATRICK, *Missouri*, was recently promoted to staff accountant for the firm of Price Waterhouse & Company in Columbus, Ohio.

MELVIN C. LOCKARD, *Eastern Illinois*, has been re-elected Secretary of the Board of Trustees of Southern Illinois University and appointed as the representative of Southern Illinois University on the Board of Higher Education for the State of Illinois. Brother Lockard is president of the First National Bank of Mattoon, Ill.

Gordon W. Chapin, *Rochester Tech*, has been promoted to A/2C at Bitburg AB, Germany.

Dan W. Warrick, *Indiana State*, has been commissioned second lieutenant at Lackland AFB, Texas, and has been assigned to Richard-Gebaur AFB, Missouri.

Arthur M. Clothier, *Missouri*, is a member of the 375th Aeromedical Airlift Wing at Scott AFB, Illinois, which has received the coveted U. S. Air Force Outstanding Unit Award.

Terry B. Cronin, *Babson*, has been assigned to McGuire AFB, New Jersey, following his commission as second lieutenant at Lackland AFB, Texas.

Walter W. Robbins, Jr., *Michigan State*, has been commissioned second lieutenant at Lackland AFB, Texas, and has been assigned to Amarillo AFB, Texas.

Richard D. Ensur, *Colorado*, is now second lieutenant at Seymour-Johnson AFB, North Carolina.

C. William Mahnken, *New York*, is now president of Big Brothers of Tucson, Inc., of Tucson, Arizona.

Herbert W. Limpert, *Rutgers-Beta Omicron*, has been admitted to partnership with Peat, Marwick, Mitchell and Company, Newark, New Jersey.



DIRECTORY

The Grand Council

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Grand Council Procedures Guide

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Chapter Efficiency Index Review

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