

The
DELTA SIG

Volume Fourteen

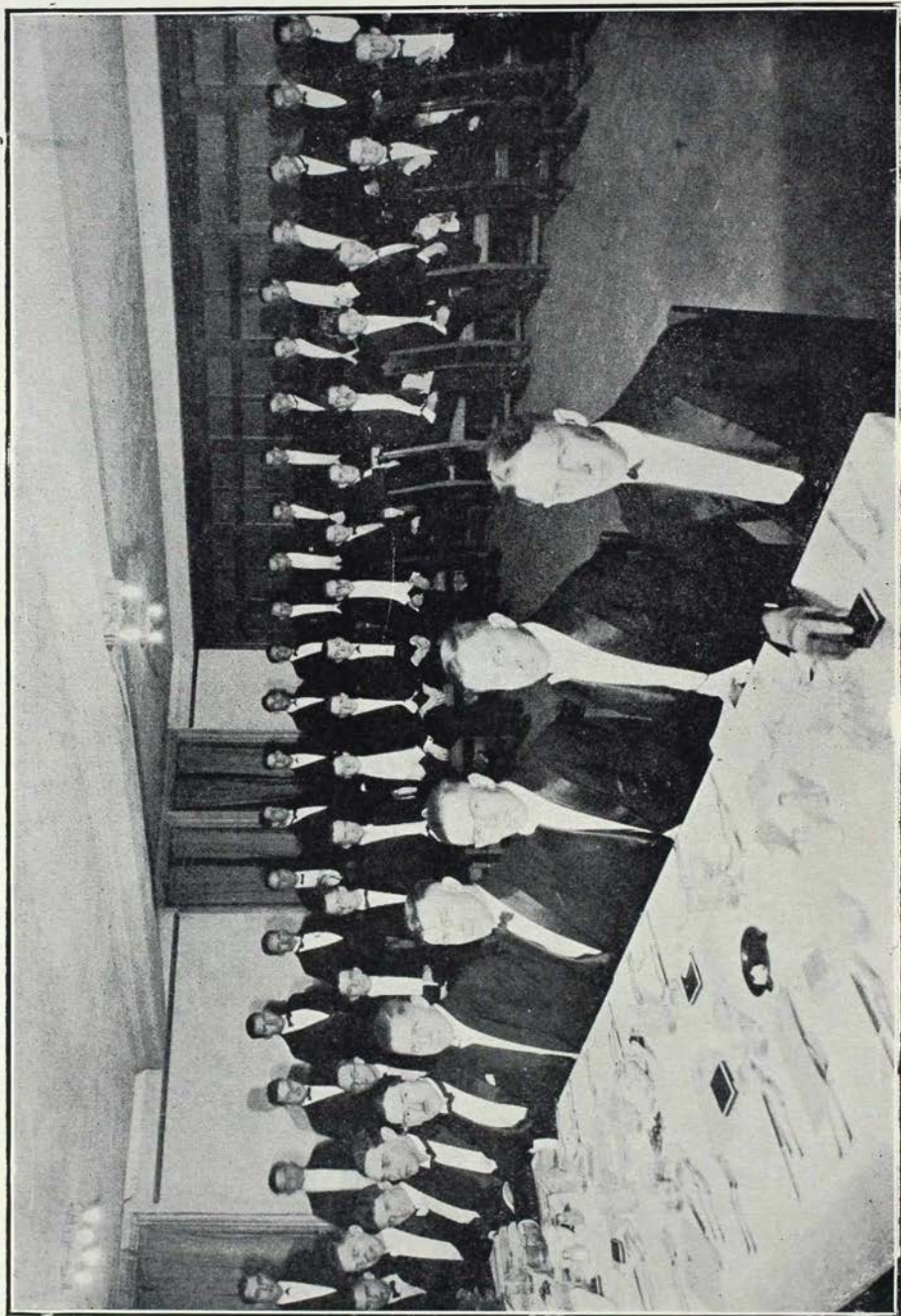
JANUARY, 1922

Number Two



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of
DELTA SIGMA PI





Installation of Xi Chapter—University of Michigan

The DELTASIG

Volume XIV.

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INITIATIVE IN BUSINESS

EARL R. HOYT, *Beta*

INITIATIVE has been defined as energy or aptitude displayed in the initiation of action, especially of action that tends to develop or open out new fields. This initiative is one of the essential qualities of a good executive, some of the other requisites being health, judgement, co-operativeness, perseverance, competitiveness, appearance, refinement, integrity, organizing ability, control of emotions, sense of humor and open-mindedness. Men who devote a great deal of time to the selection and training of executives find the lack of initiative in a large number of people who otherwise would be good executives.

Initiative in business, just as proficiency in accounting, can be acquired. To acquire initiative we must understand its characteristics. The requisites of initiative are *creative ability* and *energy*. Creative ability is materially aided by imagination, imagination strong enough to picture clearly an ideal which can later become a reality by the application of energy. Imagination can be improved by a deliberate effort to visualize in detail all general statements. Furthermore, just as the artist trains his powers of observation by recalling every possible detail of something he has seen, so can the executive learn to paint better mental pictures by training his powers of observation. Try to recall in detail the arrangement, position and shape of all items in your office. Try to recall what you saw in a store window and then go back and see how much you missed. A few weeks of this practice during odd moments will materially increase your powers of observation and your faculty to paint mental pictures.

Creative ability can be aided by experience. Many thousands of experiences leave a thought or impression tucked away in the subconscious mind to be called up later in new combinations by the aid of imagination. This is real creative work. The old combination of old elements. The best executives of today remain students all their lives because systematic study crowds many years of experience into a relatively short period of time. It would be possible to acquire extensive knowledge by actual experience if we could live to the age of Methusela, but systematic study greatly shortens this period and also accomplishes much more. Therefore, it behooves every executive and prospective executive to study systematically.

Open-mindedness is another aid to creative ability. The most successful executives are those who can be approached easily by employees of all ranks and who listen to that employee's complaints and suggestions. A good executive will search thru heaping piles of chaff to secure one kernal of wheat.

No doubt the greatest aid to creative ability is systematic search for new ideas. This can be accomplished by conferences, by reading trade journals and other literature, by use of the suggestion box, by visiting competitors and by association with other executives. Immediate subordinates is one of the best means of securing new ideas. The reading of trade journals, reports of trade conferences and conventions, reports of research work, business and financial magazines, and the many books that are being published now brings any number of ideas to the aggressive executive. Suggestion boxes placed so as to be easily accessible to all employees bring more than enough suggestions to repay the effort expended in placing and watching these boxes. A monetary compensation should be made for suggestions that are used in order to encourage the employees to drop their suggestions into these boxes. Visiting competitors supplies many good ideas. Business houses today usually encourage the exchange of visits by executives. In addition to this, executives often meet in such places as associations of commerce, civic clubs, and athletic and social clubs. This association with outside executives is highly desirable as a means of aiding creative ability and thru it stimulating initiative.

The requisites of initiative were named above as creative ability and energy. Energy is a very vital factor in initiative for many a good idea does not materialize because of lack of energy on the part of the person conceiving the idea. Energy is also an important stimulant to continued effort to create new ideas. Energy can be created and maintained by regular physical exercise, taken at least every other day. The successful executive of today plays squash, hand-ball, golf or tennis or swims or takes regular callisthenics. When the average person makes a poor showing, fails to do something in the best way, or fails to do it at all, that person usually seeks for an excuse for his poor performance. This excuse-seeking is a very tangible evidence of lack of energy. Do not fool yourself. When you see your work is not up to standard, make no excuses, but rather resolve to do better the next time and begin immediately to think of ways and means to accomplish that better result.

THE NEXT ISSUE

THE next issue, the April issue, is in preparation before you receive this copy of January. However, it is by no means all planned for much is expected of the chapters and of the brothers. The Staff wants to publish every thing that is of interest to the brothers in general. To do this means that constant touch must be kept with all the chapters. Therefore place the Staff on your mailing list for the News Letters.

It is hoped to be able to publish chapter pictures as well as individual pictures of interest. Those chapters having pictures kindly forward them to the Office of the Editor. Your active cooperation is expected.

The world gives its admiration not to those who do what nobody else attempts but to those who do best what multitudes do well. *Macaulay*

INSTALLATION OF NEW CHAPTERS

NU, OHIO STATE UNIVERSITY



U, the thirteenth chapter of Delta Sigma Pi, was installed at Ohio State University on Sunday, December 4, 1921. The University was founded, like other state universities, by the land grant made by the United States under an act approved by President Lincoln in 1862. In 1866, an act was passed providing for the Ohio Agricultural and Mechanical College and, in 1873, the institution was opened to students. It is now the largest university in Ohio, nineteenth in size in the United States, and fourth among the state universities. There are at the present time twelve colleges, the College of Commerce having been organized in 1912. The enrollment in this college has increased steadily until at the present time it amounts to over five hundred students. This enrollment comprises only the junior and senior year students since those of the first two years are in the College of Liberal Arts.

The organizations existing at the present time, other than Delta Sigma Pi, are Alpha Kappa Psi and a general Commerce Club. A chapter of the honorary commercial scholarship fraternity, Beta Gamma Sigma, is in process of formation.

The passing of the local, Delta Sigma, and the creation from it of Nu Chapter of Delta Sigma Pi was attended by scenes which will be forever memorable to those fortunate enough to witness them. As the members of Nu Chapter look over the rocky road, we cannot help but feel that in spite of the numerous obstacles and setbacks, we have finally attained our goal in that we may now do a man's work in encouraging and fostering the study of business, the closer association of students of commerce in the University, and last but not least, the closer association of commercial students with the outside business world.

Installation services were held at the Chittenden Hotel during the afternoon followed by the banquet in the evening. The installation team composed of Brothers H. G. Wright and E. R. Hoyt of Beta, and Brothers C. W. Fackler and A. H. Ribbink of Epsilon, conducted the ceremonies. Later the following were installed as chapter officers: Elmo M. Estill, Head Master; Gerald L. Grant, Senior Warden; Laurance S. Staples, Treasurer; Elmer E. Eller, Scribe; Robert P. Lindmiller, Historian.

After partaking of a hearty dinner during which congratulatory telegrams from all the chapters were read by Brother Estill, Brother Wright gave a talk on the ideals and aims of Delta Sigma Pi followed in turn by talks from Brothers Fackler, Hoyt, and Ribbink on traditions and degree work. A general discussion then took place in which the active chapter took part.

Nu Chapter, in its first message to the DELTASIG, expresses its appreciation of the cordial reception into the organization on the part of the brother chapters and signifies its resolve to further the traditions and aims of Delta Sigma Pi.

The following constitute the charter membership of Nu Chapter:

Rob R. Bangham	Albert L. Grosjean	Frank W. Pappenhagen
Max M. Bridgman	Harry E. Goshen	John E. Pryor
William S. Custer	Howard F. Haines	Harry W. Scannell
Elmer E. Eller	Howard L. Huffman	Laurance S. Staples
Elmo M. Estill	Harold B. Jackson	Morgan E. Williams
Donald A. Fisher	James H. King	Carl. J. Wirthwein
Gerald L. Grant	Robert P. Lindmiller	Ralph M. Wriston

XI, UNIVERSITY OF MICHIGAN

THE provisions adopted in the State Constitution of 1837 providing for the University of Michigan are the joint efforts of two men whose memory will always be held in honor by the University;—John D. Pierce, a graduate of Brown University, and General Isaac Edwin Cary, a graduate of Trinity College, Connecticut. Today with an enrollment of approximately eleven thousand students and five hundred members on the faculty, Michigan is making an earnest endeavor to execute the comprehensive plans framed by these two men.

The organization of the institution consists of eight schools, of which the College of Literature, Science and the Arts is the largest. The College of Engineering and Architecture ranks second followed by the Colleges of Medicine, Law, Pharmacy, Dentistry, Graduates, and the most recent School of Education. The Department of Business Administration of the Literary College was organized in May 1901 and at present has a total enrollment of approximately fifteen hundred students.

The purpose of the Department of Business Administration is to meet the needs of those persons who desire to fit themselves, by a combination of liberal culture and professional studies, for positions as executives and experts in industrial establishments or the public service. The various courses offered in General Business, Accounting, Banking, Insurance, and Railway Administration, offer a balanced arrangement of studies chosen from law, accounting, finance, commerce, and the executive art.

Forming a most important and integral part of this great environment are no less than sixty fraternities and seventeen sororities, thereby developing the true atmosphere of a college community. In the early part of 1921 a small group of students realized the important need of a professional organization among students interested in Commerce. So sincere were they in their efforts that the Deltasig Club was organized for the primary purpose of fostering a closer relationship between men desirous of pursuing commerce as a profession, to encourage scholarship, and through personal contact and exchange of ideas, to prepare for leadership in the business world. Remaining quite active for over a year a petition to Delta Sigma Pi was granted both by the National Organization and the Committee on Student Affairs.

December 11th is the birthday of Xi chapter. The ceremony of initiation which was attended by twenty-five brothers from Theta chapter was held at the chapter house at 803 South State Street. After four hours of intensive work rendered by the initiation team a ban-

quet held in their honor was given in the Michigan Union. The installation team consisted of H. Gilbert Wright, Beta; John T. Clark, Gamma; Earl R. Hoyt, Beta; Rudolph C. Smith, Theta; Warren A. Sterling, Theta; and Erwin A. Walsh, Theta. Twenty-five brothers from Theta Chapter at the University of Detroit journeyed to Ann Arbor in a body and assisted in installing Xi. The morning was spent in getting acquainted. At noon Xi Chapter entertained with an excellent dinner at the chapter house, and following the installation and initiation ceremonies of the afternoon, a formal banquet was held in the Michigan Union, a photograph of which is published elsewhere in this issue.

The list of charter members of Xi Chapter include the following:

Charles L. Batchelor
Milton C. Barber
Louis A. Buck Jr.
Hamilton Cochran
Otto T. Draewell
Willard F. Gruschow
Richard J. Haven
Frank M. Hart

Howard W. Hart
Charles R. Jones
Dolph Lain
George M. Lott
William R. McCloy
Thane O. Malmstone
Harold J. Potter
Laurence A. Price
Harry N. Roth

Lyndell D. Sibert
Raymond R. Shroyer
Theodore R. Slatery
Blair K. Swartz
Francis B. Thomas
Robert D. Van Stone
Bryan Warman
Mark V. Yost

HONOR TO ETA BROTHER

WITH the appointment of Brother William H. Peal as a Rhodes Scholar, Eta Chapter and the Fraternity have been honored. This announcement has recently been made by the state committee of Kentucky.

Brother Peal is a Senior at the University of Kentucky and will leave next fall for England to study International Law at Oxford University. While at the former school he has played an active part in the student work. In 1921, he won the Bennett Prize for the essay on "Principles of Free Government." Besides being a member of Delta Sigma Pi, he is also a member of Acacia, President of Patterson Literary Society, Speaker of the mock general assembly, President of the Ballard Country Club, and a member of several other student organizations.



WILLIAM H. PEAL

THE KEY AWARDS



AS is known by each brother of Delta Sigma Pi, the Key is a very treasured and coveted possession. The conditions under which the award is made varies with the different schools wherein there is a chapter. The general conditions, however, are that the award is made to that member of the last year class who, in the judgment of the faculty, ranks highest in scholarship, leadership and promise of future usefulness.

For 1921, the following were announced as winners of the Key:

Alpha	-----New York University-----	A. E. Impey
Beta	-----Northwestern University-----	Brother Coulter Davies
Gamma	-----Boston University-----	Brother Mannix
Delta	-----Marquette University-----	Brother Joseph A. Thalhofer
Epsilon	-----University of Iowa-----	Robert T. Parimore
Zeta	-----Northwestern University-----	Vernon Hallenbeck
Eta	-----University of Kentucky-----	Brother Paul P. Cooper
Theta	-----University of Detroit-----	Sidney A. Barnett
Iota	-----University of Kansas-----	Brother A. Greef
Kappa	-----Georgia School of Technology-----	W. H. Burkhart
Lambda	-----University of Pittsburgh-----	Miss Elvera Hamstrom

AN ACTIVE KAPPA BROTHER

KAPPA Chapter has a very active brother and Head Master in Brother David I. Barron. His activity is so noteworthy that this account and picture of him is published.

Brother Barron is Captain of both the 1922 football and baseball teams and will be one of the leading athletes with the indoor track team. Last fall he had the honor of being on Comp's third All-American football team and also of making the fourth team of the composite pick of 267 sport writers of the country.

Aside from athletics, Brother Barron is a member of the ANAK Senior Society, a member of the Honor Court, President of the Wearers of the T, Vice-President of the Student Association, and a member of the Bulldogs, Marionettes, and Sigma Alpha Epsilon. He is a hard worker and, above all, a good loser. As an athlete there are few his peer.



DAVID I. BARRON

DELTA SIGMA PI

BOOKSHELF

Stevenson, Russell A., Epsilon.

PRINCIPLES OF ACCOUNTING; MacMillan Company.

PROBLEMS AND EXERCISES IN ACCOUNTING; George Wahr, Ann Arbor, Mich.

Both books are published by Brother Stevenson under the joint authorship of William A. Paton of the University of Michigan. The latter book has passed through four editions and the text book through three editions. The author is now with the University of Cincinnati at Cincinnati, Ohio.

Whitney, Nathaniel R., Epsilon.

JURISDICTION IN AMERICAN BUILDING TRADES UNIONS. (1914.)

BANKING PRACTICE. (1921).

THE SALE OF WAR BONDS IN IOWA. (1922).

The second book mentioned was published under the joint authorship of L. H. Langston and the manuscript of the latter is in the hands of the State Historical Society of Iowa. Further, Brother Whitney prepares the periodical abstracts on Money and Banking for each issue of the American Economic Review. In the Annual Review number of The Iron Age, issued on January 5, he published an article on the business situation. Also Brother Whitney recently helped organize, and is now a director in, the City Savings and Loan Company of Cincinnati where he is located.

(The DELTASIG will publish from time to time the names of books of interest to, and by, members of Delta Sigma Pi. If the members of the Fraternity will assist in this compilation, the department will be greatly aided.)

 COAT-OF-ARMS

We are in position to offer to the chapters, and also for individual purchase, Delta Sigma Pi wall shields, with the coat-of-arms of the Fraternity, modeled in bronze reproduced thereon, at \$12.00 each.

The plaque is of mahogany and is 10x15 inches; the coat-of-arms will be modeled in bronze and will approximate 5x7 inches in size.

First delivery will be made on or about March 1st, and any chapter or brothers desiring one of these to hang in their rooms or offices, please send order, accompanied by check, to H. G. Wright, 1100 Majestic Building, Chicago.

Work in every hour, paid or unpaid, see only that thou work, and thou canst not escape the reward; whether thy work be fine or coarse, planting corn, or writing epics, so only it be honest work, done to thine own approbation, it shall earn a reward to the senses as well as to the thought; no matter how often defeated, you are born to victory.

Ralph Waldo Emerson.

EDITORIAL

VISITING CHAPTERS

WHAT greater feeling is there than for one to return to his old chapter, to see the familiar faces of his brothers and to shake their hands in the good old way of Delta Sigma Pi? The old, old questions which you had so often before asked of others, now are asked of you. The whole history of your absence must be gone over for the benefit of each one and you are the "returned hero." But it's a great feeling!

On another day you accidentally run into another brother, perhaps, on the train. Immediately all unfriendliness is lost. He is your new friend and inside of an hour you know his whole history while he knows yours. He knew Brother Smith of Alpha; so did you. Brother Jones of Theta was your friend; Brother Jones is a brother of his friend. It's a great feeling!

At another time, you are in Chicago. There is nothing for you to do in particular and no friends about. But there is a chapter at 72 Cedar Street. That changes matters, and although none of the brothers are known personally, yet you go out there. A glad hand and a rousing welcome again are given by newly-made friends and the whole evening is spent with enjoyment. It's a great feeling visiting the other chapters!

Now another development has taken place—that of the exchange of visits between chapters bodily as was the case with Alpha and Gamma last fall. Also Theta Chapter, in much the same way, helped in a body to install Xi Chapter. Movements of this nature lead to a closer brotherliness in the Fraternity and are to be encouraged. By this way, the members and doings of one chapter become known by another and the interest accordingly broadens. Merely to take an interest in one's own chapter does not necessarily mean an interest in the general Fraternity. Besides you will appreciate meeting, and becoming acquainted with, new friends. It's a great feeling!

CONVENTION IN CHICAGO

EVERY loyal member of Delta Sigma Pi is looking forward to the convention, held every two years, to be held in Chicago at the Beta Chapter house in August. Those who have visited Beta at any time know the cordiality and the welcome which is extended the visiting brothers. That in itself is worth the time. But think of the great pleasure of meeting your old friends and brothers again and spreading the good news. Plans are being made very extensively and the few days spent there will be one round of good times as well as highly instructive. Therefore, lay your plans now for that vacation of a few days in Chicago next August. The definite dates will be announced in a later issue of the DELTASIG. Watch for it.

CHAPTER LETTERS

ALPHA, NEW YORK UNIVERSITY

SINCE the last issue of the DELTASIG, several things of general interest have happened here at Alpha. A thorough canvas of both the day and night divisions of the School for possible prospects has been so successful that we have already had two big initiations, with the result that an even twenty-five names have been added to the active list. Of these, more than fifty percent are day men and the balance night men. We expect to take in fifteen or twenty more before the end of the year, which will make a total of approximately eighty-five active men in May. This may seem an extraordinarily large number to hold together in one group, but it should be borne in mind that we have a student body counting both the day and night divisions of some five thousand from which to pick, so that the proportion of Delta Sig members is no larger than in the other chapters.

The festivities which have already been held include an informal dance at the McAlpin in October at which seventy-five couples were present, and also two smokers. Brother Howard Langland, '14, now Secretary of the New York University Alumni Association spoke at the first one, while Brother Harry Cox, '13, now Comptroller of the Columbia Graphophone Co. talked at the second. Both of these affairs were record breakers, both with reference to the pep and good fellowship, and also in regard to the number of prospects, pledges and members present.

So much for past events. Now a word or two about future plans. There will be at least two more initiations, one in February and another in April. The annual formal dance will be held on February 21 in the Green Room of the Hotel McAlpin. There will be at least one other informal dance in the spring. There will be at least two more smokers,—more if the mid-year Freshman class have enough promising material to warrant it. It is also quite possible that the exchange of visits between Alpha and Gamma which had its inception last year will be made an annual affair, in which case we hope to have the Gamma delegation with us at our next initiation in February.

Although not strictly an Alpha Chapter affair, no statement of what has been going on here would be complete without a word about the dinner held by the New York Alumni Chapter in December. Eighty-five Delta Sigs, of whom twenty were active men, were present. After dinner, Mr. Meeker, Statistician of the New York Stock Exchange gave a very interesting talk and showed the mechanism of the Stock Exchange and its importance in our economic and industrial life.

January 7, 1922.

BETA, NORTHWESTERN UNIVERSITY

BETA is ready to enter the second semester of the school year with prospects of an eventful period. About forty-five brothers will be registered in the school and expect to be busily engaged both socially and scholastically. The Chapter by the way, has two members in the last year class, Brothers Bottenfield and Muench.

At present, the Commerce Club is conducting a very active campaign for new students, the work being in charge of a committee of which Brother Lindstrom is the very able chairman. He is conducting a real live campaign and an increased registration is looked forward to.

The Commerce Club, under the direction of its President, Brother Collingwood, has a full calendar of events for the second semester, and if they are of the same type as those held in the first semester, are sure of success and well worth attending.

During the first part of the school year, Beta initiated six pledges and now has a few pledges also some of whom will learn the mysteries on February 4, our next initiation date. The plans for the remainder of the year call for our regular business meetings and smokers on the other Monday evenings. One of the latter a month will be a large affair with a prominent speaker giving a short talk.

Brother Berolzheimer, now attending the day school at Evanston, has made the University debating team.
January 23, 1922.

GAMMA, BOSTON UNIVERSITY

GAMMA started the year with a new house and to get which we had to beat seven other fraternities. At Boston University it is the best fraternity house on the campus. The house was formally opened on December 8th with a dance, there being twenty-five couples in attendance. Several smokers have been held from time to time also at which there have been good speakers and a number of invited guests. On January 6, a dance was held and on the second day of the preceding month, Gamma Alumni Chapter was organized.

Starting with twenty-seven active members, we initiated fourteen, two of whom were instructors, and at the present time we have six pledges.

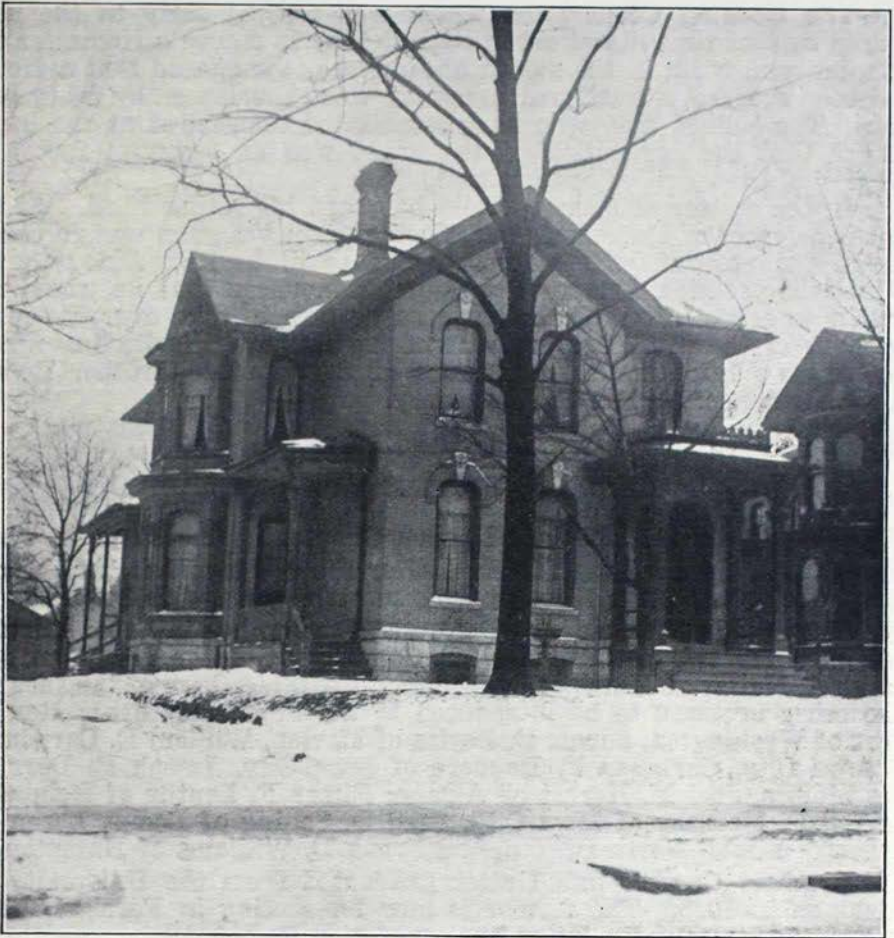
Visits have been arranged between Alpha and Gamma for the coming year which is a good example for the Fraternity to follow.

Brother Mannix won the Delta Sigma Pi key this year, the second time out of four awards that a Gamma man has won it among twenty-two other fraternities. Brother Lockwood, former Treasurer, was elected Head Master of Gamma on January 3 to complete the term of Brother Keenan who had served for a year and a half, and resigned.

The Chapter looks forward to a very prosperous year in 1922.
January 10, 1922.

DELTA, MARQUETTE UNIVERSITY

THE passing of the year 1921 marks the completion of the second successful year of Delta Chapter. We might say that the twelve months just ended will be the most important in Delta's history, for during that period the Chapter was still in the formation. Our policy relative to the different positions in the department and the class offices had to be outlined, and, had we erred in the establishment of it, had we selfishly jumped at everything in the department, casting aside personal merit, it would have meant our doom.



Delta Chapter—Marquette University

During the year we have proven to the school authorities and particularly to those at the head of the Commerce Department that we place the Fraternity subordinate to the University. We have satisfied those elements in the Department that were so hostile toward us at the time of our establishment that we are not selfish in the matter of school honors; and our action as a whole in curbing and preventing individual enthusiasm from manifesting itself too strongly at certain times has been the cause of commendation from those who heretofore have been inclined to be unfriendly toward us as a Fraternity. As a consequence our standing in the school has been greatly strengthened.

If, in the pursuit of student life and University activities, the policy laid down by those who are responsible for the establishment of this Chapter, is carried out, Delta Chapter will continue to take a leading role in the University life.

The Housing Corporation which was formed early in the year spared neither time nor effort in its endeavor to secure a Home for the Chapter, and when in the month of August it announced that a House had been secured, a feeling of great joy was experienced by every brother. The sixteen men who have established themselves at the house realize that the acquisition of the house was an essential factor in promoting the spirit of brotherhood.

In the matter of officers, Delta has been hit rather hard. At the commencement of the school year, Brother Dan Vaughan was forced to resign the position of Headmaster due to ill health. Prior to the Christmas vacation Brother Ray Morse announced that he would not return to school after the holidays as he was to take over the management of the insurance business of his father. His leaving necessitated an election for a new Master of Ceremonies—Brother Robert Somers being selected to fill the vacancy.
January 1, 1922.

EPSILON, UNIVERSITY OF IOWA

THE new year of 1922 finds Epsilon Chapter in fine shape in every way. All the brothers returned after the holidays full "of the old fight" and expect to go through the semester exams with honors.

Since the last issue of the DELTASIG, Epsilon has initiated thirteen new members, two of them, Merle P. Gamber of Stanton, Michigan, and Parks A. Nutter of Martinsville, Indiana, being members of the faculty. The other brothers to be introduced to the Fraternity are: Rex O. Benz of Washington, Hiram D. Boyles of Marion, William E. Carpenter of Iowa City, Christian F. Dondore of Iowa City, Joseph E. Dorr of Des Moines, Joel M. Herbst of Algona, Elmer F. Lenthe of Reinbeck, Carroll F. McElroy of Iowa City, Fred O. Seiling of Boone, Loren D. Upton of Minot, North Dakota, and Frank D. Williams of Hampton.

Brothers Gamber and Nutter graduated from the University of Michigan in 1920. The former is now instructing in Foreign Trade and Marketing, and the latter in Corporation Economics.

It might be appropriate here to mention that Epsilon Chapter decided to elect two men to be joint Keepers of the Parchment Roll. Brothers Dorr and Carpenter were elected and are doing their duty in a very creditable manner. The duties of the office were getting too heavy for one man to handle.

Brothers Cotton and Seiling won letters in varsity football this last year and Brother Seiling is also out for track being a fast man in the sprints. Brother Penningroth is in charge of the employment bureau of the College of Commerce with Brothers Williams and Carpenter as assistant directors.

At the last meeting of the Commerce Club, of which Brother Jacobs is the President, Brother Condore was elected to fill the place left vacant by the resignation of the former Secretary.

Brother Arthur G. Kruse, '21, who is in a bank at Alhambra, California, was here for a couple of weeks before the holidays. At the end of the present semester, we are to lose the services of our very efficient Treasurer, Brother Selid Overland, as he already has his degree and now plans to "battle the world."

We wish to extend our greetings to the other chapters of the Fraternity and wish them the best of luck for the coming year.
January 22, 1922.

ZETA, NORTHWESTERN UNIVERSITY (Evanston Division)

ZETA began the year with a small chapter, the only members left in the university being John H. Hutchinson, '22, Winston M. Murray, '22, and Richard S. Carr, '21, of the graduate school. John W. Lasier, '22, Hardy John Weedon, '22, Walter M. Hartz, '22, and Gilbert H. Harmon, '22, were initiated on December 4th. Following a recent smoker we pledged fourteen men: David B. Rost, '23, David D. Dillman, '23, Reding Putman, '23, Guy W. Davis, '23, Rillin S. Crow, '22, Lester M. Branch, '23, Arthur C. Ehlers, '23, Raymond R. Corbett, '22, Denison C. Poden, '23, Harold W. McKenzie, '23, and J. Wythe Walker, '23.

Some of the activities in which Zeta Chapter is represented on the campus are as follows: Corbett and Hartz are members of Deru, the senior honorary society, of which Hartz is President. Carr, Corbett, Hartz, and Lasier belong to Beta Gamma Sigma; Hartz is President of that organization. Corbett is on the Student Council. Paterson is a basketball man and captain of next year's football team; Putman won his "N" in football this year. Davis made his numerals in football and is on the freshman basketball squad. He will be eligible for conference competition next year. McKenzie is basketball Captain, and is playing a stellar game at running guard.

We have been handicapped by getting off to a late start, but we have outlined our program and hope to report a good deal of progress during the rest of the year.

January 24, 1922.

ETA, UNIVERSITY OF KENTUCKY

THE semester, which has just closed, has been the most eventful in the short life of Eta Chapter. The most important event in that time, considered from the standpoint of the Fraternity, was our initiation and banquet at the La Fayette Hotel in Lexington, on the afternoon and evening of December 10. On that day, Eta initiated ten men, men who were picked from a large number of eligibles.

Of those initiated, Brother Wilhelm is one of the outstanding students and athletes of the University. He was a member last year of the Wildcat basketball team that won the Southern championship. For three years he has been an outstanding football player but this last year he was out of the game a good part of the time due to receiving an injury early in the season. Brother Wilhelm also made a letter each year in track.

Brother Dahringer sang the leading role in "The Mikado", the most pretentious offering of the University year. Brother Watson is the Managing Editor of the Kentuckian and is permanent Secretary of the Senior Class, a member of the Student Council, and holds several other important positions in the various organizations in the University.

Brother McRee is leader of the Independents in the mock legislature composed of the students of the Political Science Department and the

Law students. Brother Allen, who was also initiated into Sigma Nu during the same week, is a Kentucky coal man. Brother Kefford is a native of Australia and has been a world traveller. During the war, he served with the Australian forces and then came to this country planning to make his home here.

Brother Davidson is in line for distinction in athletics also and Brothers Winstead, Duvall and Mann are some of the best fellows and students in the College.

The old members are not loafing on the job by any means. Head Master Cooper, winner of the Delta Sigma Pi key, is assistant in the Department of Economics. Brother Beal is written up elsewhere in this issue. Brother Jones has done valuable work as a member of the Student Council, his ability in accounting coming in especially handy. Brother Anderson is taking part in the Political Science assembly.

Brother Tinsley is a leader in the literary societies and in the social affairs in the University. Brother Waites is a member of the varsity wrestling team and Brother Casner is doing fine work in higher accounting. Brother Lovett is now Sporting Editor of the Lexington Herald. At the close of the first semester, he will leave for Bento, Kentucky where he will edit a paper of his own.

The members of Eta Chapter have a right to be proud of the standing shown by the Fraternity as shown by the reports published of the semester. This chapter leads all the professional fraternities in scholarship due to the fact that every member has realized that a responsibility has rested upon him individually.

A new course has been offered by the University—that of Business Administration—and is under the direction of the Department. First year students entering upon the course, have four years of work laid out before them. This is one of the steps which we hope will lead to the establishment of a College of Commerce in a short time.

January 12, 1922.

THETA, UNIVERSITY OF DETROIT

SINCE the last publication of the DELTASIG, Theta Chapter has been very busy not only with fraternal work but with school work as well. Having the midyear examinations to prepare for and worry about, and other holiday festivities and work to partake in, the brothers of the Chapter certainly deserve commendation for the spirit with which they undertook their various tasks.

At all the meetings and parties that were held here during the past two or three months the representation was very near to one hundred percent. Especially are the married brothers and alumni to be given credit for their spirited activities.

On Sunday, December 11, Theta Chapter helped in the installation of Xi at the University of Michigan at Ann Arbor. Upon our arrival there on Sunday morning, we were met at the station by a committee of the brothers-to-be and escorted to their chapter house at 803 South State Street. The house is laid out splendidly for fraternal purposes and as many as thirty persons can be accommodated comfortably therein.

At noon, we were treated to a very good lunch prepared by an old southern ducky cook under the supervision of Brother Richard Haven.

The ceremonies began at 2:30 o'clock and by six o'clock the last of the Neophytes were thanking their lucky stars that it was all over. Then the formal banquet was held at the Michigan Union.

Theta Chapter is now located at its new quarters at 965 Jefferson Avenue, East. On December 28, we gave a smoker in our new rooms at which several members of Xi and about twenty prospective members were entertained. The newly purchased piano gave forth notes of melody accompanied by the violin and saxophone.

At our last meeting, Brother Thomas A. Yager was elected editor of the Theta News, succeeding Brother Rudolph C. Schmidt who asked to be relieved of his duties because of heavy work. Then also ten new men were pledged for admission. These men will very likely be admitted into membership some time next month making about fifty brothers in Theta.

Plans are now under way for a dance to be given in the near future. It has not yet been decided upon whether it will be formal or informal.

January 18, 1922.

KAPPA, GEORGIA SCHOOL OF TECHNOLOGY

KAPPA Chapter of Delta Sigma Pi is fast becoming the most representative organization at Tech for there is scarcely an activity in the School of which we cannot boast of a member. In scholarship activities we are well represented in members on the honor roll and in the honor societies. Kappa came in for two of the three members from the School of Commerce to be elected to the honorary fraternity of Phi Kappa Phi. We are therefore proud of Brothers Sessions and Newton. Brother Sessions also won the Gold T awarded to the ten highest Juniors last year. The numerous members who were on the honor roll last year will no doubt be repeated this year when the new list is announced in February.

In every branch of sport we are most nobly represented by our Headmaster Brother Barron. Captain Barron will lead the Golden Tornado in the big battles next year against Notre Dame, Navy, Georgetown and Auburn. Brother Baron has been honorably mentioned by Walter Camp for two years and has been on the composite pick for the All-Southern team for two years. He is also captain of the 1922 Baseball team and has been, since his entrance into the School, a star on this team. On the varsity baseball team we also have Brother Liddell as catcher, Brother Morgan as third baseman, and Brother Edwards as first baseman.

In February, Brother "Lightning" Barron will uphold the colors of the White and Gold at the John Hopkins meet as he so nobly did in the meet last year. Although he weighs over 180 pounds, he makes the hundred in ten and the two-twenty fast enough to win almost any race. Every one is pulling for him this year in basketball so that he can enter the hall of fame of Tech by being one of the very few to make four major letters in one year.

In the clubs of school, Kappa comes in for its share once more. Brothers Barron and Edwards are members of the ANAK Senior Society, Brother Morgan of the Koseme Junior Society. Brother Barron is President of the Wearers of the T while Brother Morgan is

Secretary of the organization which has put Georgia Tech at the top in the South in athletics.

On January 21, we will have about ten neophytes going into the unknown world and, we hope, all will survive the punishment for their past sins. The initiation will be followed by the first banquet of the year. All brothers in the vicinity of Atlanta at that time are most cordially invited to attend.

Before closing we might mention that Brother Newton is Business Manager of the annual—the BLUE PRINT. He will accept with pleasure any information as to how to make this publication the most effective annual ever placed in the hands of the students of Georgia Tech. January 1, 1922.

LAMBDA, UNIVERSITY OF PITTSBURGH

LAMBDA Chapter with twenty-seven men who are interested in the promotion of the activities of the Fraternity this year has opened the new year with a renewed interest and looks forward to a most successful year. It is the intention of the officers to hold frequent smokers alternating with good fellowship meetings, at which meetings some prominent speakers from various businesses and professions will meet with the brothers.

The New Year was started with a dance which was the biggest and the most enjoyed dance since the installation of the chapter. Similar dances are being planned at stated intervals during the year. The chapter has been one of the most active in the University this year and is receiving the recognition that Delta Sigma Pi deserves in every university.

From the "pep and enthusiasm" manifested in the new membership campaign there will be a very sudden growth in the live membership of the Chapter on February 22, when there will be twelve to sixteen new members initiated into the mysteries of the Fraternity. Effort is being made to get more day school men in that there may be a closer affiliation of the various schools of the University.

Lambda, although only half a year old has begun casting about already for a fraternity house and it is hoped that this matter will all work out in the near future and that Lambda may be able to offer brothers visiting in the "Steel City" the things that lies deep in the hearts for "Delta Sigs" everywhere.

The School of Commerce of the University is growing rapidly and will offer to the business world more graduates this year than at any time since its organization. Delta Sigma Pi is well represented in the Association and the class activities this year. The affairs of the Fraternity are well under way and we take pride in the fact that there will be two Lambda men on the roll as candidates for degrees, Brothers L. D. Nichols, and W. F. McVey.

The outlook is good for the year, not only in having an excellent group of fellows soon to enter which will bring the membership of Lambda to forty. We extend our greetings to all the other chapters and wish them all the best of success during the entire year. January 18, 1922.

MU, GEORGETOWN UNIVERSITY

WITH the approach of the coming year Mu Chapter is looking forward to the completion of plans that augur much for Delta Sigma Pi. We are peculiarly situated in that we have the advantage of allying ourselves with men who are doing things in the political world today while our members are also taking a part in the program of developing the country's foreign trade. We have access to matters of diplomacy and a number of us are preparing ourselves for a diplomatic career. Our head master, Richard P. Butrick is leaving for Valparaiso, Chile, where he has been assigned as Vice Consul by the State Department.

We expect that when the next examinations are held by the State Department, we will have additional brothers representing the country at foreign posts.

We have held several successful smokers at the University Club, at which sometimes as many as forty prospects appeared. We plan to hold our first initiation in the month of January intending at the time to increase our membership by about fifteen men.

Those of us who remained in Washington during the summer spent a good many idle hours at our improvised camp on the Potomac. We even managed to hold a dance there and our swimming parties and wienie roasts brought only a call for more.

The Foreign Service School has now an enrollment of about four hundred men, many applicants not having been accepted because of lack of accommodations. Although certificates are given to those completing two years of work, new courses have been added enabling the student to continue for two years more. Other courses will be added at the beginning of the next semester, and it is expected that a full year course will be outlined in the near future.

Brother L. S. Rowe, Director General of the Pan American Union, is now conducting a class entitled "Latin American Seminar", dealing with political elements and conditions in Latin America, while Brother W. A. Reid, Foreign Trade Advisor to the Pan American Union, is giving a series of lectures on the history of Latin America.

We take this opportunity of calling the attention of our brothers to the fact that the various Government Departments are depositories and disseminating agencies of vast stores of current information. Few people realize what an immense and well developed organization they have at their command. The members of Mu Chapter, stationed in many of the Government offices may frequently be of service and hasten to assure you that they will be delighted to have you call on them by addressing an inquiry to the News Editor, M. A. Cremer, Latin American Division, Dept. of Commerce, Washington, D. C.

January 5, 1922.

NEW YORK ALUMNI ASSOCIATION

New York, N. Y.

BRINGING the Old Timers together should be a no little job for the New York Chapter, because amongst its members are the oldest brothers of the fraternity. This should especial be difficult on account of the lack of facilities. You all know that Alpha has no house (but, we are going strong for one).

During last year we had a few dinners of the "rally 'round the flag" type, and averaged about seventy-five Old Timers. The dinner given to Brother George V. McLaughlin in honor of his appointment as State Superintendent of Banks was especially well attended.

This year the Chapter is running a series of four dinners with the thought in mind of giving the brothers some serious talks on subjects of interest; but, a subject hardly obtainable in books. At the first dinner, Mr. J. Edward Meeker, the Economist and Statistician of the New York Stock Exchange delivered a two hour talk, giving us the history, development and an insight of the detail of operating the Exchange. Eighty-five attended this affair, and all went away enthusiastic for more talks of the same nature.

Since most of the New York Chapter are Alpha men, it is natural that you find the Old Timers back every now and then to attend the Alpha initiations and smokers.

Financially, we are doing all we can to make the Alpha House a reality.

January 9, 1922.

CHICAGO ALUMNI ASSOCIATION

Chicago, Illinois

○ N September 12, 1921, the chapter of the Chicago Alumni Association was instituted, the meeting being held at the Beta Chapter house. There were twenty-seven members of Beta present and the following were elected officers:

President, J. H. Gilbey,
Secretary-Treasurer, Jas. A. Civis.

Since this time two meetings have been held with good attendance. At the last dinner held at the Beta house, the topic of discussion was, "The Present Business Condition." This was led by members of the faculty of Northwestern University.

The members of the Chapter are out to enlist the services of every man not in school to promote the undergraduate chapter and the School of Commerce.

January 18, 1922.



*The International Fraternity of***DELTA SIGMA PI**

Founded at New York University

November 7, 1907

"A fraternity organized to foster the study of business in universities; to encourage scholarship and the association of students for their mutual advancement by research and practice; to promote closer affiliation between the commercial world and students of commerce, and to further a high standard of commercial ethics and culture and the civic and commercial welfare of the community."

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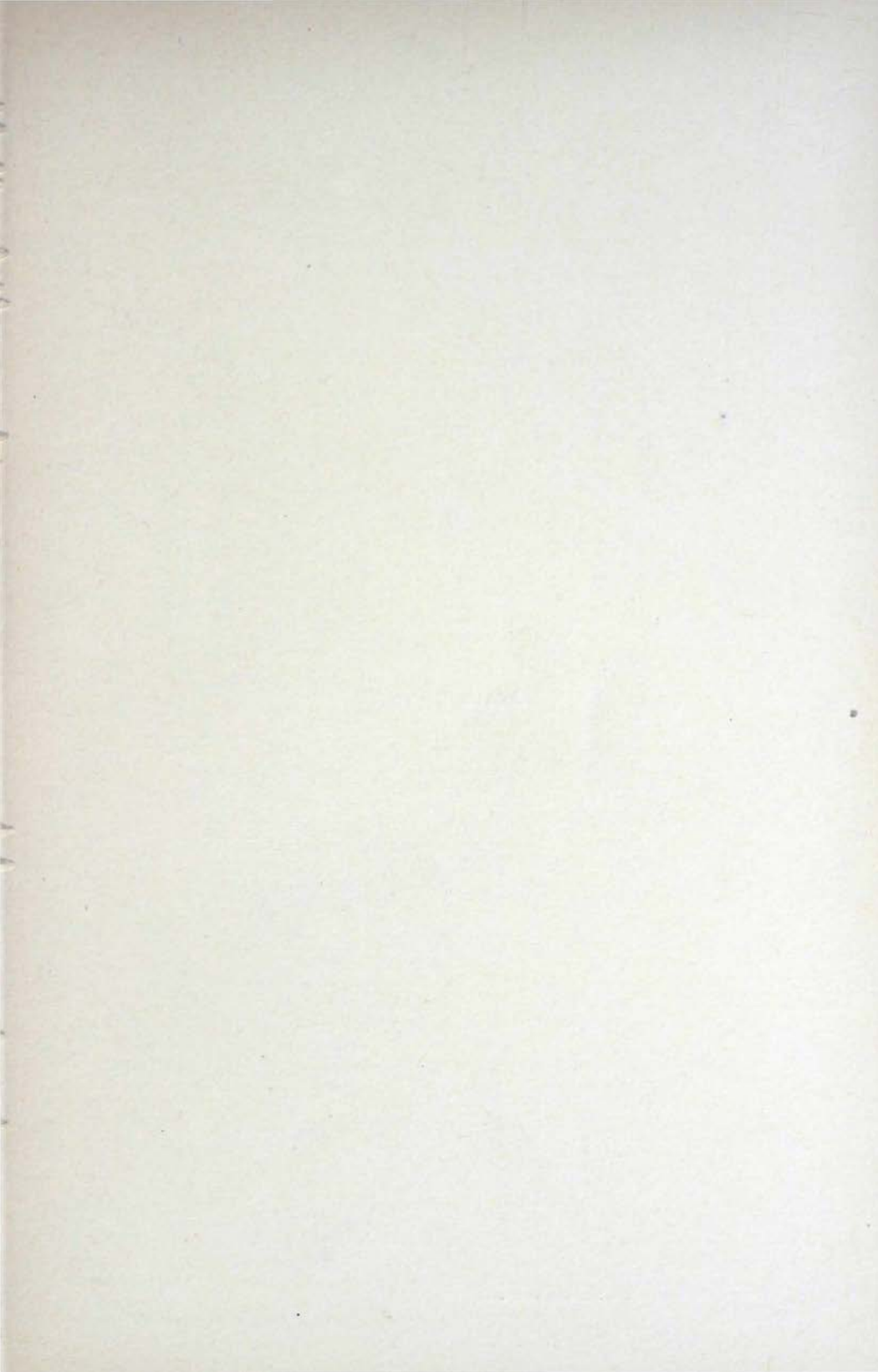
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