

The
DELTA SIG

Vol. XIX

FEBRUARY, 1927

Issue 2



**"THE YOUNG MAN AND
MODERN BUSINESS"**

By David F. Houston



**A Feature Article on
Northwestern University's
New School of Commerce
Building**



The DELTASIG

Published by the International Fraternity of Delta Sigma Pi

H. G. Wright, Editor

VOLUME XIX

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THE DELTASIG, official magazine of the International Fraternity of Delta Sigma Pi, a professional Commerce fraternity, is published four times a year, in the months of November, February, May and August. Articles offered for publication should be presented at least two months previous to the date of publication. Chapter letters, alumni news and similar information should be sent in accordance with special instructions prior to each issue. This information is usually required on the first day of the month in which the magazine is issued.

Neither the Editor nor the Board of Directors is necessarily in sympathy with any of the opinions expressed in THE DELTASIG. We feel that one of the most important missions of a fraternity magazine is to cause the members to think about themselves; thought being the chief desideratum, authors are sometimes solicited for expressions of opinions in the feeling that their opinions are wrong, but likely to stimulate argument.

Members of the fraternity are requested to contribute special articles on business subjects and news items concerning alumni.

PUBLICATION OFFICE—111 N. Walnut St., Champaign, Ill.

EDITORIAL OFFICE—1502 Fisher Building, Chicago, Ill.

Entered as second-class matter at the postoffice at Champaign, Illinois, under the Act of August 24, 1912.

PRINTED IN U. S. A.

The DELTASIG

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The Young Man and Modern Business

By DAVID F. HOUSTON

President, Bell Telephone Securities Company

In October, 1925, Stanford University opened the first Graduate School of Business in the west. It seemed fitting that before the activities of the new school should become crystallized, to call into conference a number of leading educators and business men. Pursuant to this thought, about one hundred men came to Stanford in March, 1926, and devoted three days to the careful and systematic discussion of the status of business education and the problems facing the School.

One of the principal speakers at this conference was David F. Houston, President, Bell Telephone Securities Company; formerly Secretary of Agriculture and of the Treasury, and formerly Chancellor of Washington University, St. Louis, Mo. His address on *The Young Man and Modern Business*, which was delivered at a joint session of the Stanford Conference on Business Education and the General University Assembly was extremely interesting and valuable, and it is felt that the readers of THE DELTASIG will enjoy it very much. The entire address is reproduced herewith by permission of the Graduate School of Business of Stanford University, and the address is copyrighted by the Stanford University Press.

THE EDITOR.

tenths of them are foreign-born or of foreign-born parents.

I was brought up in a state which has only six thousand foreign-born; and I have not yet learned to find my way about easily in any other one of the forty-eight states. It is always a great satisfaction and great comfort and great inspiration, a source of optimism, to make a trip through this nation of ours and to realize even from a slight inspection what it means. One cannot realize what it is and what it means by sitting down in any one part of it, and especially on the Island of Manhattan.

There are people there who think they know all about America, whose western limit of travel is the Hudson River. I remember having an argument not so long ago with a lady who told me she was "going West." I congratulated her, and asked her where she was going. She said, "To Columbus, Ohio." I told her I thought that was East; and told her of a forest ranger I had met up on the Chetco River, right on the Pacific. To establish contact with him, I asked him where he was born. He answered, "Here." "Ever travel?" "Yes." "Been East?" "Yes." "Boston?" "No." "New York?"

IT IS always a very great pleasure to me to get away from New York and see something of America. New York is a very interesting city. It makes a very strong appeal to one's intellectual faculties; but, physically, it is a crime. And it is also interesting to note in passing that of its six millions of people four and two-

“No.” “Washington?” “No.” “Buffalo?” “No.” “How far East did you get?” He said, “I got quite a bit away down in Idaho.” He had been much farther East than most Easterners have been West.

It is a very peculiar pleasure to me to come to this institution, not only to see again some of my friends here, but to see one of the illustrations of a certain sort of wisdom that is very rare in these United States of America, even on the part of those who manage institutions and who ought to know better.

You would suppose that educational institutions would know enough to plan; but they do not, and they have not. There are a few shining exceptions—of them, one, of course, is Stanford. Another is the University of Virginia, which was planned by a man who had vision, one Thomas Jefferson; and there are only two or three others.

It has seemed to me auspicious that this undertaking which we are considering here today should be launched in an institution which has from the beginning planned, and it has seemed to me that it is pursuing the right course in giving further thought to this enterprise before it gets much older.

I have no formal talk to make to you. President Wilbur suggested that I say something about modern business and the young man. I have been wondering what is meant by modern business. I imagine I am right in saying that it is business since about the time when I was a boy; not since 476, when I believe the Roman Empire more or less fell; or since 1492, or even since 1776.

As I have thought about the matter, I have wondered if fifty years ago

business and its processes did not more nearly approximate those of several centuries before than conditions today approximate those of fifty years ago. I can remember (and my life spans the period from that ancient world of 1876 to the present) when everything we used, except clothing and shoes and a few other things of the sort, was locally produced and locally distributed. All the meat we had was locally produced and locally consumed, if one had the maxillary power to consume it. I remember we had to hack it on a block until we made a kind of a hash of it before we could cook it. I do not suppose anybody in this audience ever saw that sort of thing. The chickens and eggs were locally produced and locally consumed. The vegetables were locally produced and such fruit as we had; and we had vegetables and fruit only in season.

In 1876 we had very few typewriters. We had no electric lights. We had no electric power. We had no electric railways. We had no telephones. We had no automobiles. We had no aeroplanes. We had no radios. We had no “movies.” We had a few railroads, one of which reached out in this direction; and those we had were very inferior. Traveling on them was an adventure. One could never tell whether he would get where he was going or not, or when he would get there, fifty years ago.

In 1876 there was a genius who had been working in his laboratory trying to discover something, and he produced the telephone. It is interesting to note that the arc light was developed in that year, and commercially used two years later; and that Mr. Edison had set up his laboratory in Menlo Park in '76, the same year; and that in 1882, they were ready to es-

tablish the first power plant to operate on Pearl Street in New York.

Today typewriters are so numerous that the art of writing by hand is disappearing. One does not have to know how to spell any more—we can leave that to the girls. The electric plants have developed to the point where they represent an investment of seven and three-quarters billions of dollars; public utilities, twenty billions of dollars; telephones, more than three billions of dollars—developed to a point where a person in this country who can use the instrument can, within a reasonable time, talk to any other person in the nation; where one can telephone one's photograph or one's fingerprints if one is unfortunate enough to have one's fingerprints telephoned. And automobiles are getting so thick that it is difficult to cross the road in most parts of the nation. We now have more automobiles than telephones. We can ride more than we can talk, and that is saying a great deal.

The state of Iowa, a farming state, has more automobiles than it has telephones, and it has sixty-five thousand more automobiles than it has families. We are spending enough on automobiles annually to extinguish the entire national debt in less than two years—about fourteen billions of dollars.

We are spending seven hundred millions of dollars a year on "movies"—as much as the ordinary expenditure of the federal government before the Great War; and about four hundred millions for the radio.

In 1776 we declared our independence of a political power. It begins to look as if in 1876 we declared our independence of nature, or, rather, as if we declared our determination to control nature and make her serve in

a higher and higher degree our purposes. In that year we had a population of 45,000,000 people; today we have 117,000,000. Then our national wealth was \$40,000,000,000; today it is \$320,000,000,000. Our exports fifty years ago were about \$600,000,000; last year they were about \$4,800,000,000. The number of our savings bank deposits fifty years ago was about 2,000,000; today it is 45,000,000 for \$23,000,000,000. Our insurance policies then numbered 900,000; today they number 90,000,000, with insurance written approximately in the amount of \$70,000,000,000, fifteen billions more than the pre-war wealth of France. We then produced about 2,000,000 tons of pig iron; today we produce 31,000,000 tons. Then we produced 383,000,000 gallons of petroleum; now 30,000,000,000 gallons.

Our manufacturing products were valued at \$4,000,000,000 then; today at \$60,000,000,000. Then we spent \$83,000,000 on education; and now we spend \$2,000,000,000 or more than all of the rest of the world combined for which statistics are available.

Today we produce 43 per cent of the world's coal; 52 per cent of the world's lumber; 52 per cent of the world's copper; 52 per cent of the world's cotton; 60 per cent of the world's pig iron; 72 per cent of the world's petroleum; and we consume 71 per cent of the rubber. We have 34 per cent of the railroads, and about 60 per cent of the world's telephones and telegraphs. We have 83 per cent of the world's automobiles, and nearly 50 per cent of the world's gold.

Yet we have only 6 per cent of the world's population.

Now, how is it that this nation of

117,000,000 people has such a large percentage of this material wealth? I think there are two controlling factors. The first, I think, was indicated by Washington when he spoke of the unity of government as the main pillar of our liberty and prosperity. Then he referred only to the thirteen colonies; and now we extend from ocean to ocean with a unity which permits any individual anywhere who has the brains or the means to utilize anything anywhere in the nation. This unity is the thing which has made this nation economically great. That is it.

Think of Europe for a moment. There are twenty-six nations in Europe. Fourteen of them have an average area which is the same as that of South Carolina; and an average population equal to that of Ohio; each with its nationalistic aspirations, its separate governmental set-up, its jealousies and hatreds, and its trade barriers.

Suppose you were to divide the United States east of the Mississippi into fourteen such nations. We would not know how to transact business.

The other factor, and it seems to me an even greater influence, was what Lincoln indicated when he said that the thing which would make this nation great was the promise we held out that we would lift the weights more and more from the shoulders of the average man and give him a chance; and we have measurably made good in this respect as is shown by the fact that we spend more than all the rest of the world combined for education.

Now, not only is it true that this country in fifty years has had a phenomenal economic growth and has reached the stage where its wealth,

its standard of living, and its productive powers are the amazement of every intelligent foreigner who visits it; but it is also true that the forces seem to be promising to work in many directions with further acceleration.

I have attempted to outline this change which has come over business in the last fifty years, in less than my lifetime, partly to emphasize the point at this stage that you young men and you young women who may go into business must use your imagination while you are reacting on facts.

I have found very few business men who have enough imagination to keep up with America, or who have had enough imagination to keep up with America; and any man who tries to do business—especially a business of any considerable magnitude—who does not know the past and the processes and the forces at work, and does not try to imagine the future, is likely to be at least an unsatisfactory handler of his enterprise.

I remember, when we were organizing the Federal Reserve System, having as a witness a member of one of the largest enterprises in America, I asked him how many banks he would create. He said, "The minimum." I asked him why and he said, "Because there are not enough banking resources in the country to justify more than the minimum. In fact, there ought not to be as many as eight."

I asked him if he was thinking of today or tomorrow. He asked me what I meant. I said, "How many people has this nation gained in fourteen years, since 1900?" He said he did not know. I said, "It has gained 23,000,000, a nation of Americans, with a producing power greater

(Continued on page 126)

Northwestern University's new School of Commerce Building

THE FOUNDATION AND HISTORY

By WILLARD E. HOTCHKISS, *Beta*
First Dean of the School of Commerce
Present Dean of the Graduate School of
Business, Stanford University

THE Northwestern University School of Commerce was opened nineteen years ago. Its purpose was to enable young men and women to obtain in business training of a university

grade. It aimed especially to give this opportunity to persons who were actively employed in business and to that end, classes were held largely outside of business hours—in late afternoon and evening.

The Chicago Association of Commerce, the Illinois Society of Certified Public Accountants

WITH the great increase in registration in the Schools of Commerce throughout the country, many universities are awakening to the needs of this infant in professional education and are providing adequate facilities, comparable to the facilities provided for the colleges of medicine, law, dentistry, engineering and others. The modern School of Commerce is of relatively recent origin, the principal growth having taken place only within the past fifteen years. Most of the colleges have had to be content with whatever facilities were available in various buildings on the university campus.

But when the future of the Schools of Commerce was assured, many universities began the construction of separate buildings to house this department. In the columns of *The DELTASIG* we will publish a series of articles on the leading Schools of Commerce which have constructed and equipped separate buildings for their department, and this, the first article of this series, is on the wonderful new Commerce building recently erected and equipped by Northwestern University, Chicago. Several universities have constructed a special building for their School of Commerce before Northwestern did, but none have provided a more elaborate or complete building, or better equipment, for both immediate and future needs than has Northwestern.

The new Commerce building at Northwestern, together with equipment, has cost approximately \$1,000,000—the building itself costing \$900,000.00 and the equipment about \$115,000.00. Northwestern University can be particularly proud of this wonderful building and the wonderful School of Commerce it has, and the aspiring young business men and young business women of Chicago will find facilities and an instructional staff there that is second to none. Wieboldt Hall should be an inspiration to every student who enters its portals!

The following articles, contributed by three of the men who have had most to do with the establishment of this School of Commerce, with its present high standing, and with the erection and equipping of their new building, will give you an excellent idea of the present facilities offered by Northwestern in their School of Commerce. At the close of these articles will be found a summary, by the Editor, of the various student organizations connected with this department, and a brief outline of the part that Beta chapter of Delta Sigma Pi has played in the affairs of the School for many years. The many pages of photographs and floor plans speak for themselves.

—THE EDITOR.

and the Industrial Club of Chicago, all cooperated with the University in establishing the School. Each of these organizations appointed representatives on the executive committee of a board of guarantors of fifty-six business men, largely members of the three organizations. This board of guarantors underwrote the budget for the first three years of the School's existence.

In spite of the trail blazed by a number of other universities, training for business was not far advanced in 1908. Resources at the start were not such that the School could hope to make its contribution to the subject by offering at once a large number of courses. It could not cover all the departments of business, nor could it train technicians in the several business functions. Making a virtue of necessity, but going at its task in a way that has now found universal approval, great emphasis was laid on business analysis. Business men who were asked to give their support were assured that it was no part of the aim to offer a substitute for experience or to emphasize greatly the training of technicians. Happily the modesty of its aims seems to have been the strongest argu-

ment in securing cooperation from active business.

The early experiences undergone, in the effort to maintain such standards as would insure maximum service and the greatest possible contribution to the science and teaching of business, need not detain us here. That the efforts of faculty, university authorities, friends, and of the students of the School throughout all these years, have borne abundant fruit, is demonstrated by the magnitude and quality of the work done, the distinction of the faculty, and the high place that former students are taking in the business world.

The extraordinary growth of the School during the nineteen years of its history, the place it holds in the community and in the educational world, the contributions it is making and has made to teaching and to business science are too obvious to require elaboration.

There are, however, some high spots in this story of remarkably steady and consistent development, which are especially worthy of notice. Among these are the opening of the Evanston department for full time college students in 1912, the establishment of the bureau of business research, the growth

of the graduate division, the development of a splendid and well balanced business library, and of an effective and helpful personnel department. Following these and other important events in the history of the School, moving into the magnificent plant on the beautiful North Shore campus now comes as a fitting sequel to all that has preceded.

Out of this brief but inspiring history, the second metropolis of our land is now provided with an institution that having given training that has added greatly to the effectiveness of some twenty thousand of its business employees, is now offering instruction to one-fourth that number every year. Alongside the benefit which the business community enjoys in having this body of trained people to draw on, it also has without cost, to it, the services of a discriminating employment and placement bureau, which supplies employers with properly trained and selected students and graduates. The Bureau reports annual salaries of students placed last year, aggregating nearly \$2,000,000. In the Bureau of Business Research important business problems are being subjected to careful scien-

tific analysis and standards of business practice are being worked out and tested.

Those who watched the School through the early stages of its growth, and have taken satisfaction out of its ever expanding service to the business center in which it is located, will all rejoice to see it established in a home worthy of its past and of its assured future. Its many friends, wherever they may be, will look to Chicago to give it the support which it has richly earned.

ITS PRESENT AND FUTURE

By RALPH E. HEILMAN

Present Dean of the School of Commerce

THERE HAVE been several important stages in the development and evolution of the Northwestern University School of Commerce. The School was established in 1908 and during the first few years of its existence it confined itself entirely to evening classes. In 1919 the day school was established for regular full-time university students, on the Evanston campus. In 1921 the Graduate Division was established, operating both on the Evanston campus and in Chicago, to provide instruction for graduate students. Each of these Divisions of the School has grown, both in numbers and in

strength, and today these three divisions constitute integral and coordinate parts of the School.

The registration figures in this connection are interesting:

CHICAGO DIVISION

1908-1909	255
1909-1910	369
1910-1911	539
1911-1912	507
1912-1913	519
1913-1914	650
1914-1915	752
1915-1916	856
1916-1917	1079
1917-1918	946
1918-1919	1002
1919-1920	2841
1920-1921	3370
1921-1922	3211
1922-1923	3527
1923-1924	4231
1924-1925	4371
1925-1926	4789

EVANSTON DIVISION

1919-1920	241
1920-1921	323
1921-1922	372
1922-1923	357
1923-1924	407
1925-1926	427

The Evanston Division requires two years of pre-commerce work in the College of Liberal Arts, so the figures for the Evanston Division indicate upperclassmen only, juniors and seniors.

In September, 1926, the School moved into its splendid new quarters in Wieboldt Hall on the McKinlock Campus, Lake Shore Drive and Chicago Avenue, Chicago. The building is especially designed to serve the needs of the School and is well equipped with class rooms, lecture rooms, laboratories, faculty offices, student club rooms, seminar rooms, etc.

The plans for the immediate present contemplate that the undergraduate or collegiate school will remain on the Evanston campus, where it now occupies Commerce Hall. This building, in Evanston, was completely remodeled three years ago to serve the purposes of the Evanston Division. It houses class rooms, administrative offices, seminars, laboratories in accounting and advertising, and also the Library of Commerce and Economics.

Under the new arrangement the Commerce building in Evanston will remain as the Evanston headquarters of the School and Wieboldt Hall becomes the Chicago headquarters.

In Wieboldt Hall there will be ample opportunity for expansion of the evening, part-time and Saturday classes. These are in no sense extension courses, but are integral courses

within the University. They require the same time, cover the same work, utilize the same faculty and give the same credit as the day courses. Wieboldt Hall is planned to accommodate approximately 7500 students in these classes, and it seems not improbable that the registration will reach that number in the not distant future. Here also will be developed the half-time educational program in cooperation with leading Chicago industries. Already some such courses are being given in cooperation with several of the large insurance companies.

Furthermore, an important and significant program for the expansion of the post-graduate work in Wieboldt Hall has been launched. Many college graduates come to Chicago to enter business or employment who have no training nor formal instruction in business subjects. Many other graduates come to the city who have graduated from a collegiate School of Commerce, but who desire to pursue further training in these fields. In order to meet this demand of college students the Graduate Division will offer both full time and part time courses.

Thus Wieboldt Hall promises to become a veritable "beehive" of educational activity, both during the day and evening hours.

WIEBOLDT HALL

By E. C. DAVIES, *Beta*

*Assistant Dean of the School of Commerce, and
Chairman of the Building Committee*

WHEN THE School of Commerce of Northwestern University was established some eighteen years ago, it was assigned quarters in the Northwestern University building in Chicago. This building also housed the Law School and the Dental School, and although as the Tremont Hotel it had played an important part in the social and political history of Chicago, it could hardly be looked upon as an ideal college building in spite of the numerous changes and alterations made by the University when the building was first acquired in 1901. During the early years of the School, however, it served the purpose as the number of students was small and the classroom space adequate for their needs. With the rapid development and growth of the School during the period following 1918, this space became decidedly inadequate. Not only the

rooms assigned to the School of Commerce but also all of the rooms in the building were used nightly. In spite of this, the corridors and halls of the building were congested and the classrooms became so crowded that it was necessary to limit the registration. It was, therefore, most welcome news to the administration of the School of Commerce when the announcement was made that a new campus had been acquired.

This new campus was made possible through the generosity of Mr. George A. McKinlock and was named the Alexander McKinlock Campus in memory of his son who lost his life during the world war.

With the acquisition of a new campus all of the professional schools immediately began to make plans for new buildings and a campaign was started to raise the necessary funds. This campaign was successful and on Friday, May 8, 1925, Ground-Breaking Ceremonies were held and ground was broken for the Wieboldt Hall of Commerce, the Levy Mayer Hall of Law, the E. H. Gary Library of Law and the Montgomery Ward Memorial Medical and Dental Center.

Wieboldt Hall, the new home of the School of Commerce, was made possible through the gifts of students, alumni, various Chicago corporations and a substantial sum from Wieboldt Foundation of which Mr. W. A. Wieboldt was the founder. The building was named in honor of Mr. Wieboldt.

Construction work was carried on as rapidly as possible and on Friday, June 11, 1926, Corner-Stone Laying ceremonies were held. During the summer of 1926 the completion of the building was carried on and on October 14 the building was opened for classes.

The building itself conforms with the type of architecture carried out on the McKinlock Campus. It is constructed of Indiana limestone, with slate roof, in modified Gothic design. The interior construction is of steel and concrete, absolutely fireproof in every respect. It is an eight-story structure, fronting seventy-two feet on Chicago Avenue and one hundred and eighty feet in depth, with a tower rising an additional six stories above the main portion of the building to a total height of one hundred and eighty-seven feet. The first two floors occupy the full ground

area but above the second floor the structure shapes itself into the form of a U with the opening toward the west, thus insuring all rooms outside light.

Coming into the main entrance on Chicago Avenue, the visitor steps into a spacious lobby floored with Tennessee marble and paneled in walnut. At the right a wide staircase leads to the second floor and at the rear of the hall are elevators ample to fully take care of the students. On this floor there are also four classrooms, one smaller classroom and three memorial rooms made possible through gifts from the families of James B. Forgan, John G. Shedd and Clement Studebaker, the three rooms being named in honor of these leaders in finance, merchandising and manufacturing. The Commerce Book Store is also located on the first floor.

On the second floor is the Reading Room of the Schaffner Library, named in honor of Joseph Schaffner, whose family contributed the funds necessary to build and equip this library. The Reading Room will seat over two hundred and fifty students comfortably. On each wall are built-in bookcases and on each side of these the walnut paneling reaches to the ceiling.

This Library was designed by the Yawman & Erbe Mfg. Company, one of the leading experts on library equipment in the country, and the files, charging desk, chairs, and tables were designed and installed by them, and is comparable in every respect to any university library in the country. The front portion of the third floor has been given over to a Library Stack Room, which is equipped with the most modern library stacks and has a capacity of forty thousand volumes with space available for forty thousand more volumes which can be added at any time.

The remainder of the third floor is devoted exclusively to student activities. The Woman's Club Room is pleasingly located on the east side of the building with a magnificent view of Lake Michigan. It has paneled walls and both furniture and draperies, designed by an interior decorator, are in keeping with the School and the comfort of the students. The Men's Club room known as the Commerce Club is a large room containing over five thousand square feet with walnut paneled walls and rubber-tile flooring especially designed for its attractive appearance and so that it can also be

utilized for dancing when necessary. This rubber-tile flooring was designed and installed by the United States Rubber Company. The furniture was designed and selected by the interior decorator of the Erskine & Danforth Corporation, Chicago, and compares favorably with that in the finest of metropolitan clubs. Between these two club rooms is a kitchen equipped for the preparation and serving of teas, luncheons or dinners.

The fourth and fifth floors of Wieboldt Hall are devoted to classrooms and laboratories, with special offices for the School of Journalism, the Employment Bureau, the Director of Personnel and the Bureau of Business Research. These four departments are units within the School of Commerce and on account of their direct contact with the student body are located on these floors.

Considerable time and effort was expended by the building committee in planning the classrooms, both as to size and the type of furniture to be used. An effort was made to provide the proper proportion of large and smaller classrooms and with the exception of two seminar rooms

each seating twenty-four students the rooms range in size from those seating forty-eight to those with a capacity of ninety, with one large lecture hall seating one hundred and sixty-seven. In the large classrooms opera tablet-arm chairs have been used but in the majority of rooms a specially designed pedestal-arm chair was adopted. This chair was made by one of the leading manufacturers of school furniture according to plans and specifications prepared by the School of Commerce. In the Laboratories and special-purpose classrooms specially designed tables and chairs have been installed; these are used primarily for classes in which writing or desk work is required.

The sixth floor is devoted entirely to administrative and faculty offices. Here is to be found the General Office in which student records, tuition records, et cetera, are kept, the offices of the administrative officers, the large Faculty Conference Room for faculty meetings and committee meetings, and a series of faculty offices for members of the faculty. Sufficient office space has been provided in the building so that every member

of the staff of one hundred and twenty-five instructors has desk space and office facilities.

The furniture used in the equipping of the Dean's office, the Assistant Dean's office, the Faculty Conference Room, the Secretary's office and the Director of the Graduate Division was all designed and furnished by the Erskine & Danforth Corporation, Chicago, and is of the early American period. The rubber-tile flooring throughout the building was designed and installed by the United States Rubber Company.

On the seventh floor are located two classrooms and the administrative offices of the Institute of Land Economics and Public Utilities; also offices for the director and staff, and two large laboratories for research in the Institute.

Considerable thought was given to the mechanical equipment of the building. The ventilating system, insuring a constant supply at all times of fresh and washed air, has been installed to obviate the necessity of opening windows properly to ventilate the classrooms. In all the classrooms the latest design of indirect lighting equipment

has been used. This is especially important in that the building is to be used primarily for evening class work. In all of the corridors rubber-tile flooring has been used, thus insuring to the students freedom from unnecessary annoyance or interruption from classroom work. Linoleum has been used to cover the floors in the classrooms and working spaces. The heating system is of the hot-water type, selected after considerable study by the Building Committee and architects.

The building provides ample accommodations for the present and will adequately take care of an increase of at least sixty per cent without making use of any of the rooms available in any of the other buildings on the campus.

Considerable time and effort has been put in by the architects and the Building Committee of the School of Commerce in working out the plans. It is believed that the building will prove adequate and satisfactory for many years to come, and it is hoped and expected that Wieboldt Hall will prove one of the most complete commerce buildings among American colleges and universities.

STUDENT ORGANIZATIONS AND
DELTA SIGMA PI IN THE
SCHOOL OF COMMERCE

By H. G. WRIGHT, *Beta*

DURING THE first few years existence of the School of Commerce at Northwestern University, when the registration was only four or five hundred students, the student body was more like one large family. It was quite possible in those days to know the majority of the students in the department.

The first organization effected in the department was an all-inclusive student organization, and it was known as the Student's Organization, which was changed in 1913 to the Commerce Club of Northwestern University. This club was developed, in the next ten years to the point where it was the largest and finest club of its kind in the country. Every male student in the department was eligible to membership and the high record membership of some 1300 students was reached in 1925. This club has always maintained club rooms in the university building, held a regular program of professional and social events, and has been an invaluable assistance to the departmental officers in creating a fine spirit of loyalty among

the students of the department. During the past fifteen years, ten of the presidents of the Commerce Club have been members of our chapter at Northwestern, and the members of Delta Sigma Pi have been very active in the successful development of this club. It was through the efforts of members of Delta Sigma Pi that the club dues were increased in 1920 and succeeding years to the point where the club could put aside a substantial surplus each year for the sole purpose of properly equipping a beautiful club room in the new Commerce building that it was known the School would erect sometime in the near future. The result was that when this building was erected last year the club had some four thousand dollars in cash which, through the co-operation and generosity of the School of Commerce officials, enabled the Commerce Club to equip one of the finest club rooms in the city of Chicago, in the new Commerce building, with some 5,000 square feet of space, and at a cost of approximately \$10,000.00. The interior decorations and furniture for this room were designed and supplied by the Erskine & Danforth Company of Chicago, one of the leading furniture

companies of that city, and the rubber-tiled floor, especially executed for this club was designed and installed by the United States Rubber Company.

Now membership in this club is compulsory, and every student is charged a nominal fee on his tuition bill and all male students are now members. Likewise a monthly magazine called *Northwestern Commerce* is published by the club and copies distributed to every student in the department.

Several years after the organization of the Commerce Club, a similar club, called the Lydians, was organized among the women students and they too have a well designed and comfortable club room on the same floor as the Commerce Club.

There are now nine fraternities in the School of Commerce, and two of them, *Alpha Kappa Psi* and *Delta Sigma Pi* were organized in 1911. *Alpha Kappa Psi* nationalized that same year whereas the group that is now the *Beta* chapter of *Delta Sigma Pi* did not nationalize until two years later. These two fraternities were alone in the field until about 1920 when the other fraternities made their first appearance and we now have among our competitors in the

department in addition to *Alpha Kappa Psi* the following:

Tau Delta Kappa

Beta Phi Nu

Epsilon Delta Alpha

Psi Gamma Rho

Alpha Chi Epsilon (insurance)

Alpha Gamma Pi (accounting)

Kappa Alpha Lambda (advertising)

Most of these have been organized within the last two or three years and are local in character.

There are also four sororities, all organized within the last four years:

Phi Chi Theta

Phi Gamma Nu

Chi Delta Alpha

Arrows

There is also a chapter of the national honorary scholastic society, *Delta Mu Delta*.

During the fifteen years that *Delta Sigma Pi* has operated at Northwestern University (thirteen of which have been as *Beta* chapter of *Delta Sigma Pi*) our chapter has always played a most active and important part in the affairs of the School. Members of *Delta Sigma Pi* were the leaders in the Student Campaign of 1920 which resulted in the increase in number

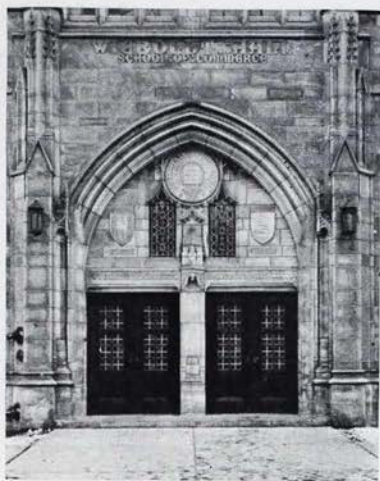
of students from 1000 to 2800. Likewise they were very active in the campaign conducted among the students and alumni, which resulted in subscriptions totaling \$208,000.00 toward the erection of the new Commerce building and a loving-cup, donated by the university, adorns the mantel at the Beta chapter house—given by the university in appreciation of the efforts put forth by the *Beta* brothers in this successful campaign.

Delta Sigma Pi was the first fraternity in the School of Commerce to establish quarters of its own, and was the only fraternity maintaining a chapter house for over seven years. Within the last two years three additional fraternities have opened chapter houses. Our chapter first maintained an apartment on North Dearborn Street in 1916, then moved to the house at 58 E. Elm Street, where it resided for two years; then after seven years at 72 Cedar Street it purchased in 1925 the house it now occupies at 42 Cedar Street, and is the only fraternity in the department owning its own home. This house has ample facilities for housing thirty brothers and has been a very successful undertaking, both financially and otherwise.

Since its inception *Beta* chapter has initiated a total of 269 members, and for many years has been one of the largest and most active chapters among the forty-one chapters in the fraternity. About four-fifths of the alumni of *Beta* chapter still reside in the Chicago district and an active alumni club is maintained with 135 members. This club sponsors many professional and social activities during the year, and through the services of a Committee on Placing, assists in the placing of many members of the fraternity each year in satisfactory business connections.

As we look back to the early days of the School of Commerce and compare the six classes of that time with the hundred of today; the eight classrooms of then with a total seating capacity of only 588, with the 25 classrooms of today with a seating capacity of 1405; the four hundred students of that time with the 4800 of today, we must agree that the intervening years have been years of much progress and advancement. We know that with the plans now formulated, and the excellent administrative officials at the head of the department, will insure even greater progress and advancement in the fifteen years to come.

Views of
The School of Commerce
Wieboldt Hall



The Entrance — Wieboldt Hall

NORTHWESTERN UNIVERSITY

McKinlock Campus

Lake Shore Drive and Chicago Avenue

CHICAGO



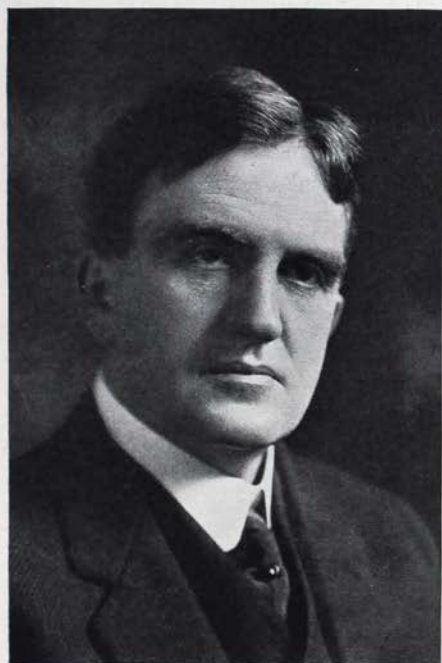
WIEBOLDT HALL



WALTER DILL SCOTT
President, Northwestern University



RALPH E. HEILMAN
Dean, School of Commerce



WILLARD E. HOTCHKISS
*First Dean, School of Commerce
Present Dean, Graduate School of Business,
Stanford University*



E. C. DAVIES
*Assistant Dean, School of Commerce
Chairman, Building Committee*







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Rubber tile flooring by the United States Rubber Company

GENERAL RECEPTION ROOM, INFORMATION DESK AND GENERAL OFFICES—SIXTH FLOOR



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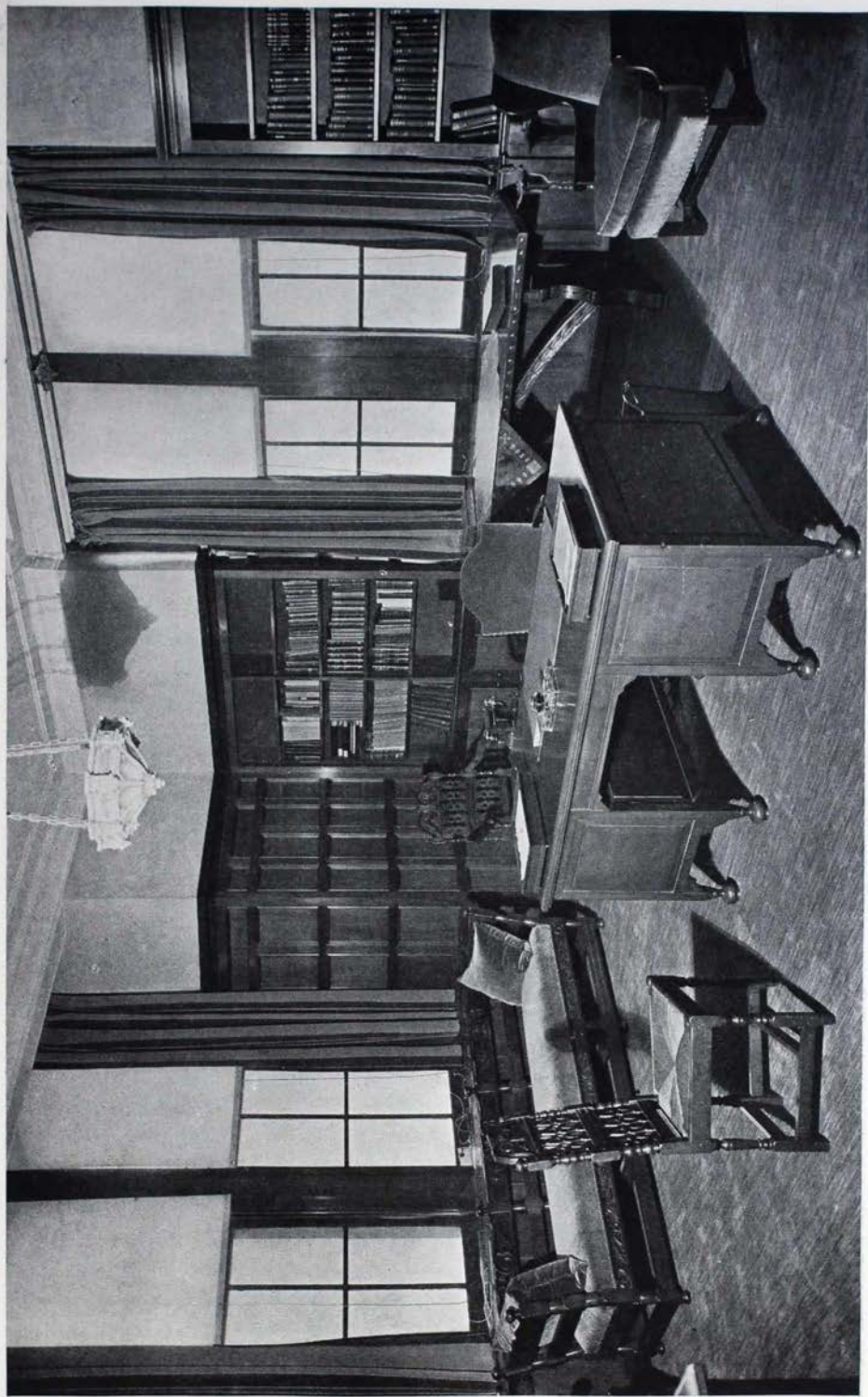
CONFERENCE ROOM—SIXTH FLOOR

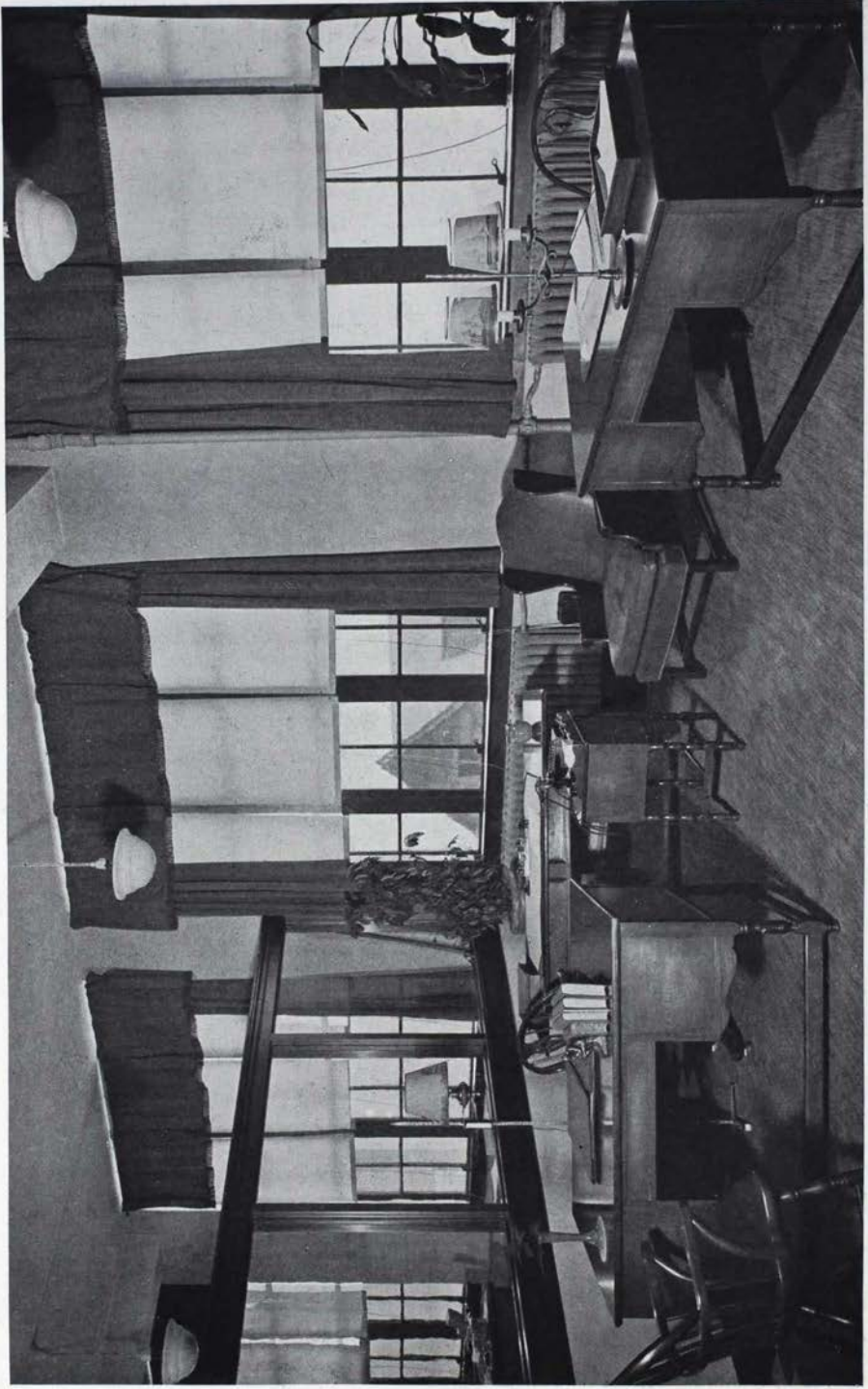


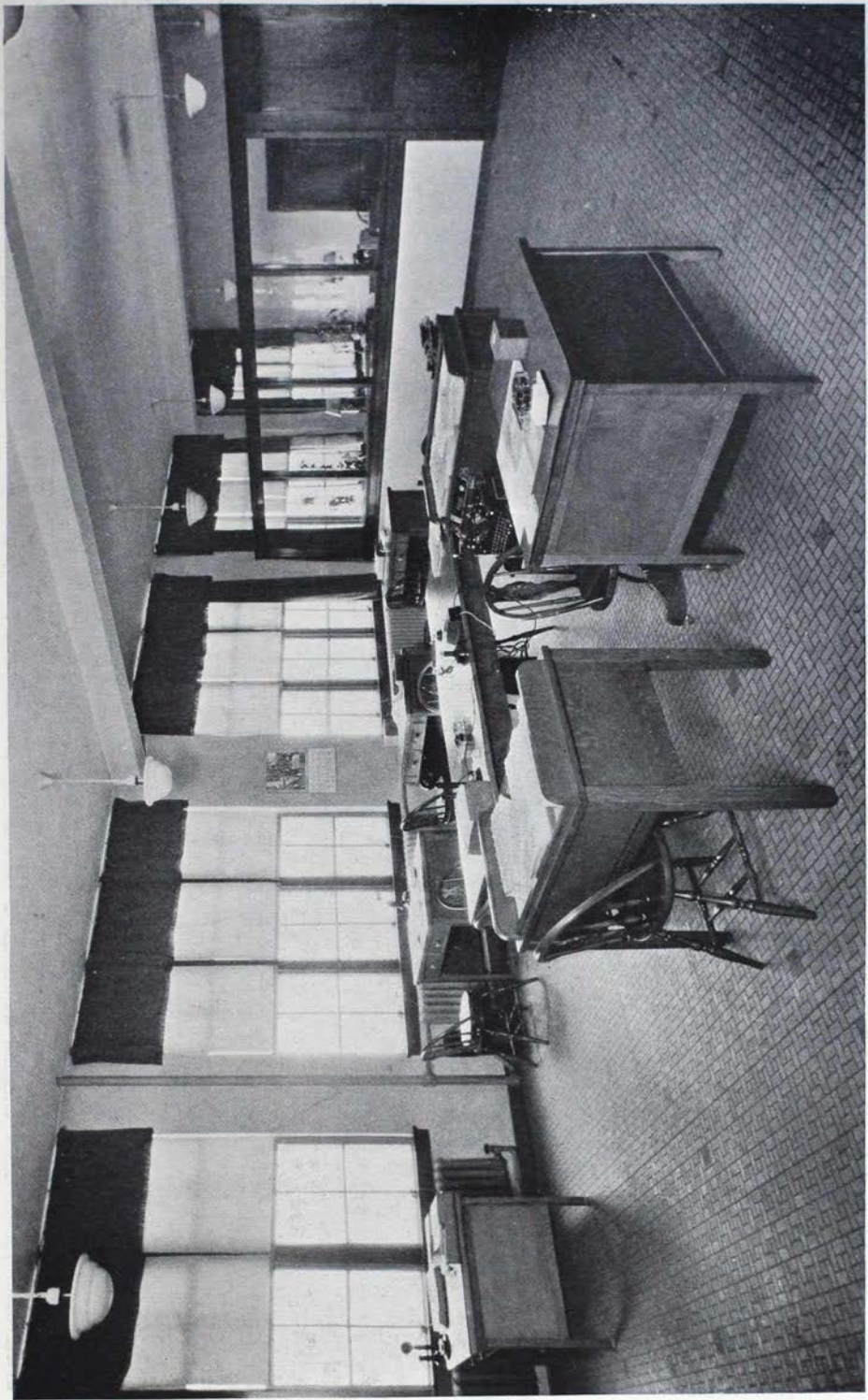
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Furniture by the Erskine & Danforth Corporation, Chicago

OFFICE OF THE ASSISTANT DEAN









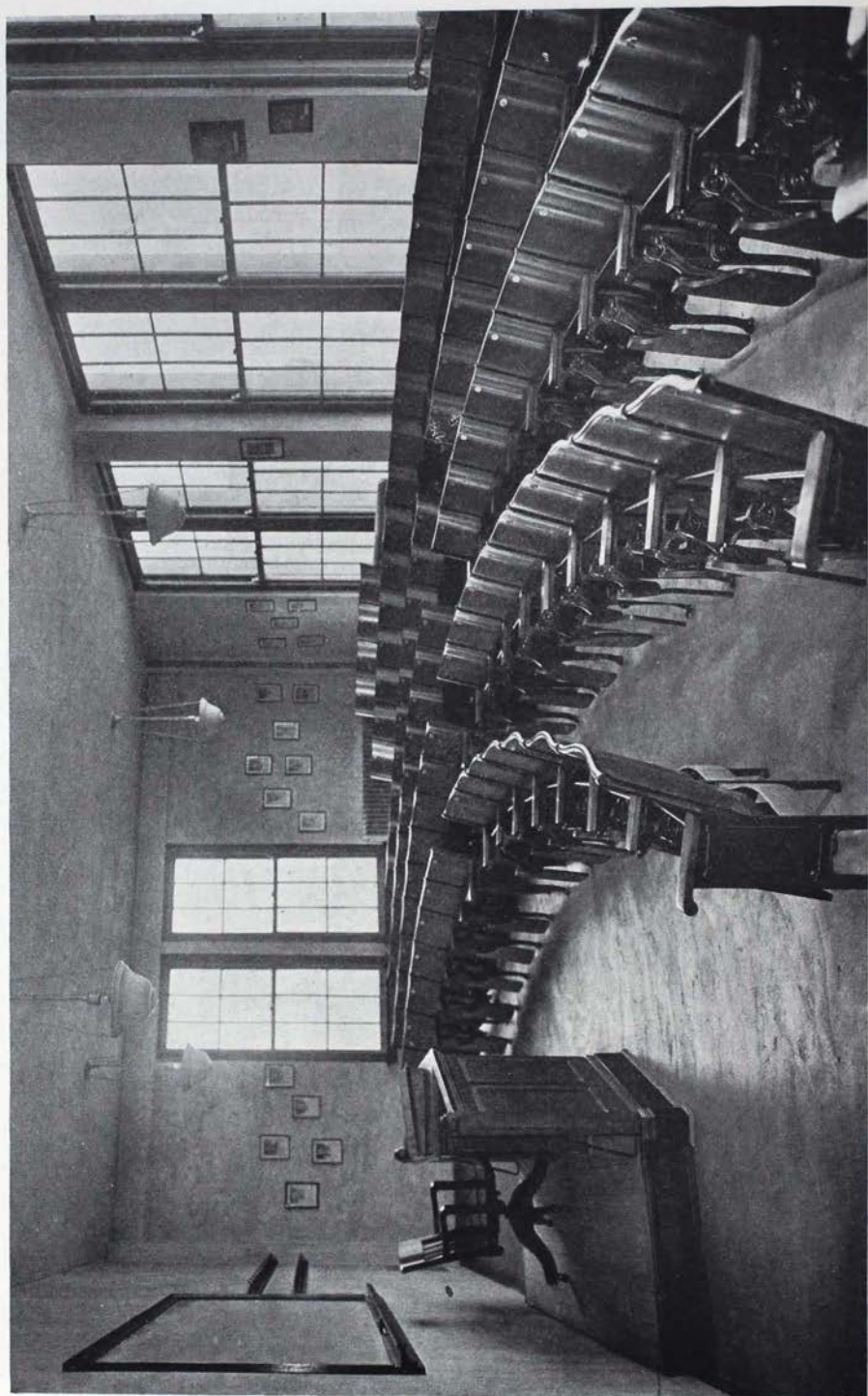


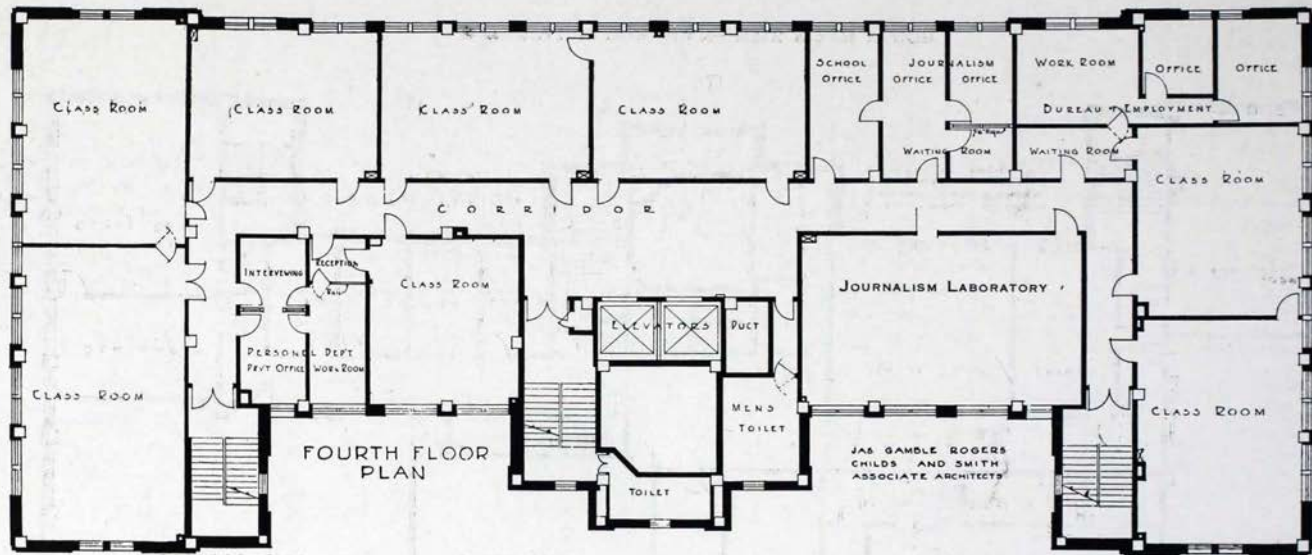
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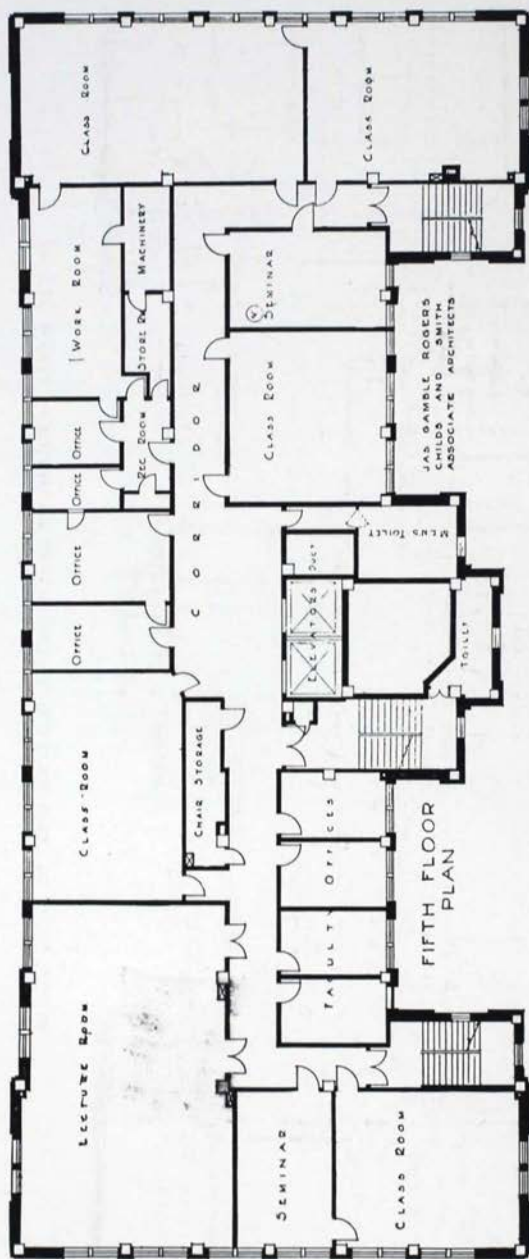
COMMERCE CLUB ROOM—THIRD FLOOR



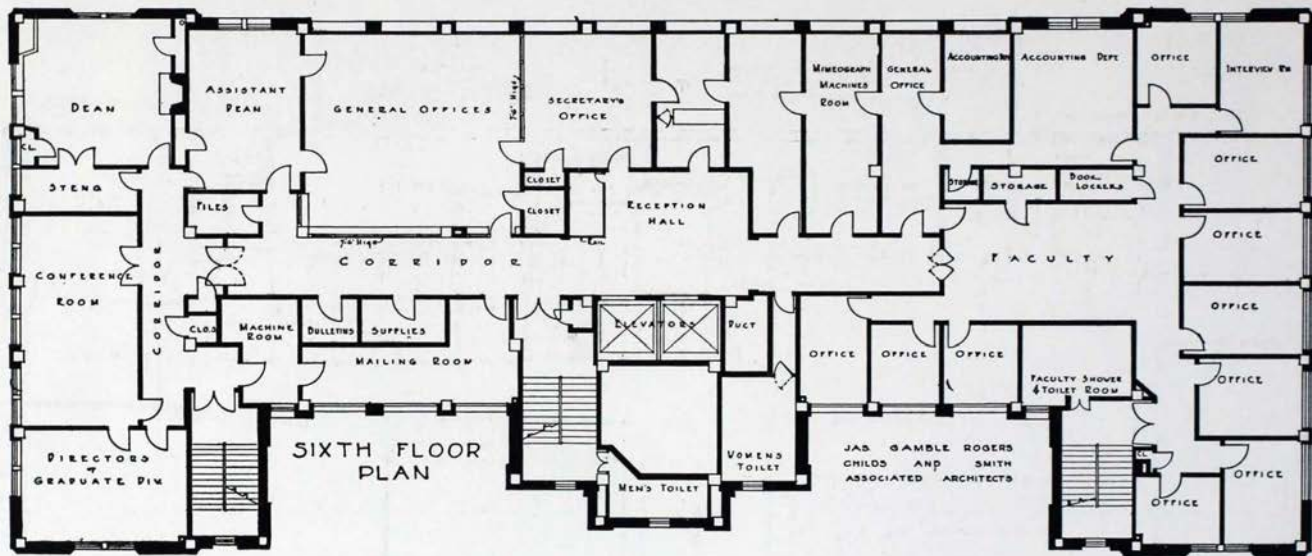


FOURTH FLOOR PLAN

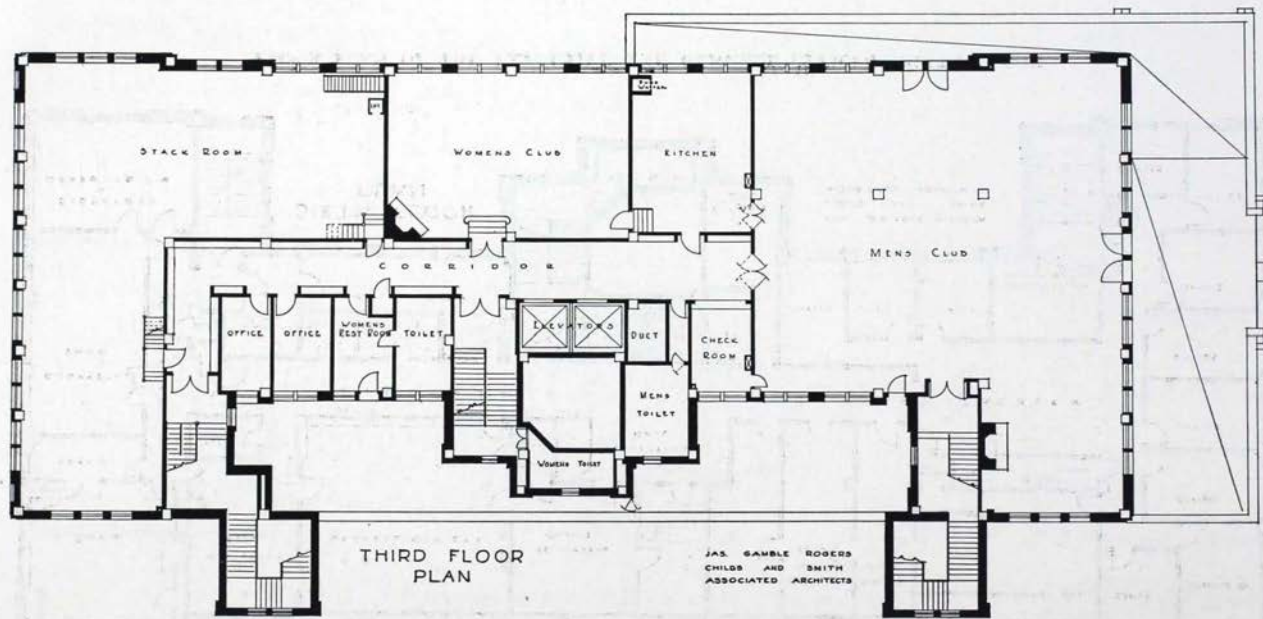
A TYPICAL FLOOR PLAN—THE FOURTH FLOOR



A TYPICAL FLOOR PLAN—THE FIFTH FLOOR



FLOOR PLAN OF THE EXECUTIVE AND GENERAL OFFICES—SIXTH FLOOR



FLOOR PLAN OF THE FOURTH FLOOR SHOWING FACILITIES PROVIDED FOR STUDENT ACTIVITIES



THE BETA CHAPTER HOUSE
42 Cedar Street, Chicago



The Origin and Growth of the Ready-Made Clothing Industry

By MARK W. CRESAP, *Beta*

The ready-made clothing industry has within recent years grown to be one of the largest industries in the United States. In this article Brother Cresap, who is secretary-treasurer of Hart Schaffner & Marx, internationally known clothing firm and the largest individual factor in the ready-made clothing business, gives a brief sketch of the origin and growth of this important industry.

Brother Cresap has for many years displayed a keen interest in the development of Northwestern University School of Commerce. He is a trustee of Northwestern University, and has rendered invaluable service to the university in many ways. He is one of the prominent business leaders of Chicago. He is a member of the board of directors of the First National Bank of Chicago.

—The EDITOR.

NOT much more than a hundred years ago there was no such thing as ready-made clothing, as we know it now. In colonial, revolutionary and early constitutional times in our country, the gentlemen wore brocades and laces and frills and the garments were for the most part made by London tailors.

The common people wore clothes made at home. Many were of skins but nearly every household had its spinning-wheel; the women folks spun the yarn and they either wove the cloth or had it woven at some local weaver's. They cut, trimmed and made the clothes, such as they were.

The first real business in ready-made clothing was the sale of second-hand clothes. The American gentleman of the first-class, when he had finished with his fine garments, disposed of them to the second-hand man and he, in turn, distributed them among the men of lesser means who felt they must wear gentlemen's clothing. Therefore, this distribution of second-hand goods might be termed the beginning of the ready-made clothing industry.

There was no rapid development in the business until about the time of the Civil War. Prior to that time men began to go into the business of manufacturing clothing and there was probably a considerable number engaged in it, although there are no statistics available on that point. The clothes were all designed the same way. The cloth was heavy and unwieldy, except some of the finer broadcloths, and the colorings were far from the beautiful effects that exist today.

Great stimulus was given to the ready-made clothing idea at the time of the Civil War. It became necessary then to produce uniforms in large quantities. There were hundreds of thousands of men who had to be clothed quickly and the necessities of the situation brought a realization of what could be done in the production of clothes for men.

What the war did was to simply show the possibility of ready-to-wear garments and the ease of producing

them in great volume. It was not until within the life of many men of today that style was introduced and the business gradually developed on a scientific and artistic basis.

The manufacturing clothier did two great things for the industry. He studied style until ready-made clothing sets the pace for fashion. He also learned to classify the human figure into groups and has expanded the number of groups until it is only a deformed man who cannot be fitted.

Furthermore, the manufacturing clothier has become an artist and he engages artists in his business. Few people realize the extent to which the genius of an artist must be put into clothes. In the first place, only an artist can design them successfully, because he must be versed in the effects of lines and in expression. A garment that does not show individuality would not last for a minute in the present day competition. Everything must be rightly proportioned and in the manufacturing of high-grade clothing, each garment must be a harmonious whole before it can be offered to the public.

The application of the artist's feeling does not stop with merely getting the right lines in a garment or the right touches in the lapel or sleeves. It extends, for example, to the buttons. It takes something more than

ordinary, every-day talent to place the right kind of buttons on a sack coat or an overcoat. The colorings, the shade, the general effects all require the eye of an artist. So it goes all through this process of tailoring clothes.

A second great stimulus was given to the ready-made clothing industry by the late war. With millions of men called into the service the men at home made more money; they bought more and better clothes. When the soldiers were mustered out it was another matter—materials had been commandeered by the government; there were labor troubles; the source of supply in Europe was shut off. These soldiers wanted clothes in a hurry. For the most part they went to retail stores to get them and in spite of all handicaps the clothing industry took care of them.

Today latest statistics show there are somewhere around 38,000,000 men in the United States who must be clothed. The majority of these men rely on the ready-made clothing industry to supply their needs. This huge modern-day picture makes an interesting comparison with that simple one of the old-fashioned American housewife a century earlier. There is no better illustration than this of the growth of our country and the development of its industrial history.

The Grand Officers of Delta Sigma Pi

BROTHER H. O. WALTHER needs little introduction to the members of the fraternity in the Central Province, which province he served as director in 1925-1926. He has been one of the most prominent and active members of the fraternity.

Our Grand President was born at De Funiak Springs, Florida, on March 11, 1895. His parents moved to Watertown, Wis., where Herm graduated from high school in 1913. He then entered the hardware business with his father, and moved in 1916 to Stigler, Okla., where for two years he was one of the proprietors of Walther Bros. Ranch. He was in the army from 1917 to 1919, and on being mustered out from the army matriculated at the University of Wisconsin, from which he graduated in 1923.

Herm was the first Head Master of our Psi chapter at Wisconsin and has served the Wisconsin Deltasig Housing Corporation as president for many years. He was responsible, more than any other brother, for the erection of the wonderful house Psi chapter owns.

After graduation from Wisconsin he entered the real estate business in Madison with A. T. Uehling Company, spending two years with this firm. In January, 1926, he moved to Evanston, Ill., where he was associated with the Institute for Research in Land Economics and Public Utilities, and also carried post graduate work at Northwestern University. He received his M.B.A. degree from

Northwestern in 1926, and in August of that same year became associated with Gordon Strong & Company, Chicago, property managers, as manager of their mortgage department, which position he still holds.

He was a member of the finance committee of the fraternity in 1925 and 1926 and also director of the Central Province. He was chairman of the General Committee in charge of the Grand Chapter Congress held at Madison last September, at which Congress he was the unanimous choice of the brothers for Grand President during the coming term.

BROTHER H. G. WRIGHT, better known as "Gig," our Grand Secretary-Treasurer, needs no introduction to members of the fraternity. His history has been published several times in the columns of THE DELTASIG.

For the benefit of the recently initiated brothers suffice to say he was born at LaHarpe, Ill., in 1893, graduated from the Kewanee (Ill.) High School in 1911, then entered Northwestern University School of Commerce, where he was in attendance for two years, out for four in business, and back for two years more, graduating in 1919. He was a charter member of Beta chapter and served this chapter as treasurer and head master. He was the originator of the *Beta News*. He was active in student affairs while in college, and was elected to *Delta Mu Delta*, honorary scholastic society.

He was Beta's delegate to the Bos-

ton convention in 1917 and to the New York convention in 1920. He was elected Grand President of the fraternity in February, 1920, and reelected in September, 1922. After serving four and one-half years as Grand President he was elected Grand Secretary-Treasurer in September, 1924, and reelected in September, 1926.

Starting as a stenographer in a wholesale coal office in Chicago, "Gig" worked his way successfully through the ranks—first as traveling salesman, then branch office manager, then general manager of a medium-sized coal sales agency. In 1920 he organized the H. G. Wright Coal Company, which company acts as distributors of high-volatile coals from Kentucky, in the western market.

He has been the outstanding worker in the fraternity, and during his several terms in office has ably directed the advancement of Delta Sigma Pi.

BROTHER R. C. SCHMIDT, *Theta*, was born in Chicago in 1895, moving to Detroit while a youngster, where "Rudie" graduated from the Eastern High School in 1912. He entered the University of Detroit in 1917 and was one of the principal organizers of our *Theta* chapter and served two years as its Head Master.

"Rudie" graduated from the University of Detroit in 1921. He organized the Detroit Alumni Club of Delta Sigma Pi and served as its first president. He was elected to the Board of Directors in 1922 and was reelected in 1924 and again in 1926. He has served as a member of the finance committee of the fraternity for many years, and has been chair-

man of this committee for the past four years.

"Rudie" has been affiliated with the Burton Abstract & Title Company in Detroit for many years, and is at present assistant secretary of this company. He is also a member of the board of directors and is treasurer of the Fred Burton Investment Company of Detroit.

BROTHER A. KEATE COOK, *Sigma*, claims Salt Lake City as the place of his birth, and after graduating from the East Salt Lake City High School entered the University of Utah from which he was graduated in 1924. Keate was one of the charter members of *Sigma* and served as its first scribe, and was master of festivities for two years. He was also instrumental in organizing the Salt Lake City Alumni Club and served as president of this club for one year.

He was elected to the board of directors in 1924 and reelected in 1926, and is now a member of the finance committee of the fraternity.

In business he is now a junior partner and assistant manager of the Cook Tea & Coffee Company of Salt Lake City.

BROTHER EDWIN L. SCHUJAHN, *Psi*, was born at Oshkosh, Wis., on May 8, 1898. He graduated from the Fond du Lac (*Wis.*) High School in 1915. He enlisted in the First Wisconsin Field Hospital of the Wisconsin National Guard and went overseas with the Field Hospital Company No. 126 of the 32nd Division. He saw active service on the Alsace sector, Aisne-Marne Offensive, Oise-Aisne Offensive and the Meuse-Argonne Offensive.

Went into Germany with the army of occupation. Discharged May 29, 1919, and is at present holding a reserve commission.

"Ed" started out to be a pharmacist, but changed his mind after becoming a registered pharmacist in the state of Wisconsin and he entered the University of Wisconsin in 1920, graduating in commerce in 1924.

He was a charter member of *Psi* chapter. He was elected to *Beta Gamma Sigma*, honorary commerce fraternity, to *Phi Beta Kappa*, honorary scholastic fraternity, and to *Phi Kappa Phi*. Since graduation he has been one of the most active alumni in the fraternity, serving first as district deputy and then as director of the Missouri Valley Province of the Fraternity. Since graduation he has been in the employ of the Washburn-Crosby Company of Minneapolis and his present position is assistant to the eastern territorial sales manager.

He was elected to the board of directors of the fraternity at the Madison Grand Chapter Congress in September, 1926.

BROTHER GEORGE W. YOUNG, *Alpha*, was born at Yonkers, N. Y., on March 23, 1898. Graduating from high school in 1914 he first went to work for the American Felt Company as "chief stamp lickler and clerk." Transferring his affections to Montgomery Ward & Company he advanced to the rank of department manager when the World War broke out. Enlisting in the navy in May, 1917, he saw the world through a porthole for a couple of years. After being mustered out he secured a position with the Aeolian Company and has in the past eight years advanced to the rank of superintendent

of their principal factory, the Weber Piano factory in New York City.

Incidentally, but of vital importance, he graduated from New York University, served as Head Master of our *Alpha* chapter, was elected to *Delta Mu Delta*, honorary scholastic society, and also served as president of the New York Alumni Club of Delta Sigma Pi.

George has been one of our most active workers in the New York district and has served as director of the Eastern Province of the fraternity. He was elected to the board of directors by the Madison Grand Chapter Congress in September, 1926.

BROTHER ARTHUR W. GRAY, *Chi*, was born in Baltimore on January 15, 1896, and received his education at the Baltimore High School and the University of Maryland, from where he was graduated in 1923.

"Art" was the principal organizer and served as the first Head Master of our *Chi* chapter at Maryland, which chapter was transferred to Johns Hopkins University in October, 1926, when the latter university absorbed the College of Business Administration of the University of Maryland.

He was elected to the board of directors of the fraternity in September, 1924, and reelected in September, 1926. In business he is associated with the Commercial Credit Company of Baltimore.

The Court of Appeals

BROTHER PHILIP J. WARNER, *Alpha*, Chief Justice of the Court of Appeals, is one of the old-timers in Delta Sigma Pi, having been the sixty-seventh member initiated into *Alpha* chapter.

Phil was born at Danville, Pa., on

May 15, 1891, graduated from High School in Bbooklyn, N. Y., and then entered New York University. He served as Head Master of *Alpha* chapter one year when that chapter comprised the whole fraternity; he was chairman of the reorganization committee which drafted the constitution and laid plans for establishment of an international professional commerce fraternity. He served as a member of the board of directors of Delta Sigma Pi from January 22, 1914, to July 31, 1914; as Grand President from July 31, 1914, to August 3, 1915.

He was elected at the Chicago convention in 1922 to a six-year term as Chief Justice of the Court of Appeals. He was president of the New York Alumni Club one year; has served this club also as a director. He has served on various committees at one time or another, and has always displayed a keen interest in the affairs of the fraternity and of *Alpha* chapter.

Practically his entire business career has been in connection with The Ronald Press Company, where he has occupied every position from junior office-boy to the presidency, which he has held for the past four years. He is rather modest in his statements as to his business success, but we in the fraternity know that he has been largely responsible for the continued growth and success of The Ronald Press Company, one of the largest publishers of business and college text books in the country.

Brother Warner is a C.P.A. in the State of New York; and also holds the degree of LL.B. He is a member of *Phi Delta Phi* legal fraternity.

BROTHER FRANK J. MCGOLDRICK, *Alpha*, has been one of the stand-bys in *Alpha* chapter. Frank was born in New York City on November 12, 1889, graduated from the Xavier High School, New York City, in 1906, and then entered New York University. He was the 104th member initiated into *Alpha* chapter, his date of initiation being May 11, 1912.

He served as treasurer of *Alpha* under Head Master George Strong in 1914. He was Grand Secretary-Treasurer of the fraternity from August 3, 1915, to August 28, 1916, and was Grand President from August 28, 1916, to September 10, 1917. He was elected to the board of directors of the fraternity at the New York convention in 1920 and served from February 10, 1920 to September 17, 1922, when he was elected as associate justice of the Court of Appeals, and reelected in September, 1924, which office he still holds, his term expiring in September, 1930.

He was editor of THE DELTASIG many years ago; he assisted Wesley Steele in the compiling of the first fraternity directory. He and Frank Miller gathered the funds with which *Alpha* chapter secured another house after the World War. He has always been very much interested and very active in the house corporation of *Alpha* chapter.

During his term of Grand Secretary-Treasurer the third chapter, *Gamma*, of Delta Sigma Pi was added to our ranks.

Brother McGoldrick is also a graduate of Fordham University, and served a term as vice-president of their alumni association. He passed his New York bar examination in 1919 but has never practiced.

In business, Brother McGoldrick was associated with the General Elec-

tric Company as assistant to the auditor of their New York district from 1914 until he entered the navy as chief petty officer. After the war he was with C. A. Andresen & Son, Inc., brokers in hides and skins until March, 1923, when he went with the Guaranty Trust Company, where he is now in charge of one of the divisions of the corporate trust department.

BROTHER CHARLES T. COBEEN, *Delta*, was born in Janesville, Wis., on March 5, 1898, and graduated from the Marshfield (*Wis.*) High School. He entered Marquette University in 1918, where he was the principal organizer of and served as the first Head Master of our *Delta* chapter. He also served as president of the Senior class, and was elected to Banderole, the honorary scholastic fraternity at Marquette.

Brother Cobeen has been the most active alumnus in our Marquette chapter; he organized the Delta Sig Housing Corporation, which owns and operates the *Delta* chapter house. He was instrumental in the organization of the Milwaukee Alumni Club of Delta Sigma Pi and has served it as both president and secretary-treasurer.

He was elected Grand Secretary-Treasurer of Delta Sigma Pi in September, 1922, and a member of the Board of Directors in September, 1924. At the Madison Grand Chapter Congress in September, 1926, he was elected to a six-year term on the Court of Appeals.

Since graduation he has been manager of the Marquette Union until just recently when he resigned this position to become assistant manager of the Antlers Hotel in Milwaukee.

The Past Grand Officers

The first election of Grand Officers in Delta Sigma Pi occurred on January 22, 1914, when a meeting of all the undergraduate and alumni members of *Alpha* chapter was called. In view of the fact that a local fraternity at Northwestern was to be shortly installed as the *Beta* chapter of Delta Sigma Pi, a meeting was called at *Alpha* for the purpose of perfecting the national organization, the election of national officers, etc. Just how many attended this meeting, the records do not show, but the following officers were elected:

For the term, January 22, 1914, to July 31, 1914

Walter N. Dean.....Grand President
Harry C. Cox, Grand Secretary-Treasurer

DIRECTORS

Philip J. Warner
George V. McLaughlin
H. H. Brunner

The first meeting of what we now call the Grand Chapter was held on July 31, 1914, at the *Alpha* chapter house, 132 W. 4th Street, New York City. Martin Riley and James Leonard represented *Alpha*; Harold P. O'Connell was the *Beta* delegate, and Wolsley Conlin represented the New York Alumni Club. The following officers were elected and they served until August 3, 1915:

Philip J. Warner, *Alpha*.....
Grand President

Harry C. Cox, *Alpha*.....
Grand Secretary-Treasurer

DIRECTORS

Walter N. Dean, *Alpha*
H. P. O'Connell, *Beta*
James A. Civis, *Beta*

The second meeting of the Grand Chapter was held in Chicago on August 3, 1915, at the Hotel LaSalle.

Charles J. Ege represented *Alpha* chapter, Philip J. Warner represented the New York Alumni Club, and while eleven members of *Beta* attended this convention, the records are not clear as to which one was the official delegate. The following officers were elected at this meeting and they served until August 28, 1916:

Harry C. Cox, *Alpha*.....Grand President
 F. J. McGoldrick, *Alpha*.....
 Grand Secretary-Treasurer

DIRECTORS

Charles J. Ege, *Alpha*
 F. H. Bradshaw, *Beta*
 E. J. Bush, *Beta*

The third meeting of the Grand Chapter was held on August 28, 1916, in New York again, at the *Alpha* house, 132 W. 4th Street, and F. J. O'Brien was the *Alpha* delegate, Oscar Baddeley the *Beta* delegate, J. P. Conway the *Gamma* delegate. The following officers were elected and they served from August 28, 1916, to September 10, 1917:

F. J. McGoldrick, *Alpha*.....
 Grand President
 Robert E. Pearce, *Alpha*.....
 Grand Secretary-Treasurer

DIRECTORS

J. A. Kuebler, *Gamma*
 J. P. Conway, *Gamma*
 F. H. Bradshaw, *Beta*

The date of the fourth meeting of the Grand Chapter was September 10, 1917, and the place, Boston. The official delegates were George J. Strong, *Alpha*, H. G. Wright for *Beta*, Herbert Fallon for *Gamma* and Frank H. Miller for the New York Alumni Club, and the grand officers elected at that time and who served until February 10, 1920, were:

Charles J. Ege, *Alpha*..Grand President
 Frank H. Miller, *Alpha*.....
 Grand Secretary-Treasurer

DIRECTORS

George Strong, *Alpha*
 W. F. Brooks, *Gamma*
 E. R. Hoyt, *Beta*

The place of the fifth meeting was the McAlpin Hotel, New York City, the date February 10, 1920, and the official delegates were George W. Young for *Alpha*, H. G. Wright for *Beta*, C. B. E. Rosen for *Gamma* and James R. Leonard for the New York Alumni Club, and at this meeting the following officers were elected and they served from February 10, 1920, to September 17, 1922.

H. G. Wright, *Beta*.....Grand President
 J. B. Edgar, *Beta*.....
 Grand Secretary-Treasurer

DIRECTORS

A. F. Makay, *Alpha*
 F. J. McGoldrick, *Alpha*
 H. L. MANN, *Gamma*

The sixth Grand Chapter Congress was held at the *Beta* chapter house, 72 Cedar Street, Chicago, on September 15, 16 and 17, 1922. Sixteen of the twenty-one chapters in the fraternity at that time were represented with delegates, as were three of the alumni clubs. There was a complete revision of our laws at that time, and a Court of Appeals was created in addition to the board of directors. The following officers were elected and their term of office extended from September 17, 1922, to September 12, 1924:

H. G. Wright, *Beta*.....Grand President
 Charles Cobeen, *Delta*.....
 Grand Secretary-Treasurer

DIRECTORS

A. F. Makay, *Alpha*
 J. B. Edgar, *Beta*
 R. C. Schmidt, *Theta*
 C. W. Fackler, *Epsilon*
 F. J. Kenny, *Alpha*

(Continued on page 130)

THE ATHLETES

Edited by RALPH A. PALLADINO, Gamma

“A season of upsets, surprises and scandals.” Such in short is the expert’s summary of the past season. Teams heralded by pre-season dope as the future champions were ripped, torn and battered by the “underdogs” and forced to bow in defeat, not once, but often. Teams which were not even given an outside chance in the pre-season dope came through with victory after victory and in many cases, on their shoulders rest the title of champions of this or that section.

As we look back over the past season we wonder what part Delta Sigma Pi played in the various struggles for supremacy. So

account of playing on lesser known teams, or were playing on losing teams. But such is the life of the football star. We don’t claim this team to be the greatest All-American team in the country, but it is a mighty good one and could give any team a creditable battle.

Many other good players were considered for the various positions, and we want to give honorable mention to Brothers Redfield, *Alpha-Eta*, Doe of *Alpha-Mu*, and Grasfeder, *Alpha-Theta*, for the end positions; to Gibout of *Delta* and Lucas of *Alpha-Delta* for the tackle positions; to Hull, *Alpha-Pi*, Daly of *Zeta* and Philip of

THE 1926 ALL-DELTASIG FOOTBALL TEAM

Brother	University	Position
John Marshall, <i>Kappa</i>	Georgia Tech.....	Right End
Gordon Huber, <i>Rho</i>	California	Right Tackle
Clarence Raish, <i>Alpha-Delta</i>	Nebraska	Right Guard
Earl Benser, <i>Alpha-Mu</i>	North Dakota	Center
Jewett Hull, <i>Alpha-Pi</i>	Indiana	Left Guard
James Ford, <i>Zeta</i>	Northwestern	Left Tackle
Waldo Fisher, <i>Zeta</i>	Northwestern	Left End
Harold Golberg, <i>Alpha-Mu</i>	North Dakota	Quarter
Carter Barron, <i>Kappa</i>	Georgia Tech	Left Halfback
Virgil Schwarm, <i>Alpha-Theta</i>	Cincinnati	Right Halfback
Harry Jacobs, <i>Omega</i>	Temple	Fullback

the accompanying mythical All-Deltasig team has been selected from the many varsity players who wear the badge of our fraternity.

We can be proud of our football stars. Several of them gained national prominence and were picked on many All-Sectional teams. Others who played good football were forced to stay in the background on

Delta as guards. Also to O'Malley of *Delta* as center; to Waller of *Omicron* as quarter; and to Supple of *Alpha-Lambda*, Laws of *Alpha-Beta* and Green of *Alpha-Zeta* for the various backfield positions.

The committee wishes to thank the many brothers for the coöperation and assistance in making possible our second annual All-Deltasig Football Team.

EDITORIAL COMMENT

THE Central Office wishes to express its appreciation in this manner for the many greeting cards received during the holidays from the many chapters, alumni clubs and brothers. May 1927 bring all of you much health, happiness and prosperity.

CHAPTER ELECTIONS

BEFORE the next issue of *THE DELTASIG* will be mailed most of the chapters will have elected their officers for the coming year, and we hope each and every chapter will devote much time and thought to this important matter.

Every year some chapter or chapters make the mistake of electing to high office in the chapter some brother who is wholly unqualified for the work. The first and foremost requisite of a chapter officer is the time to serve and the inclination to serve. A member may have all of the ability in the world but if he will not give the time to his office, it will not be filled in a creditable manner. Don't pass out offices simply as campus honors—don't burden one brother with several major offices in different organizations. Divide the work and the responsibility.

Each year we see one or more of our chapters make the mistake of electing as *Head Master* a brother who may be a leader on the campus, or extremely popular, but who hasn't the time to devote to the work. That chapter is in for a bad year, although the members don't seem to realize it. They have ordered a bad year, and they are going to get it. Along about Christmas the chapter wakes up, realizes the mistake it has made, the *Head Master* either gets on the job or resigns in favor of someone else, and the chapter sets about to make up for lost time. Maybe it does, and maybe it doesn't. I presume this happens every year in every fraternity in existence. It happens in Delta Sigma Pi, but I hope it occurs less frequently with each succeeding year. It has happened this year.

But I urge that when your elections come

around this spring, you members will give more thought to this vital problem—and elect your major offices on the sole basis of merit, and inclination to serve and serve well. You'll be surprised what a difference it will make in your chapter NEXT year.

ON ACCOUNTS RECEIVABLE

IT seems to me that of all fraternities a professional commerce fraternity should operate in as business-like manner as any. If we can't conduct our business affairs in accordance with the most modern theories and practices of business, then what fraternity can?

The application of this principle has resulted in the creation of a standard accounting system for use by our chapters which I believe is one of the finest in the fraternity world. Developed by several members of the fraternity, three of whom were certified public accountants, and the others active fraternity workers, it combines a most complete system with brevity and flexibility.

But even the use of this accounting system does not and never will insure that every member of every chapter will leave his chapter free of debt to the chapter. But why should he owe it any money whatever? Why?

What shall we do with these alumni who have left the chapter owing undergraduate bills? This is a problem that many, if not all fraternities are vitally interested in. It has been a vital problem in Delta Sigma Pi in the past years, but strange to say the problem has existed at certain chapters only, but what problems they have been at those few chapters. How a chapter can have ample funds in the bank, owe no one money, and still have a group of undergraduates or alumni owing the chapter \$1800.00, \$1500.00 and \$1200.00 is almost beyond my comprehension. Yet we had three chapters in Delta Sigma Pi who reported such accounts receivable to the Central office at the close of last college year. And two of these

were in excellent condition otherwise; the third needed the money it had coming.

The more experience I have in this connection the more convinced I am that such a situation is the fault of the treasurer, plus an unwillingness on the part of the chapter to remove an inactive or negligent treasurer from office—afraid they will hurt his feelings. Why a chapter will retain a weak-hearted, spineless and speechless treasurer, or any other officer who fails to perform the duties of his office—well, I just simply can't understand it. The attitude of brotherly love ceases, so to speak, when we speak of fraternity finances.

There is no one more willing to create an agency where deserving brothers can secure financial relief, ample relief, but this should not be confused with those few brothers who are, putting it rather frankly, poor credit risks. And a treasurer who fails to collect makes it mighty easy for these few and mighty hard for his chapter.

Under our new rules, all chapters must report at the close of each year to The Central Office all its members owing it any money. No member appearing on these lists can secure an alumni card from The Central Office, be certified as in good standing, affiliate with any other chapter, join any alumni club, or receive the publications of the fraternity. The records of The Central Office are "fixed" in such a manner that it will be a rare case of where such a brother can "crash the gate" and secure a current traveling membership card.

The delinquent brothers will then be communicated with, the amount and details of their account explained to them, and they will be given an opportunity of paying the account in full, or offering reasons why the account should be partially or wholly adjusted. At any rate a satisfactory settlement will be effected, the amount collected by The Central Office and remitted to the chapter. Likewise any adjustment of accounts made by The Central Office will be accepted by the chapter. But after an opportunity will be given to all brothers to pay or satisfactorily adjust his account, and he still fails to answer the communications sent to him—there remains nothing else to do—suspension. Some chapters have been rather emphatic that expulsion should be resorted to under such circumstances; I for one differ on this score; I do not believe that non-payment of account justifies expulsion, except in rare and aggravated cases,

but I do believe that it calls for prompt suspension and that that suspension should remain in effect until the account IS paid.

Every member is now acquainted with this new policy, and there will be no excuse for any member leaving his college chapter owing it money—except deserving cases, under which circumstances the deserving brother will receive all the consideration and time required.

I do not mean to infer that every brother leaving a chapter owing it money is a "dead beat." I can easily see where it will at times be the fault of the chapter treasurer. But this is the rare case, and if it is the case, the first call from The Central Office for remittance to cover the account due will be heeded. But if a second, a third and a fourth call goes unheeded, that I am afraid that brother has a weak case.

I greatly admire the few universities who have established a rule that all degrees are withheld from their students if indebtedness to any local merchant or any organization is reported to the university office in due time. I do not believe that fraternities or merchants should look to the university as a collection agency, but I do firmly believe that a university can and should withhold a degree until that student has satisfactorily adjusted his debts in that college town, whether it be with local tradespeople or with his fraternity.

I therefore urge each and every chapter to make sure that its accounts are all collected before the close of each college year. The Central Office has no desire to perform the duties of a collection agency, but it is not going to stand by and see a few members leave their chapter owing it money, bona fide indebtedness, and then appear elsewhere in fraternity circles and expect to receive the full benefits of membership in Delta Sigma Pi.

THE CENTRAL OFFICE IS MOVING

BETWEEN now and May 1st it is expected that The Central Office will move to larger and more adequate quarters. Just where we can't say at this writing, but several of the new office buildings in the loop district in Chicago are being visited with a view of finding that home we are looking for.

The May issue will contain a complete announcement of this important change in the location of the headquarters of the

fraternity. The new quarters will be equipped with the most modern office equipment possible to secure; the staff will be augmented, and the fraternity will be in position to offer greater service to its chapters, alumni clubs and members, thereafter.

Watch the May issue for this important announcement!

THE NEW DIRECTORY

PLANS are now complete for the publication of the Fifth directory of the membership of Delta Sigma Pi, which will be done in the form of a memorial edition celebrating the twentieth anniversary of the founding of the fraternity.

Next November 7, the fraternity will hold a nation-wide celebration—commemorating the twentieth anniversary of the establishment of Delta Sigma Pi—and it is planned that the memorial edition of the directory will be mailed the latter part of October so as to be in the hands of our members before Founders Day.

About August 1st The Central Office will mail to every alumni member of the fraternity the necessary blanks to be filled out with the information that will be contained in this directory. We estimate that there will be approximately 4600 names in this edition, and as we will list every member three times, the directory will contain between 250 and 300 pages. The information for the alumni will be received and compiled by the opening of the colleges the last of September, and similar blanks will then be mailed to the undergraduate members and this information received from them promptly. Much of the directory will already be in type, but the balance will be placed in type on October 1st, and the volume will be printed, bound and ready for distribution by October 25th.

We hope that every member will keep The Central Office advised of any change in addresses or business connections in the meantime. We are gradually locating the "lost brothers" of Delta Sigma Pi, and we hope to have our membership record in first-class shape by March first, and then to keep it so. This volume will be a monumental piece of work, and its success will depend entirely upon the coöperation we get from both the members and the *Scribes* of the chapters who will have to assist in locating lost brothers. But the directory will be of great value to the members, and

if the volume meets with the approval we hope it will, it will be issued regularly in the future.

Yes, there will be a charge for this directory, probably \$2.50 per copy, with a special price to dues-paying members. The edition will be limited but opportunity will be given to all members to order this important volume next fall.

THE PROVINCIAL CONVENTIONS

PLANS ARE practically completed covering the various Provincial Conventions that will be held next fall, and while no details can be published in this issue, I want to call attention to all of the chapters to the importance of being represented at these conventions.

These provincial conventions are equally as important, and usually more so, than the meetings of the Grand Chapter Congress, insofar as they relate to the operation of your own chapter. At the national meetings while we have round table discussions on various phases of chapter operation, rushing, pledging, finances, etc., etc., the number of brothers attending these sessions is large, and the subjects can only be discussed in a general way. At the provincial conventions, however, the number of chapters represented varies from five to twelve; we can get down to actual facts, and discuss the problems of each and every chapter, the particular local conditions and how best to handle them. So to the chapter that is in need of advice on any particular phase of chapter operation, these provincial conventions are important.

According to the present plans these conventions will be held early next fall, at least a week or so apart so that the Grand Secretary-Treasurer will be able to be in attendance at each convention. The Western Province will meet at Los Angeles; the Missouri Valley Province will probably meet at Des Moines; the Central Province at Chicago; the Eastern Province at either Philadelphia or New York, while the Southern Province will probably meet at Atlanta.

These meetings will be two days in length, on a Saturday and Sunday in all probability, and we want each and every chapter to send at least one representative, and, in the case of the chapter, the best representative you can send is an officer-elect for the coming year, preferably the Head Master. Furthermore, it has been suggested to the chap-

ters in each province that the most equitable way of distributing the expenses of such meetings is equally among all chapters in each province, regardless of geographical location.

Detailed circulars will be issued by The Central Office of the fraternity within the next month covering this important matter; details will also be published in the May issue of *The Deltasig*. I sincerely hope that each and every chapter will arrange its financial affairs in such manner that there will be absolutely no question as to their being represented at their province convention. There is no better way to invest your money than in these provincial conventions; the benefits that will accrue to your chapter in most efficient and successful operation in the very same year will be several times the cost.

BROTHERS ASSEMBLE IN ST. LOUIS

OUTSIDE of our meetings of the Grand Chapter Congress, it is rarely that many brothers representing many different chapters have an opportunity of meeting together. True, in two or three of the larger cities, the alumni club meetings draw alumni members from a great many chapters.

But in St. Louis, during the Christmas holidays, there was afforded an opportunity for members of Delta Sigma Pi from seventeen chapters, to get acquainted. The Editor was in St. Louis on other matters, and while he knew that the *American Economic Association*, the *American Statistical Association*, the *American Farm Economic Association*, the *American Association for Labor Legislation*, the *American Association of University Instructors in Accounting*, the *National Association of Teachers of Marketing and Advertising*, the *American Sociological Society* and the *American Political Science Association* were holding conventions at the same time and place in order to give their members who belonged to two or more of these associations an opportunity of attending both conventions at the same time, he did not expect to run into quite as many members of Delta Sigma Pi as he did.

Before he could sign the Statler Hotel register three brothers greeted him from the hotel lobby. Inside of the next hour another dozen had been met on their way to breakfast. So the registration records of these associations were immediately scan-

ned and the following thirty-eight members of the fraternity were known to be in attendance at these sessions, and the Editor succeeded in meeting all but five.

Beta—Willard E. Hotchkiss, Frederick S. Deibler, David Himmelblau, Harry A. Finney

Epsilon—Chester A. Phillips, Russell A. Stevenson, Norris A. Brisco, N. R. Whitney, Clarence Wassam, Floyd A. Walsh, Ross G. Walker, D. R. Staley

Eta—Cecil Carpenter

Kappa—E. B. Meriwether

Nu—James E. Hagerty, George Haskell, H. H. Maynard, E. F. Donaldson

Pi—J. G. Johnson

Upsilon—E. L. Bogart, Chas. F. Schlatter, E. J. Filbey

Psi—Harvey G. Meyer

Alpha-Beta—Charles A. Ellwood

Alpha-Delta—Ralph S. Boots

Alpha-Eta—Frank T. Stockton, Earle S. Sparks, F. C. Wagner

Alpha-Theta—Norman Geis, William Dunkman

Alpha-Lambda—W. E. Atkins

Alpha-Mu—J. B. Taylor, C. W. Barker

Alpha-Pi—Lionel D. Edie

Alpha-Iota—L. E. Hoffman

Alpha-Omicron—R. B. Alspaugh

A meeting and a luncheon were hastily scheduled, and in spite of the short notice about half of the members were able to attend one or the other. In view of the fact that practically all of the members of the fraternity in attendance at these meetings are on the various university faculties and in more or less close touch with certain of the active members, we discussed various phases of chapter activity, which, I am sure, resulted in both pleasure and profit to all concerned.

Several of the brothers were actively engaged in the work of the various associations, either as officers, or in charge of individual sessions or in presenting papers. In view of the fact that so many members of Delta Sigma Pi attend these annual meetings, it is planned to arrange for a meeting of fraternity members from all over the country at the next annual meeting, and this session will be arranged, planned and announced in advance so that all members of the fraternity desiring to attend will have no conflicting arrangements.

NEW BUSINESS BOOKS

THE FINANCIAL POLICIES OF CORPORATIONS (REVISED)

BY ARTHUR STONE DEWING
Associate Professor of Finance, Harvard
University

This book contains a study of the financial structure and the financial problems of large business corporations. Excellent departments on *Corporate Securities, Promotion, Administration of Income, Expansion, Failure and Reorganization*, and *Investments* are contained in this volume. An acknowledged authority which every man concerned with corporate financial plans and their effects should own.

Published by The Ronald Press Company.
1281 pp. Price \$10.00.

TAX DIARY AND MANUAL

This is a mighty handy volume for accountants. It gives a digest of all the corporation, inheritance, and personal income taxes of the various states. It contains a valuable chart with the tax rates for each state and for each class of beneficiary together with a digest on inheritance taxes. It also shows by calendar dates, the exact day upon which tax reports, returns and payments should be made in all states.

Published by Prentice-Hall, Inc. 600 pp.
Price \$5.00

CREDITS AND COLLECTIONS

BY RICHARD P. ETTINGER
Member of the New York Bar
and

DAVID E. GOLIEB
Lecturer on Credits and Collections, New York
University School of Commerce, Accounts and
Finance

REVISED IN COLLABORATION WITH
BROTHER HERBERT M. DIAMOND, *Chi*
Associate Professor of Economics, New York
University

This revised edition explains and illustrates collection systems and collection methods that are effective. How to handle a weak debtor to secure the best results, when to use collection agencies and attor-

neys, what actual procedure to follow in going after the slow accounts are among the subjects covered in this text. Prompt collections are a vital feature of every business, for profits depend largely upon the number of times a manager can turn over his capital, and frequent turn-overs can hardly be coupled with slow collections. This text is one that should help to lift the credit manager's job to the plane of a skilled profession. It should be a part of every credit man's library.

Published by Prentice-Hall, Inc. 520 pp.
Price \$5.00.

TESTING BEFORE INVESTING

BY EDMOND E. LINCOLN
Sometime Assistant Professor of Finance, Graduate
School of Business Administration, Harvard
University

This book provides the guideposts for the new investor. Excellent chapters on *Who Should Invest, How to Start Right, Are Bonds "As Good as Gold?" Should the Small Investor Buy Stocks, What Public Utilities Have to Offer, What Governs the Value of Rails*, and others are included. It also contains descriptions of various tests to which securities should be put before investing. An interesting, instructive and valuable book, which all should read before investing.

Published by A. W. Shaw Company. 96 pp.
Price \$2.00.

SURVEY COURSE IN ACCOUNTING

BY WESLEY JAMES MCCARTY
Professor of Accounting, Boston University, College
of Business Administration
and

L. CLEVELAND AMIDON
Associate Professor of Accounting, New York
University School of Commerce, Accounts and
Finance

A distinctly new procedure in the presentation of the introduction to the so-called General Field Accounting, embodying general accounting, cost accounting and auditing and to the "books of record" is clearly outlined in this text. The text is divided in-

to three parts, (1) the recordative phase, dealing with the books of record and statements; (2) cost accounting principles, accompanied by a short but comprehensive practice set; and (3) the principles governing an audit and illustrations of a representative audit report.

The book adequately meets with the needs of executives, engineers and others who have to deal with accounts and interpret them, but who are not interested in the routine of recording.

*Published by Prentice-Hall, Inc. 483 pp.
Price \$5.00.*

HOW TO DO RESEARCH WORK

BY W. C. SOHLUTER

Assistant Professor of Finance, University of Pennsylvania

This text concisely shows the various steps of an investigation—there are fifteen all told, which provide a framework upon which to build a research. The author has admirably succeeded in clarifying the fundamentals of all research method, with their particular application in the field of business and social economy. This is a valuable handbook for anyone undertaking a research in any field.

*Published by Prentice-Hall, Inc. 137 pp.
Price \$1.25*

AUTOMOBILE SELLING SENSE

BY CLIFF KNOBLE

A book on the merchandising of motor care, prepared in the good interest of distributor, dealer, and salesman, with the ambition to aid in more effective sales-making.

*Published by Prentice-Hall, Inc. 225 pp.
Price \$2.00.*

SELLING EXPENSES AND THEIR CONTROL

BY THE NORTHWESTERN UNIVERSITY SCHOOL OF COMMERCE BUREAU OF BUSINESS RESEARCH
IN CO-OPERATION WITH THE NATIONAL ASSOCIATION OF RETAIL CLOTHIERS

This book has been on the market for several years, but we feel that many of our readers are not acquainted with its character and value.

This study was undertaken for two primary purposes; first, to determine what it costs to sell clothing in stores operating as independent units, and second, to find, if possible, the principles governing these costs

and the methods by which they may be controlled.

If you are interested in retail clothing stores, this book will prove of great interest and much value to you.

*Published by Prentice-Hall, Inc. 416 pp.
Price \$4.25.*

MARKETING METHODS AND POLICIES (Revised edition)

BY PAUL D. CONVERSE

Head of the Department of Commerce at the University of Pittsburgh

An excellent text on the many phases of marketing, particularly as regards the marketing of farm products.

*Published by Prentice-Hall, Inc. 619 pp.
Price \$4.00.*

THE ECONOMIC BASIS OF FAIR WAGES

BY JACOB D. COX, JR.

President, The Cleveland Twist Drill Company

This book is one of the series published by the Ronald Press Company and known as the Ronald Manufacturing and Industries Library.

It is well written and a book that anyone interested in general business could read with pleasure and profit.

*Published by The Ronald Press Company.
139 pp. Price \$3.50*

THE FOREIGN EXPANSION OF AMERICAN BANKS

BY CLYDE WILLIAM PHELPS

Professor of Economics, University of Chattanooga

Among the most interesting developments in American banking since the establishment of the Federal Reserve System have been the trend of federal reserve policy, the growth of the discount, the increase in banking facilities for agriculture, the movement toward domestic branch banking, and the foreign expansion of American banks. Books have appeared upon all but the last subject, and this study is an attempt to present the outlines of this phase of American banking.

This book is of particular interest and value to those who are engaged in banking and financing, but it is likewise a book that can be profitably read by all who are interested in keeping informed on all phases of American business.

*Published by The Ronald Press Company.
222 pp. Price \$4.00*

HISTORIES NEVER TOLD

Edited by HAROLD J. POTTER, Xi

NOTE: Many Deltasigs will be interested to know that from time to time in this department, Ye Editor will disclose the "untold" history of the men who are making Delta Sigma Pi.

A. KEATE COOK, *Sigma*
Member, Board of Directors

BROTHER A. KEATE COOK came into the world with the washing Monday morning, January 16, 1902. An interesting fact connected with his timely arrival is that he was born on the *steppes* of Russia while traveling with his aunt. ("I pulled a good one that time," remarked the farmer as he finished milking the cow.) Thus Brother Cook began life by making a terrible mistake—the fatal social blunder of not being born in the Shears & Robust catalogue. As a result of this technical error Keate Cooke had to haul hips at the tender age of eight and hustle for his proteins,—using *Child's* language.

At the tender age of ten Brother Cook received the Royal Russian Tinsky¹ for unusual intelligence as will be seen when the following incident is related. One day in the Royal Kindergarten the teacherinsky asked Keate to give the *capitol* of Russia and he retorted, "About a dollar and a half." The pleased populace shouted with glee, "Lemonisky! Orangisky!"² and Brother Cook's face blossomed forth with a Royal Flush. The medal was attached to his lapel by a bosom friend while the Mound City Blue Blowers sent forth their timely tunes in royal Russian fashion. In Russia they put bridges on violins to get the music across.

Another interesting incident in the life of our hero must be related at this time, an incident which clearly shows his love for nature, a keen appreciation of sports and a likeable love for relatives. One day while Keate was playing tennis with his grand-

mother her false teeth dropped out and from all the data we can gather we understand she lost the set.

Besides being interested in tennis Brother Cook was very fond of bicycle riding, winning two six-day races in one week, thus creating a new world's record for not swimming the channel.

Tiring of diplomatic life, with its ceaseless rounds of gayety, Keate joined the Imperial Russian Ballet in the Moscow Art Theatre. This experience taught Keate that a theatrical producer is known by the company he keeps. Although Keate took a very minor part he clearly showed marked ability in dramatic lines. We must, for your information, quote the part that Keate featured with much gusto:

Keate: "If you knew what I was thinking your heart would turn to stone."

The Gail: "And if you knew what I was thinking you'd be a little boulder."

The particular production in which Keate was featured carried fifty beautiful chorus girls and Brother Cook learned that people who live in glass houses should dress in the cellar.

Leaving the Moscow Theatre Keate set out for Paris where he received a complete college education without spending a dime on stamps. Capitalizing on his location he attended the University of Paris night school which has more courses than the Ritz Hotel. While in Paris he organized Cooks Tours and saw the world from a port hole (Tell that to the Marines and sea what happens). While on this world cruise Keate had the opportunity to use his "head," as it were. As an example of his

¹Lingo for medal.

²Translated from the romantic Russian, "It's a wise soda jerker that knows his own pop!"

presence of mind he cabled for a correspondence course in swimming when his ship hit an iceberg. After this wonderful trip Brother Cook sold his tour idea and this business transaction is considered by Wall Street to be the greatest *sale* since the one taken by Columbus.

Brother Cook finally set out for America,—the West, where men are men, and where they have out-of-door numerical institutions. Keate was fortunate in securing passage on the steamer *Damrotten* and soon the sunny shores of France faded in the distant horizon. The only unique thing that happened on the way over was that most of the passengers *drank* up their baggage. However we cannot bar Keate from this famous fraternity because he selected such a schooner.

Finally the Statue of Liberty greeted the passengers and Keate was delighted with his first presentation to Miss America, the original bathing beauty winner. The steamer then pulled up to the dock and the passengers were examined at Ellis Island. Keate was asked by the examining Doctor, "Did you ever have your tonsils out?" and Keate replied, "Only when I laugh." Whereupon the Doctor couldn't swallow a crack like that and they admitted him as a future possible candidate for Congress.

Brother Cook immediately went to the Hotel DeGink, a hospitable hostelry, registered and immediately got down to business,—as the sea diver would say. It was here in this mighty metropolis that I met Brother Cook. Our meeting was purely accidental. We were entering the revolving doors of the Mutual Life Building and immediately started to go around together.

Realizing that his dancing experience in the Moscow Art Theatre might aid him in America he suggested that we go to a charleston contest that was being held that evening. Well, to make a long story attractive Keate won first prize,—a beautiful Shetland pony, while the runner-up had to be contented with a charley-horse.

Brother Cook finally left New York and set out for Detroit, and upon his arrival secured a job as sniping clerk in the Detroit Shooting Gallery, but this position did not satisfy his *aim* in life. To further his education he took a course in the International Correspondence Schools but the results are not noticeable to any *degree*. However he received the grade "A" from the Waterfill Dairy Company of Grosse Isle.

While in Detroit Keate was invited to a Fraternity dance in Ann Arbor. Upon receiving the invitation he asked, "Is this dance formal or can I wear my own clothes?" thereby scoring one point for the common people. During one of the dances, Keate was asked by a fair co-ed from the *I Felta Thigh* house if he liked *demi-tasse* and Brother Cook replied, "I'm crazy about them; I just love to dip them in my coffee."

Brother Cook, after a brief stay in Ford's Community set out for the University of Utah, where he enrolled and took several courses in *matriculation*. Our chapter at Utah, where he enrolled and took several realizing that he was an Albanian Count, once prominent in diplomatic affairs, pledged him and later gave him the works, raising him to the exalted position of "Keeper of the Parchment Roll."

After graduation Brother Cook set out for the cold, cold business world and attributes his success to *Yeast cakes* which caused him to rise on this planet.

Brother Cook is happily married and is survived by three children, Salvador, Pedro and Bridge, all of whom were born. The children are now studying at the School of Applied Brakes, in Banana, Italy.

Brother Keate Cook frequently contributes to the leading magazines under the pen name of H. G. Wells and his hobby is china painting.

MORAL: The stretcher is a very useful piece of apparatus. I'm sure you will all be willing to bear me out in that.

AMONG THE GREEKS

Co-operation—*The* Keynote of Fraternal Success

By the time this article appears in print all of the active chapters of Alpha Kappa Kappa will have elected their officers for the coming year. In the hands of these men is placed the responsibility for the successful management of the affairs of the individual chapters. The members of each chapter have shown their confidence in the men they have chosen to lead them by electing them to the various offices of the fraternity and it is squarely up to these men to fulfill the duties required of them to the best of their ability and for the best interests of Alpha Kappa Kappa. Only through coöperation between the several officers of a chapter and between the officers and the members can this be accomplished.

The president, the one who holds the guiding rein to the activities of the chapter, should not think that his duties consist merely of presiding at the meetings of the fraternity. He should take it upon himself to be vitally interested in the workings of every committee elected by the chapter or appointed by him. He should keep in touch with the activities of every officer and, indeed, with the activities of every member of the fraternity. To him, the individual members should feel able to come in time of trouble over the solving of some perplexing problem of college life or of any other nature. He should have the confidence of every active member of the chapter and in the performance of his duties should so conduct himself as to retain that confidence. No one member of a fraternity can be so instrumental in making the year a successful or an unsuccessful one as can the president. Choosing his committees with care, picking men best suited for the work of each committee, and carefully overlooking their activities, he can stabilize the fraternal government and insure its continued running in a smooth and sound manner.

The other officers of the fraternity should coöperate with the president and with each other and should not think that when the specific duties of their particular office have been accomplished their work is finished. They should be interested in the duties of the various committees and should aid them in whatever capacity and at whatever time their services may be needed. Each officer should be interested not only in his own affairs but in the affairs of every member of the fraternity.

In those chapters who own or rent a chapter house, the chairman of the house committee is a most important individual. In him rests the responsibility for the physical comfort of the members living in the house and he should realize that responsibility and see to it that the house is kept in a clean and respectable condition both outside and inside. A visitor to a fraternity judges that fraternity largely by the appearance of its chapter house. If he gains a bad impression due to the unclean or untidy appearance of the house it usually is the fault of an unfaithful house committee chairman.

The treasurer of a chapter is also one of the more important officers, although there is an aspect of vital importance to every office and every committee. In the treasurer, however, rests the financial responsibility of the fraternity and it is a big responsibility. The man filling this position must be continually on the alert, seeing that every member keeps up to date in his dues to the fraternity and that all bills payable by the fraternity are promptly attended to. There is no surer way to lose the respect of the business men with which a fraternity deals or the confidence of the alumni members than to get into a bad financial tangle.

And so the importance of every office and every committee could be described. But

above everything else, more important than anything else is the spirit of fraternal co-operation that must exist between each and every member of the chapter. Nothing is so conducive to the ruination of a chapter both in its standing among other college fraternities and in its relation to the national organization as poor coöperation among the individual members. Every man should be on his toes ready to do everything in his power to help a fellow member, the officers of the chapter to which he belongs, or the fraternity at large.

With the above facts in mind and with every member and officer working together for the common good of all and for the glory of Alpha Kappa Kappa, no chapter can fail to go through the coming year without adding something of value to the records of the national organization.—*The Centaur* of Alpha Kappa Kappa.

The policy of announcing a dean's list of students who are given special privileges as a reward for having maintained a high average on work done the session before, will be carried out in every department of the University of Virginia next session.

Three years ago this policy was adopted by the college and when it was found to be a success the law department took it up. This year the dean's lists have been announced in medicine and education, and the department of engineering will try it out in 1927.

Vanderbilt University is engaged in a campaign to raise four million dollars to strengthen the College of Arts and Sciences. Frank C. Rand, president of the International Shoe Company of St. Louis, is the chairman of this campaign of the university and has himself made a gift of one hundred thousand dollars to the fund.

The University of Oklahoma chapter of Phi Gamma Delta has a salaried curriculum adviser who has almost complete control over the methods of study in the chapter and who is always present to give advice and aid to those who need it.

George Ade states in the *Magazine of Sigma Chi*: "After many years of observation I have decided that no man should be, even by implication, asked to join a Greek-letter society in a good school until he has had a chance to show that he can stand the gaff of university life and has formed some

definite ambitions other than watching the electric street lamps at night and until he has been given a sufficient time to make up his mind as to which herd he wishes to run with.

"I don't believe you can pick out the comers by inspecting a lot of high school kids. I don't believe that the desirable freshmen can be sorted out within two days after they have arrived on the campus. I think a great many of the criticisms which are now directed at the chapter houses and the fraternity system in general could be made ineffective if the youngsters were compelled to earn their memberships in the good fraternities instead of being taught that they can get in on their neckwear or through the pull of influential alumni.

"I know it will be difficult to work out a plan compelling fraternities to 'lay off' and postpone their wheedling attention to freshmen, but also I think I know that it is a mistake to confer the supposedly sacred boon of membership on a lot of kids of pleasing appearance of whom no one knows anything very definite."

According to figures compiled by G. P. Tuttle, registrar of the University of Illinois, the registration of twenty-four of the leading universities in the United States for the first semester of the present college year is as follows:

California	16771
Columbia	12519
Illinois	11810
Minnesota	10319
Pennsylvania	9493
New York.....	9357
Ohio State	9209
Wisconsin	8220
Harvard	7661
Washington	6851
Nebraska	5982
Chicago	5694
Cornell	5471
Iowa	5343
Syracuse	5148
Northwestern	4984
Yale	4960
Texas	4841
Pittsburgh	4836
Indiana	4066
Missouri	3907
Washington (St. Louis).....	3080
Oregon	2971

We do not know whether these figures make any allowance for the "drops" that

take place shortly following registration, although we believe not, but they give some idea of the present standing as regards registration of these excellent universities.

Fraternities are again permitted at the University of Mississippi. Banned in 1912 on account of state legislation against the existing college fraternities in Mississippi, the fraternities have succeeded in having this legislation removed. Fraternities were permitted to be installed on and after April 1, 1926, and *Sigma Chi* was the first to enter, reviving an old chapter. Several others, both social and professional, have entered and it is understood there are many petitioning groups at Mississippi petitioning various nationals to revive old charters or to establish new ones.

The fraternities are not permitted to own, lease or rent chapter houses for at least five years. Initiation is also forbidden until a pledge shall have been enrolled for at least half of a school year and have made an average of at least 80 per cent in his class work.

Phi Chi, professional medical fraternity, according to the latest information, has 13,000 members.

The ninth edition of the membership directory of Phi Delta Theta is a volume of 858 pages containing 32,092 names.

CHAPTER FINANCIAL OBLIGATIONS

"Some day some fraternity will have courage enough to expel members who, after graduation and financial independence, deliberately refuse to pay their fraternity bills. 'Dead beats' are the same the world over. Just why they should be allowed to advertise to the world that they are 'brothers' in an honorable organization is hard to see. If they run a bill with a merchant and refuse to pay they are sued. Why must a fraternity receive worse treatment than the business man? The most serious financial difficulties that our fraternity has had have resulted from the refusal of alumni to pay honest bills contracted while undergraduates. The active members left behind have had to assume such debts in addition to their own. Honesty and dishonesty are pretty well defined terms, and ought at least to be understood by college men. No member of a college fraternity should be so morally blind as to avoid the payment of his debts to his fraternity."

—*Phi Mu Delta Triangle.*

Medulla: "I've changed my mind."

Oblongata: "Does the new one work any better?"

—*Oklahoma Whirlwind.*

CREDIT

No man is poorer today than he without credit. Man may have many virtues, but if he cannot be trusted in money matters he is in universal dishonor and disrepute. Thieves, murderers and harlots look down upon those who do not pay their just debts. Elbert Hubbard said: "If there is an unpardonable sin, it is the habit of not paying one's debts."

That the dishonest debtor is looked upon with so much scorn and derision today needs no explaining if it is not forgotten that credit is the basis of modern business, that the world of today is actually living on money to be earned thirty days hence.

—*Patton's Monthly.*

She: "How do you know that's a telephone girl over there?"

He: "I said 'hello' and she didn't answer."

—*California Pelican.*

"And your first husband? How was he?"

"Oh—he was the nicest one of all. Beginner's luck, you know."

—*Judge.*

Active Member: "Congratulations, old man."

Newly Pledged: "Same to you."

—*Iowa Frivol.*

ATHLETIC NOTE

The "huddle" system, now used in football games, was first practiced on sorority davenportports.

—*The Xi Psi Phi Quarterly.*

ICEMAN?

Wife at head of stairs: "Is that you, John?"

Heavy voice from the dark: "Who was you expectin'?"

—*The Xi Psi Phi Quarterly.*

REALLY

He: "How would you like to go to our house dance?"

She: "Oh, I'd love to."

He: "You'll have to."

—*Bison.*

WANTED

A boy to deliver magazines about 12 years old.

—Now we know how all those old magazines get into the doctors' and dentists' offices.

—The *Xi Psi Phi Quarterly*.

PAGE THE ROLLER SKATES

He (stopping the car): "I can't drive any farther for a while, my wrist is asleep."
She: "How original."

Professor: "Why, every time I breathe a Chinaman dies!"

Voice from the rear: "Why don't you try clothes?"

—*Palm of Alpha Tau Omega*.

Professor: "This lecture is apt to be somewhat embarrassing. If any men or women care to leave they may."

Student (in back of room): "Professor, may I invite some of my friends?"

—*Octopus*.

First Freshman in Math Exam: "How far are you from the correct answer?"

Second Freshman in Math Exam: "Two seats."

—*The A. & S. Link*.

Professor (to student entering late): "When were you born?"

Freshie: "The second day of April, sir."

Professor: "Late again!"

—*Palm of Alpha Tau Omega*.

THE MAN WHO JUST BELONGS

Don't be the man who just "belongs,"

Who just gets on and rides,

Who joins the fellows in their songs,

And nothing else besides.

For men must work as well as play,

Must give as well as take—

You have to WORK as well as play,

My boy, a chapter to make.

—*The Magazine of Sigma Chi*.

Frosh: "Why is it that women learn to swim more quickly than the men?"

Soph: "Easy, boy, easy! Who wants to teach a man to swim?"

—*Punch Bowl*.

We let the baby chew on Daddy's Phi Beta Kap key to bring out his wisdom teeth.

—*California Pelican*.

DEFINITION: Concentration is a person's ability to keep his eyes on the cards in a strip poker game.

—*Cornell Widow*.

OPTICAL MARVELS

A college freshman, who some day no doubt will be known as one of the wise men of the ages, recently in an examination paper gave the following definition:

A man is a being that can see a pretty ankle three blocks away while driving a motor car in a crowded city street, but cannot see, while crossing a railway track in wide open country, the approach of a locomotive the size of a school house accompanied by a flock of forty box cars."

—*Magazine of Sigma Chi*.

Every year more men and women come out of prison in the United States than graduate from all our colleges and universities.

—*Banta's Greek Exchange*.

Which state in the Union has the largest number of college students in proportion to the population? Ohio, Massachusetts, Illinois? Not one of them is in the first twelve. Utah has the largest proportional representation, Nebraska is fourth and Iowa fifth.

—*The Magazine of Sigma Chi*.

Kappa Sigma is the first fraternity to have more than one hundred undergraduate chapters—it now has 102 chapters.

"What does the professor of chemistry get?"

"Oh, about \$3,000 a year."

"And the football coach?"

"About \$12,000 a year."

"Quite a discrepancy."

"Well, did you ever hear 40,000 people cheering a recitation in chemistry?"

—*Bison*.

Chapters of *Tau Kappa Epsilon* that fail to send in their letters to the Editor of their magazine on time, are fined \$15.

The Signet of Phi Sigma Kappa is sent gratuitously to all alumni. Every January the entire mailing list is scrapped, and to get back on it is necessary to apply in writing.

—*The Magazine of Sigma Chi*.

The Young Man and Modern Business

(Continued from page 72)

than that of any nation in South America." I asked him how much the banking resources had increased. He said he did not have it in mind. I said, "Nine and one-half billions in fourteen years." And I added, "In my judgment they will double in the next fifteen years." And my estimate was about eight billions too low.

There are businesses in this country today whose scale of operation is governmental in its magnitude. There are two businesses I have in mind whose gross expenditures last year exceeded those of the federal government before the Great War, whose income was greater than that of the ordinary receipts of the federal government before 1914.

And what will these and others be in your lifetime? I assume that you will have at least from forty to fifty years of opportunity to work after you leave here; and I know of no reason why the world and this nation should not expand. Some of the scientists tell me that it will not; but even scientists have missed their guesses. I know of no reason why it may not expand as much in the next fifteen years as it has in the last fifty.

If this little picture I have tried to give you of what has happened in my lifetime may be repeated in yours, then you, not only as business men or lawyers (I do not care what) must use your imaginations, must try to form some sort of conception of what you may be up against if you aspire to business leadership.

And remember that it is not merely the size of business, the scale of

things, that has changed, but the form of organization also.

Broadly speaking, there were no corporations in this country until after the Civil War. They began to be formed in the seventies, a few before that; and then they floundered around, trying to find their way, experimenting under the direction of able promoters, and some exploiters. They got so big that people actually called them "trusts," and the public got hysterical about them, and began to pass laws to control them. The flood of anti-trust legislation came pretty well to an end by 1890. It was needed, because there were abuses which had to be corrected, although some men did not see that they had to be corrected, and some of them resented the laws which were passed to help to correct abuses.

Today, most of those men will tell you that they were active in doing things then, as a matter of course, which today they would regard as highly unethical; and as they look back on those days they do not quite so strongly resent the efforts of the public to subdue them, to bring them out of the jungle into the useful and the good.

As late as 1890, individual enterprises and partnerships produced \$5,000,000,000 worth of products; the corporations only \$7,750,000,000.

In 1919, individuals and partnerships produced only \$3,500,000,000; the corporations produced at least \$60,000,000,000 of commodities.

Today, 90 per cent of the products of the country are produced, and the services, such as those rendered by the banks and public utilities, are ren-

dered by enterprises under corporate form; and that is not all. The form of ownership has changed.

In the earlier period I spoke of, much of the resentment of the public was due to the fact that these growing enterprises were owned by families, or by a few individuals. You will remember, even very recently, the outcry against insurance companies, because they were controlled each by a very few men.

Now, what is the situation today? Take even the retail trades. Ten of the large retail houses, which you would expect to be closely owned and held, have at least 40,000 stockholders; two packing houses, 130,000; the Pennsylvania Railroad, 144,000; the Steel Corporation, about 155,000; the Class 1 railroads, approximately 800,000; the American Telephone, 370,000 common stockholders and 165,000 preferred stockholders; the public utilities—the other public utilities—approximately 2,000,000 owners; the insurance companies, about 90,000,000 owners, because those who hold the policies are the owners, since they are mutualized.

This is a vast revolution, and a thing only at its beginning in business. More and more, these businesses are inviting the public to own them, and the public is coming more and more to own them.

A very interesting thing is that these big enterprises, which some had thought might lessen the opportunity of the laborer, the small man, to get on in the world, are the very things which have given him the opportunity to become a capitalist, because he can become an owner through the purchase of these corporate securities. Very lately, I saw an advertisement of a public utility corporation invit-

ing the public to come forward and own it.

Business has become very much more stable. Fortunes are no longer, or at least not so frequently, made by single strokes of fortune. The accumulation of wealth has become a matter of careful planning, or precision, of a thorough grasp of relations; and, at the same time, of the most intimate, minute planning as to details.

Businesses now make their plans not merely for one year or for two years or for the next five years, but, in no very small measure, with the necessity of checking and rechecking, of course, for ten years and twenty years, and more.

The business with which I happen to be associated could not either arrange to secure its materials in time, or its equipment in time, or make intelligent plans for its financing, if it did not have programs more or less satisfactorily arranged reaching not only a year ahead, with reasonable exactness, but five years ahead, and ten years ahead; and in some cases more.

Planning is more and more becoming a characteristic of these expanded businesses. I think, too, that the character of the management is tending to change. It is becoming a trusteeship for the public, as well as for the stockholders. There has developed a very definite sense of trusteeship. There is not any intelligent manager of a business now, of any big business, who is not as keenly sensitive (and he need be) to intelligent public opinion, and as responsive to its reactions, as the more intelligent of the public officials. He is coming to see that he must cooperate with the public; that he must cooperate with his government; that he

must be frank with it; that he must render a service to the public, the greatest of service at the lowest possible cost.

I know a number of big enterprises that have a singular disposition not to desire large, abnormal returns on their investment, or abnormal profits. After securing a normal return on the investment, to keep the financial structure sound, to keep the business going, then they want to share whatever addition comes through invention, through improvement, with the public.

If it is a business affecting the public, and I know of no business which is not in reality also affected by the public's interest, the tendency in considering problems of this kind will more and more lie in that direction.

And the method of transacting business is changing, in this country perhaps more than in any other it is changing. This is the most fluid nation in the world today. They call us provincial! There are more Americans in Paris than Frenchmen who have traveled out of France in ten years; and there is more contact among the people of this country—more mental contact—than there is in any other two continents in the world. Waves of emotion can sweep over this country more quickly than any other of which I have knowledge. You can tell a story in New York City at seven o'clock this evening, and come West by aeroplane, and find that by nine o'clock next day they are telling it in San Francisco.

Twenty billions of messages fly through space even on the telephone; and a routine business transaction effected by telephone in five minutes has involved \$30,000,000.

Now, what about the young man? Does he need a college training? They used to say not. Most of them now say yes. I think so; and I think he needs much more than that. They used to say that he did not need it even to go into law, that he needed little or no law training. They said the same thing with regard to medicine. Most people say the same thing today with regard to business.

I asked about twenty or twenty-five men in New York, as I met them casually, when I knew I was coming here, whether they would put a man in business when he finished college, or let him take two years of really mature life and think about something, and get something of the foundation of business. Ninety per cent of them said, "Stick his nose immediately into business."

Now, I do not believe the average college graduate is a very mature person. I do not believe the "senior" when he takes his degree is a very mature person. I hope you will not resent that, because I wish I were one of you, and as immature a young man as the youngest. Even the senior does not know very much. He has pursued his studies in years of comparative immaturity, and has had to whet his faculties mostly on elementary matter.

I think if he can take two years when he has got over his lack of maturity, and devote his faculties to things which will give him a broader outlook and foundation on which he may build, that he is likely to go much farther, and be more satisfactory to himself and the world, than if he immediately, as the business men said, "sticks his nose into business."

There is room for the young man with a broad foundation. There are

only about seventy-five thousand people who take degrees in this country annually; and yet we have 117,000,000 people. There are only 18,000 graduate students in America. It is hard to find enough young men with the right training and the requisite ability.

The Bell Telephone System, alone, takes one out of every twenty-two college graduates annually; and one out of every thirteen technical graduates. It takes from 900 to 1,200 or 1,300 college graduates a year. It does not find them all satisfactory by any means. Frequently, the fellows with whom they rub elbows, and who never had their opportunity, are much better. And if I had to give a preference, I would give it, other things being equal, to the fellow who had not had a chance to get a systematic training. I think you will agree with me that that is fair; if such a man can beat you, or if he is as good, even, I would be inclined to believe that you would give him the preference.

You have got to rub elbows with the fellows who have not the opportunities, who will outrun some of you; but there is a chance for you, and there is a need for you men who get this larger foundation.

I agree that you ought to study accounting, that you ought at least to know on which side of the balance sheet the surplus belongs. I wonder how many of you do. I agree that you ought to know what a preferred stock is, perhaps a participating preferred stock, a cumulative preferred stock, a debenture, a first-mortgage bond. I made that statement to six young men in New York who were at my house. They were all college graduates. Some of them were out three years. I mentioned eight or

nine such terms. They said, "We bite. What are they?"

I took practically every course offered in Harvard University in Economics, International Trade, Financial History, Banking, Taxation, Credits, Budgets, and Public Debts; and the nearest approach I made to the modern world was a subject assigned me on "Quit Rents in the Middle Ages."

You should know something about investments and credits, the elements of business organization, and the marks of a sound financial structure. You ought to have (and I would emphasize this) an authoritative grasp of the elementary principles of economics, of the history of the United States, and of industrial history. You ought to know your own country; you ought to know your own state.

I asked one of my own colleagues in the telephone business yesterday, to give me, if he could, the population of California in 1870 and now; and the wealth of California in 1870 and now. How many can give them to me? The wealth of California in 1870 was \$600,000,000; today it is reported at \$18,000,000,000, which is over half of the wealth of the United States in 1876.

Know your own state. Study its problems. You have special problems here. You should know them from top to bottom. You admit that you have a great state. I have forced a great many Californians to that concession; and I agree with them. There is nothing the matter with the soil or the climate of California. If there is anything the matter, it is with the people; and I do not believe they will admit that they are not equal to the best.

I have had a sort of notion that

you will produce here a very distinctive civilization. I believe that human beings take a great part of their coloring from their environment. You have the ocean, the mountains, the valleys, the big trees, and the gardens to the south.

I look to see California, and perhaps the Northwest produce the really distinctive civilization of America;

and you young men in this unique, distinguished institution, must prepare yourselves to bring about not only that larger material development of this whole Pacific Coast, but a unique, distinctive, distinguished, ethical and spiritual atmosphere and life, building upon what your fathers have left you, without which your material greatness may be a menace.

The Grand Officers of Delta Sigma Pi

(Continued from page 112)

COURT OF APPEALS

F. J. McGoldrick, *Alpha*
H. L. Mann, *Gamma*
P. J. Warner, *Alpha*

The Seventh Grand Chapter Congress was held at the *Alpha* chapter house in New York City, 51 W. 11th Street, on September 12 and 13, 1924. Twenty-nine of the thirty chapters then in the fraternity were represented with delegates, as were five alumni clubs. The following officers were elected and they served from September 12, 1924, to September 11, 1926:

C. W. Fackler, *Epsilon*.....
Grand President
H. G. Wright, *Beta*.....
Grand Secretary-Treasurer

DIRECTORS

A. F. Makay, *Alpha*
Charles Cobeen, *Delta*
R. C. Schmidt, *Theta*
A. K. Cook, *Sigma*
A. W. Gray, *Chi*

COURT OF APPEALS

H. L. Mann, *Gamma*
P. J. Warner, *Alpha*
F. J. McGoldrick, *Alpha*

And that brings us down to the Eighth and last meeting of the Grand Chapter, which was held at Madison, Wis., on September 9, 10, 11 and 12, 1926, and the officers elected at the Eighth meeting are the officers now serving Delta Sigma Pi.

WITH THE ALUMNI

PERSONALS

ALPHA

Walter A. Cooper is head of the income tax department of the New York office of Barrow Wade Guthrie & Company.

John I. Madigan, who, as a member of the class of '26 was literary editor of the *Violet*, has now entered the advertising department of the *New York Times*.

E. St. Elmo Lewis has resigned as vice-president of the Campbell-Ewald Company, advertising agency, Detroit, and established his own business as merchandise counsel.

Woolsey W. Conlin is associated with Hurdman & Cranstoun, public accountants in New York City.

William S. Leaycraft is secretary-treasurer of the H. R. Howell Company, realtors, at Hialiah, Florida.

William O. Schultz is selling pianos for the Janssen Piano Company in the New York territory. He has led the sales force of his company in productivity since last June.

Coleman L. Maze is on the faculty of New York University.

William J. Burke is associated with J. C. Penney & Company, in the employment department of their New York office.

John P. Dalton is vice-president and cashier of the Sussex & Merchants National Bank, Newton, N. J. Come out to the country and really live, says Brother Dalton.

James J. Holihan sells bonds for William R. Compton Company, 44 Wall Street, New York City.

M. A. Finnen is with the New York office of Haskins & Sells.

Frederick Rosenkampf is a member of the firm of Rosenkampf & Company, accountants, 150 Nassau St., New York City.

A. H. Puder and Henry S. Puder comprise the firm of Puder & Puder, C. P. A.s at Newark, N. J. H. S. Puder was recently elected Trustee of the Welfare Federation of Newark.

Thomas F. Lavin is paymaster for the Scranton Coal Company of Scranton, Pa.

John H. MacDonald is conducting the *Office Manager's Question Box*, a special department of *The American Stationer and Office Manager*, pioneer publication in its field.

Louis Bruenner is now manager of the Maiden Lane branch of the Chase National Bank of New York.

Jack Cashmore is now an alderman, in the Brooklyn (N. Y.) council. He has also served a term as assemblyman at Albany, but seems to find the aldermaning more comfortable. He is also the owner of a rapidly growing office furniture business at 64 Fulton Street, New York.

Fred W. Krieger is office manager for the Great Atlantic & Pacific Tea Company at 75 Front St., Brooklyn, N. Y.

Wesley C. Steele was recently married to Clara Elizabeth Knight at East Orange, N. J. Kenneth Lawrence acted as best man.

Frederick Cappel is in the editorial department of the *Wall Street Journal*, New York. After graduating from New York University he entered Columbia and received his M.A. in 1924.

Joseph E. Bierschenk is senior accountant with W. F. Weiss & Company, certified public accountants at 7 Dey Street, New York City.

John P. Keane is a salesman for Strong Hewat & Company, Inc., 25 Madison Ave., New York, manufacturers of woolens. He is also treasurer of Desiggi Clubhouse, Inc., the house corporation of *Alpha* chapter.

Alcuin W. Lehman is a buyer for Beck Hazzard, Inc., 326 LaFayette St., New York City.

Alfred F. Hauser is assistant secretary of New York University School of Commerce, Accounts & Finance.

BETA

Ernest P. Clark is manager of the bond department of the Lake State Bank, Chicago. J. H. Gilby is the senior member of Gil-

by, Penny & Company, certified public accountants, Chicago.

Joseph J. Lord is traveling the Michigan, Indiana and Kentucky territory of the Kewanee Mfg. Co., Kewanee, Ill., manufacturers of coal windows and coal yard supplies.

Cyrus A. Braud is state manager at Oklahoma City, Okla., for the Springfield Fire and Marine Insurance Company.

Frank B. Morgan is associated with the General Chemical Company, 40 Rector Street, New York, married and enjoying life immensely.

Earl F. Kinson is advertising manager of the American Electric Company, Chicago.

Charles E. Freeman is manager of publicity and advertising for the America Fore group of fire insurance companies which includes the American Eagle, the Continental, Fidelity-Phenix and First American Fire Insurance Company, 80 Maiden Lane, New York, N. Y.

William J. Miller is chief of the output and service division of the Western Electric Company, Chicago. Says he will trim the *Editor* at golf any old time, any old place.

John W. Bready is associated with Hawley, Grant & Bready, realtors, at 6759 Wentworth Ave., Chicago.

Thomas E. Feten is in the accounting game with Arthur Young & Company, Chicago.

Wm. H. Kibbe is manager of the creamery department and separator division of the Chicago plant of the Beatrice Creamery Company. It is interesting to learn that Bill started with the Beatrice Creamery Company nine years ago as a stenographer—and now holds the office which he first started in—only on the other side of the table.

Charles W. P. Atkinson is treasurer of the Arner Company, Inc., Buffalo, N. Y., and the active district deputy of the fraternity in the western New York district.

J. Buford Edgar was reelected commodore of the Clearwater (Fla.) Yacht Club, after a most successful administration of the club's affairs for the past year. Brother Edgar is well known in fraternity circles, having served one term as Grand Secretary-Treasurer and another term as a member of the board of directors of Delta Sigma Pi.

C. E. Lindstrom is traveling Michigan territory for Hart Schaffner & Marx.

John S. Gleason is vice-president of the Union Trust Company of Chicago.

Dario L. Toffenetti is the proprietor of the string of Triangle Restaurants in Chicago. Operating four of the largest restaurants in the loop district of Chicago, Brother Toffenetti is feeding something like fourteen thousand people daily.

E. Coulter Davies is assistant dean of Northwestern University School of Commerce.

Cyrus A. Wood brings in the big orders for David J. Molloy Company, Chicago.

T. T. Thedieck is assistant manager of the Chicago Clearing House Association.

Leroy L. Boule operates an insurance brokerage business at 175 W. Jackson Blvd., Chicago.

Clarence C. Bewer is associated with Blyth-Witter & Co., 105 S. LaSalle St., Chicago.

Earl J. Bush keeps the Diamond T Motor Truck Company busily engaged manufacturing motor trucks to take care of the orders he brings in as sales manager of the company.

Harry M. Couch is associated with David Himmelblau & Company, certified public accountants, Chicago.

George W. Earl is now with Baskin, Inc., Chicabo Temple Bldg., Chicago, retailers of men's clothing.

Avery W. Kinney is office manager of the Burton-Dixie Corporation, Chicago, manufacturers of high grade mattresses.

Harry W. Gauthier is secretary-treasurer of the Shotwell Co., manufacturers of various candy bars and specialties, Chicago.

Alfred J. Cleary is still associated with the Universal Carloading and Distributing Company, at their Minneapolis office.

Roy Hall has moved to New York, where he is associated with the New York office of Arthur Andersen & Company, certified public accountants.

Ralph B. Rogers is now residing at 2550 Second Avenue N., St. Petersburg, Fla.

GAMMA

Albert H. Baker is assistant to the vice-president and treasurer of the American Express Company, 65 Broadway, New York City.

Edwin E. McConnell is chief of the accounting staff of Murphy, Lanier & Quinn,

public accountants at 522 Fifth Avenue, New York City.

Charles K. Frost is president of the Frost Coal Company, retail coal dealers, at Wollaston, Mass.

DELTA

Dan J. Vaughan sells life insurance at Marquette, Michigan, for the Sun Life Assurance Company of Canada.

Guy E. Janes is general manager and treasurer of the Butterfield Hotel, Antigo, Wis.

Clyde Belford is head of the accounting department at the University of Southern California, and also has a law and certified public accounting practice at 717 Pacific National Bank Bldg., Los Angeles, Calif.

EPSILON

Leland B. Irish is auditor for the Coast Fishing Company, Long Beach, Calif.

Gerhard B. Noll represents Blyth, Witter & Company, investment bankers, in the Rockford (Ill.) district.

Harold G. Parks is a traveling auditor for the Mountain States Telephone & Telegraph Co., Denver, Colo.

ZETA

John H. Hutchison is sales agent for northeastern Iowa for the National Cash Register Company, and headquartered at 207 W. 5th St., Waterloo, Iowa.

Milo Y. Snyder is traffic manager and statistician for the Chicago Wool Company, 1907 Mendell Street, Chicago.

V. W. Wiedemann is life underwriter for the Equitable Life Assurance Society of U. S. at Seattle, Wash.

Gilbert H. Harmon represents Wilson Bros. in the Chicago territory.

ETA

Cecil Carpenter is doing graduate work in commerce at the University of Illinois, and also instructing.

Charles Rodgers, first headmaster of *Eta*, is now a member of the faculty of New York University, School of Commerce, Accounts & Finance.

Hugh Peal is now practicing law in New York City.

G. F. Duvall is with the Kobe, Japan,

office of the National City Bank of New York.

Beverly B. Mann is with the International Banking Corporation at Ceba, P. I.

THETA

Thomas M. Simpson is secretary of the Continental Motors Corporation, Detroit.

Richard P. Sheridan is assistant financial secretary to Messrs. Chas. T. Fisher and W. A. Fisher of the Fisher Body Corporation, Detroit.

Walter E. Perkins is office manager of Harry Suffrin, retailers of men's clothing, 1133 Shelby Street, Detroit.

George Fitzpatrick is office manager and cashier of the Detroit office of the Fidelity and Casualty Company of New York.

William J. Powers is in the sales department of the McCord Radiator & Mfg. Company, Detroit, traveling the Michigan, Illinois, Indiana, Ohio, Minnesota and Wisconsin territory.

Frank B. Couture is in the auditing game for himself at Detroit.

Raymond O. Hill is general auditor of the Porcelain Enamel & Mfg. Company of Baltimore, Md. He was recently elected secretary of the Baltimore chapter of the National Association of Cost Accountants.

Thomas V. Smith is in the accounting department of the Fisher Body Corporation, Detroit.

James F. Simpson is in the tax department of the Security Trust Company, Detroit.

Sherwood J. Bennett is with J. C. Finney, certified public accountant at Detroit.

IOTA

Kenneth C. Harris is in charge of sales for the Standard Oil Company at Holton, Kansas, having charge of four counties.

Charles Hall is county attorney of Reno County, Kansas, with his office at Hutchison, Kansas.

Arle W. Estes is manager of the insurance department of the McNaghten Investment Company of Hutchison, Kansas.

A. W. Hewett is employed by the Standard Oil Company, Kansas City, Mo.

KAPPA

Lee M. Sessions is in the sales department of the Sessions Loan & Trust Company, Wynne-Claughton Building, Atlanta, Ga.

Julian H. Turner is cashier and a member of the firm of Kingman & Everett, jobbers at Macon, Ga.

R. Lawson Brown is stock-room foreman of the Buckeye Cotton Oil Company, Macon, Ga.

Edmund R. Morgan is assistant cashier of the Merchants & Mechanics Savings Bank of Macon, Ga.

James W. Petty, Jr., is assistant manager of the W. A. Florence Dry Goods Co., Marietta, Ga.

LAMBDA

Frank W. Hohmann is in the executive department of the Panama Canal at Balboa Heights, Canal Zone, and cordially invites all members of the fraternity who pass through the Panama Canal on business or pleasure, to visit him.

Arnold Replogle was recently elected president of the Optimist Club of Pittsburgh.

Dr. N. A. N. Cleven is contributing frequent articles to the *Pittsburgh Press* on the United States-Nicaragua-Mexico situation.

MU

Richard P. Butrick, who for the past two and one-half years has been in charge of the Consulate General at Guayaquil, Ecuador, sailed on the *President Jefferson*, November 30, from Seattle for Shanghai en route to his new post at Hankow, China.

Paul W. Twombly is assistant registrar of Georgetown College, Kensington, Maryland.

M. A. Cremer is U. S. Trade Commissioner at Rio de Janeiro, Brazil, where he is engaged in the promotion of trade between the Pacific coast of the U. S. A. and Brazil.

John B. Davis is assistant treasurer and settlement officer of the Title and Investment Company of Maryland, at Washington, D. C.

NU

Howard F. Haines is secretary of the C. O. Haines Company, Opticians, Columbus, Ohio.

Robert L. Seith is with the Columbus, Ohio, office of Ernst & Ernst.

Henry F. Dachsteiner is associated with the Bryan Transfer Elevator of Bryan, Ohio.

Robert P. Lindmiller is an auditor connected with the Cleveland National Bank, Cleveland, Ohio.

Karl D. Reyer, another active district

deputy of the fraternity, is on the faculty at Ohio University, Athens, Ohio, in charge of the work in advertising and business letter writing.

Ralph A. Beers is secretary and manager of the Mid-West Chevrolet Company, Tulsa, Okla.

David H. Crossland is assistant general foreman of the Hazel-Atlas Glass Company, plant No. 1, Zanesville, Ohio.

Laurence S. Staples is account executive of the Ferry-Hanly Advertising Company, Kansas City, Mo.

Ivan R. Adams is secretary and sales manager of the Adams-Barre Company, Columbus, Ohio. He expects to start a trip around the world next spring—beginning from California. Not married, and pulls a good one—"a bachelor is a gentleman who has no children to speak of."

Frank W. Papenhagen is auditor of the Defiance Dairy Products Co., Defiance, Ohio.

XI

Townsend H. Wolfe is branch manager at Mt. Clemens, Mich., for the Detroit Automobile Club.

Bryan Warman, L. D. Sibert and H. D. McNaughton are all associated with George Harrison Phelps, Inc., advertising agents, Detroit, Mich.

Milton A. Barber is associated with B. F. Stephenson, Detroit, Mich., real estate financing and building. Incidentally Brother Barber is one of the most active alumni members of our Michigan chapter.

F. C. Reinke is a general builder and contractor at 187 Tyler Ave., Detroit. He is making tentative arrangements for a combined business and pleasure trip to Bolivia, South America, in March.

Mark V. Yost holds forth as a Wayne County attendance officer, in Detroit, Mich.

OMICRON

N. W. Thompson is an inspector for the Retail Credit Company, Springfield, Mass.

PI

Henry B. Fuller is associated with Harris & Fuller of 120 Broadway, New York City, and a member of the New York Stock Exchange.

M. M. Cooper is a salesman for the Cooper-Bracey Grocery Company, wholesale grocers, at Thomasville, Ga.

RHO

Belden S. Gardner is employed by The Oakland Bank, Oakland, Calif.

Milton C. Kennedy is a special agent for the Hartford Accident and Indemnity Company at Sacramento, Calif.

Burton A. King is treasurer of Glenn-Connolly Co., Inc., realtors and insurance brokers at Oakland, Calif.

Chris E. Phelan and Belden S. Gardner have organized the firm of Phelan & Gardner, with offices at 4069 Hollis Street, Oakland, California, where they will act as manufacturer's agents. They would be glad to hear from any brothers connected with firms looking for representation on the Pacific Coast, particularly around the San Francisco district.

SIGMA

David J. Kennedy is a salesman for the Standard Oil Company of California at Sacramento, Calif.

Alton C. Melville is now located at 605 Deseret Bank Building, Salt Lake City, Utah, handling the business end of a lawyer's office.

William R. Blacker is instructor of accounting, business organization and investments in the Economics Department of the University of Nevada, Reno, Nevada.

Reynold J. Stubbs is an engineer with the Southern California Telephone Company at 740 Olive St., Los Angeles, Calif.

TAU

Frank Murphy is associated with his father, James Murphy, leading coal merchant of Fort William, Ontario.

UPSILON

W. M. Morrison is selling bonds for Halsey Stuart & Company in Cincinnati and northern Kentucky, headquartering at their Cincinnati office, Dixie Terminal Building.

Roy W. Smith is with the Standard Accident Insurance Company, St. Louis.

Fred L. Habbegger has now transferred to the College of Law, University of Illinois.

R. J. Gulmyer is secretary-manager of the Tuscaloosa Chamber of Commerce, of Tuscaloosa, Ala.

James T. Coatsworth is a student engineer with the Public Service Company of Colorado, Denver, Colo.

Albert J. Pirie is selling for the J. D.

Wallace & Company out of their Miami (Fla.) office. Survived the hurricane in fine shape.

J. E. Hemwall is selling for the Aluminum Cooking Utensil Company, in the Chicago territory.

C. K. Fisher is a salesman for Bundy & Albright Real Estate Company, Los Angeles, Calif.

Harold E. Martin is in charge of collections for the Waukegan (Ill.) office of the Public Service Company of Northern Illinois.

James W. Cole is now secretary-manager of the Huntington, Ind., Chamber of Commerce.

Edward J. Filbey is assistant dean of the College of Commerce and Business Administration of the University of Illinois, Urbana, Ill. He served as national president of the American Association of University Instructors in Accounting, and presided at their annual convention, which was held in St. Louis, Mo., December 28-29, 1926, and which convention many members of the fraternity attended.

PHI

Lawrence P. Kraemer is business manager of the Angelina Hotel, Anaheim, Calif.

Roy N. Edwards is with the First National Bank at Orange, Calif.

John H. Beatty is with the First National Bank at Monte Vista, Colorado.

Harland Leonard is with Foster & Klieber (vacant lot advertising agency) and is now adorning all the wideopen spaces of Southern California with vital news to consumers.

Paul K. Webster is with the Los Angeles office of Haskins & Sells.

Claire Newby has just returned from the American Embassy at Mexico City, where we understand they had him in solitary confinement for some six months. He hasn't told us how they do it in Mexico, but we still have hopes.

Charles Berry, statistician for the Merchants National Bank of Los Angeles, has been hard at work completing a merger with the Helman National Bank of the same city. This combine will develop into the largest national bank in Los Angeles.

H. Morton Petty is assistant cashier of the Thomas Mortgage Company, Los Angeles.

Elmer Marshrey is manager of the appli-

cation department of the Thomas Mortgage Company, Los Angeles.

George H. Boeck is a sales-engineer with the Oakite Products, Inc., of New York City, for their southern California territory.

Maury W. Latker is with Sellers, Latkers & Associates, industrial engineers and accountants at Los Angeles.

CHI

J. Elwood Armstrong is supervisor of accounting for J. Schoeneman, Inc., Baltimore, Md.

W. L. Canton is collection manager and assistant secretary of the Mortgage & Acceptance Corporation, Baltimore, Md.

John H. Feltham is in the accounting department of Robert Garrett & Sons, investment bankers of Baltimore.

Herbert G. Beyer operates his own business as manufacturer's representative at Baltimore, selling in the territory from Pennsylvania to North Carolina.

C. Gordon Buckey is in the accounting department of the Atlantic Refining Company at Baltimore.

George E. Lindsay is plant statistician of the Maryland Glass Corporation, Baltimore, Md.

Alfred T. Nardi is a field representative for the Baltimore branch of the International Harvester Company.

PSI

Frank L. Cusick is with the Wichita (Kans.) office of the National Cash Register Company, doing sales work.

P. R. Moeller represents the Goodyear Tire & Rubber Company, traveling out of Macomb, Ill.

Emil Hofsoos is director of research for McManus, Inc., advertising agency, Detroit, Mich.

Arthur N. Lowe is selling life insurance in and around Madison, Wis., for the Northwestern Mutual Life Insurance Company.

Ira M. Johnson is associated with Wm. C. Kottemann & Company, certified public accountants at Los Angeles, Calif.

OMEGA

Robert R. Williams is office manager for A. N. Kline, Studebaker distributor at Allentown, Pa.

Robert E. Vining is now with the pub-

licity department of the Western Electric Company at Chicago.

Leon L. Klaus is doing editorial work for the *Sunday News*, Lancaster, Pa.

Walter Gackenbach is in the credit department of the American Loan Company at Philadelphia.

Patrick J. Dougherty is teaching at the Villanova College, Villanova, Pa.

James A. Castner is now residing at 105 S. Main Street, Lexington, Va., and has matriculated in the Law Department of Washington and Lee University.

Herbert E. McMahan is head of the commercial department of the Altoona (Pa.) Senior High School.

Ray Thompson is achieving particular success and fame in Philadelphia as an illustrator and cartooner. He is a regular contributor to such magazines as *The Reading Railroad Magazine*, *Medical Pickwick*, *How to Sell*, *The American Florist*, *Paris Nights* and others. He maintains a studio at 712 Heed Building, Philadelphia.

ALPHA-BETA

Harold F. Sells is an instructor in accounting at the University of Iowa, Iowa City, Iowa.

ALPHA-GAMMA

Charles E. Megargel is manager of the fidelity and surety department for Bushnell & Clark, general agents at Scranton, Pa., for the Fidelity and Deposit Company of Maryland.

William M. Hench is instructing economic theory and land policies at Syracuse University, Syracuse, N. Y.

E. C. Laubach is route supervisor of the Atlantic Refining Company at Wilkes-Barre, Pa.

ALPHA-DELTA

Merle Loder is part owner of the Loder-Coe Insurance Agency, Lincoln, Neb.

Edwin G. Neuarth represents the Guardian Life Insurance Company at Eureka, S. D.

ALPHA-ZETA

Glenn R. Stoutt is in the trust department of the American Trust & Banking Company, Chattanooga, Tenn.

Ben Cantwell, first head-master of *Alpha-Zeta*, was the leading twirler in the Florida State League last year. Out of twenty-six games pitched at the time this information

was sent in, he had won twenty-one games, lost three and tied two, and had eleven shut-outs to his credit. We understand he is being looked over by several major league scouts.

ALPHA-ETA

B. E. Tiffany is assistant professor of business administration of the University of South Dakota, and is also a senior in the Law School. His thesis for his M.A. degree has been accepted by the New York Public Library for the collection of local histories it is making, brother Tiffany's thesis being "Indian Land Policy in South Dakota."

Lloyd T. Uecker is principal of the Fulton (S. D.) High School.

D. M. McGahey, Jr., is city sales manager for Sioux Falls, S. D., for the Real Silk Hosiery Mills, Indianapolis, Ind.

ALPHA-THETA

Clarence A. Johannigman is life underwriter with the Union Central Life Insurance Company of Cincinnati, Ohio.

Albert W. Goering is superintendent of the Ideal Packing Company, Cincinnati, Ohio.

ALPHA-IOTA

George W. Vest is assistant city solicitor of the City of Des Moines, Iowa.

Albert Guggedahl is sales manager of the Blue Line Storage Company, Des Moines, Iowa.

Claude P. Dowis is an insurance adjuster for the Underwriters Adjusting Company, Guaranty Trust Bldg., Detroit.

ALPHA-LAMBDA

Willard E. Atkins is professor of economics at New York University, New York City.

ALPHA-MU

Maurice E. Mills is associate manager with the National Underwriters Company, Cincinnati, Ohio.

ALPHA-NU

J. Milburn Dungan is doing sales research work for the Purox Company, Cleveland, Ohio.

Seward L. Lightner is taking graduate work at Northwestern University, Evanston.

Leon N. Hamilton is manager of the investment department of the Mountain States Life Insurance Company, Denver, Colo.

Royal W. Anderson is field secretary for the Retail Merchants Association of Colorado, with headquarters in the Denham Bldg., Denver. He is planning on attending the American Legion convention in Paris this summer—anyone else going along?

ALPHA-OMICRON

Russell L. Perkins is an accountant for the City of Cleveland division of Water and Heat, Cleveland, Ohio.

P. F. Good is employed by the Messenger Printery, Athens, Ohio.

W. Rex Snavely is assistant manager of the Pittsburgh branch of the Diebold Safe & Lock Company of Canton, Ohio. His Pittsburgh address is 240 Second Avenue.

ALPHA-XI

James W. Mathews is an instructor in economics at Lafayette College, Easton, Pa.

J. Philip Coleman is in the credit department of the Bankers Trust Company, New York City.

ALPHA-PI

Paul F. Thompson is city editor of the *Peru* (Indiana) *Republican*.

Charles M. Thomas is in the trust department of the Harris Trust & Savings Bank, Chicago.

ALPHA-SIGMA

A. P. Drummond is with the Bank of Bonifay, Bonifay, Florida.

MARRIAGES

Archie W. Estes, *Iota*, on May 14, 1924, to Frances Coe.

C. K. Fisher, *Upsilon*, on June 19, 1924.

Laurence S. Staples, *Nu*, in June 1924, to Marie Schaefer.

James W. Cole, *Upsilon*, on November 1, 1924, to Mildred Wilson of Canton, Ill.

Townsend H. Wolfe, *Xi*, on November 4, 1924, to Evelyn Prevost.

Walter E. Perkins, *Theta*, on January 24, 1925.

Leland B. Irish, *Epsilon*, on June 1, 1925.

Jarrett L. Davis, Jr., *Pi*, on June 10, 1925, to Martha Moon.

Albert H. Baker, *Gamma*, on July 2, 1925.

Maurice Edwin Mills, *Alpha-Mu*, on June 17, 1925, to Agnes VanArsdale.

- Milton C. Kennedy, *Rho*, on June 30, 1925, to Teresa Loraine Real.
- William S. Leaycraft, *Alpha*, in September, 1925.
- Alfred T. Nardi, *Chi*, on November 4, 1925, to Mary Adelaide McNavey.
- C. Gordon Buckley, *Chi*, on October 15, 1925.
- John P. Keane, *Alpha*, in December, 1925.
- A. W. Hewett, *Iota*, on December 8, 1925, to Bertha Stout.
- Chris E. Phelan, *Rho*, on December 31, 1925, to Genevieve May Weishar.
- Alcuin W. Lehman, *Alpha*, on January 30, 1926.
- Herbert E. McMahan, *Omega*, on April 9, 1926, to Jane Deemer.
- James Woodrow Mathews, *Alpha-Xi*, on June 26, 1926, to Lessie Kathleen Scott.
- James E. Hemwall, *Upsilon*, on June 16, 1926.
- Lawrence P. Kraemer, *Phi*, on August 3, 1926.
- Burton A. King, *Rho*, on August 4, 1926.
- James T. Coatsworth, *Upsilon*, on August 5, 1926, to Grace E. Englund.
- P. F. Good, *Alpha-Omicron*, on August 30, 1926, to Theodore Lawhead.
- Leo Jardine, *Sigma*, in September, 1926.
- Lester Victor Griem, *Psi*, on October 9, 1926 to Alfa Luicle Linden, at Marinette, Wis.
- Fred Paul Barthel, *Alpha*, on October 14, 1926, to Edna Gerlich, at Yonkers, N. Y.
- F. C. Reinke, *Xi*, on October 16, 1926.
- Sherwood J. Bennett, *Theta*, on November 10, 1926, to Claire Doore.
- Wesley Cossens Steele, *Alpha*, on February 17, 1927, to Clara Elizabeth Knight of East Orange, N. J.
- Maury W. Latker, *Phi*, on February 20, 1927, to Marion Kaye.

B I R T H S

- Albert Guggedahl, *Alpha-Iota*, on March 1, 1924, a son.
- Bernard T. Deatrick, *Beta*, on July 15, 1925, a daughter, Lulu Jane.
- Earl F. Kinson, *Beta*, on October 31, 1925, a son, David Earl.
- John H. Hutchison, *Zeta*, on December 25, 1925, a son, John Henry, Jr.
- J. Milburn Dungan, *Alpha-Nu*, on February 2, 1926, a daughter.
- Raymond O. Hill, *Theta*, on April 24, 1926, a daughter, Margaret Elizabeth.
- Walton Juengst, *Alpha*, on May 20, 1926, a son, Dale Amy.
- Dan J. Vaughan, *Delta*, on July 2, 1926, a daughter, Miriam.
- Albert W. Goering, *Alpha-Theta*, on July 22, 1926, a son.
- Walter H. Reese, *Sigma*, on August 17, 1926, a daughter, Eleanor Lucetta.
- Townsend H. Wolfe, *Xi*, on September 25, 1926, a daughter, Diana Jean.
- Harvey G. Meyer, *Psi*, on October 2, 1926, a daughter, Kathryn Rose.
- Elmer H. Marshrey, *Phi*, on November 6, 1926, a daughter, Marie LaHue.
- Frank L. Cusick, *Psi*, on November 6, 1926, a daughter, Mary Catherine.
- Arlie W. Estes, *Iota*, on November 10, 1926, a son, William C.
- Thomas H. Wright, *Beta*, on November 12, 1926, a son, Thomas Hardin, Jr.
- John P. Keane, *Alpha*, on November 12, 1926, a daughter, Betty.
- Milo F. Snyder, *Zeta*, on November 29, 1926, twin daughters, Helen Rae and Mary Anna.
- Milton C. Kennedy, *Rho*, on December 8, 1926, a son, Donald Real.
- James J. Houlihan, *Alpha*, on December 17, 1926, a daughter, Barbara.
- S. G. Petterson, *Beta*, on January 2, 1927, a son, Robert Edward.
- Harold J. Potter, *Xi*, on January 4, 1927, a daughter, Betty Jean.
- H. G. Wright, *Beta*, on January 11, 1927, a daughter, Barbara Jane.
- Verdon Vroman, *Beta*, on January 31, 1927, a daughter, Margaret Alice.

AMONG THE CHAPTERS

Alpha Leases New House

After being without a house for three months, it seems mighty good to be in our own home again. The lease on our house on 10th Street expired October first, and at the last moment a deal for another house fell through, so we were forced to move and we headquartered at the Hotel Albert, nearby, until January 1. The committee got busy, and by that time we were very fortunate to locate 26 W. 11th Street, where we are now situated, with a ten-year lease in our files.

The latch string is always out at 26 W. 11th, and we cordially invite members from other chapters to visit us whenever you are in New York. The house is filled to capacity, but we can always find room for you over night.

Our first initiation of the year was held January 8, when six pledges were elevated to the rank of brother. Our second initiation will be held the second week in March, according to present plans.

On Saturday, February 5, we held our first house dance, and with 55 couples crowded into the three parlors, we are glad that the formal to be held February 25 will be at the Plaza Hotel. Don't misunderstand—we are not complaining—but what we want information on is how everyone can dance at the same time—55 couples is several too many for our present quarters.

Alpha sponsored and is participating in an interfraternity basketball league. The trophy is on exhibition at our house, and we propose to keep it there permanently—we haven't lost a game to date, so we have reason to feel a little confident in this connection.

Grand Secretary-Treasurer "Gig" Wright appeared before a joint meeting of the chapter and the alumni on Monday, January 24, and also presented the movies taken at the Madison convention. We enjoyed

his talk and the movies very much, and hope he comes again soon.

The final exams are just over, as this letter is being prepared. So far we've heard of no casualties, with the result that all thirty-one active members of Alpha are working harder than ever for a better chapter.

Alpha sends greetings to the other forty chapters—may we all prosper together.

PAUL W. SILFIES, Head Master.

Beta Gets Away to a Late Start

In view of the fact that the new School of Commerce building at Northwestern University was not ready for occupancy until in October, classes were opened one month later this year than usual, with the result that our activities got under way later than previous years. However, this gave us ample time to get all set and we feel that we surely made up for lost time when we did get going.

Our professional meetings, of which we have had many, have been huge successes. We had as speakers several noted business men, a politician, an artist, a professional football star, a newspaper man and others. With a variety of speakers the chapter house is crowded every time we announce a professional meeting.

We also followed our usual custom of holding an open house and smoker for all the students in the School of Commerce. This is done each and every year, and invitations are sent to the four thousand students, both men and women. One week is set aside, and smokers and open house is held for four consecutive nights, Monday through Thursday, when the men students are invited up, whereas Friday evening is reserved for the women students, the members of the faculty and members of other fraternities. An orchestra is on hand that

evening, and dancing is enjoyed. These open houses afford several hundreds of students an opportunity of getting acquainted in a social way with their classmates, and they have been very successful.

Under the guidance of Tom Wright, chairman of the finance committee of the Commerce Club, the new quarters of that club in the new building have been beautifully equipped, and sure makes one feel like a million dollars when you enter that club room.

Our basketball team in the interfraternity league is not doing so good, sorry to say. At baseball, golf and tennis we seem to have no trouble winning, but at basketball it's a different story. We are still living in hopes, however.

Our pledging "season" this year was most successful. Properly organized, and efficiently handled by Senior Warden Art Hoffman and Pledge Captain Wayne Richardson, we acquired twenty-six pledges last fall. They have been undergoing a strenuous probationary period and the results have been very gratifying. The policy of the chapter is leisurely pledge period and no hasty initiations. We get to know about all that is to be known about our pledges long before they are qualified for initiation. Maybe a pledge button is lifted once in a while, but it is better to find it out before initiation than afterwards. The spirit prevailing among the pledges is wonderful to behold. One of our most successful events of the year was a show given by all pledges the middle of January. The play was in three acts and was written and staged by the pledges themselves in a most professional manner. Five of the pledges were initiated January 29, several more will make the grade on February 26, and the others who pass our requirements will probably be initiated the middle of March. The early initiations will enable the new brothers to become thoroughly familiar with our work and they will be in better position to properly function the following year.

All beds are occupied at 42 Cedar Street, but we have three guest beds, which are never rented but held available for guests, for under ordinary conditions there is always room for our visitors, and if not, we'll make room. So be sure and come to 42 Cedar on your next trip to Chicago.

LLOYD M. CLADY, Scribe.

Gamma Leading the Way at Boston

Since the last issue of THE DELTASIG, Gamma has been more than busy. We initiated seven men in November and have another class ready for April. All of our last group of initiates are real active and interested workers, and we are accomplishing some real things on the Boston campus, and within our own chapter.

BOSTON UNIVERSITY

One of the most interesting features of our last initiation banquet was that we had as our guest Dean Lord of Boston University College of Business Administration, who is also the national president of *Alpha Kappa Psi*. We hope that the good will existing between Dean Lord and *Gamma* chapter is but representative of the friendly relations existing between the two fraternities nationally.

Two dances have been held this year, one at Thanksgiving and one, a formal, in January. Several professional meetings have been held and more are scheduled for the balance of the year. We also gave a dinner in honor of Brother Toner who recently returned from Porto Rico, where he is the director of the Porto Rican branch of the Boston University College of Business Administration. Our worthy brother doesn't seem to sympathize with the poetic inclinations of the Porto Ricans.

The visit of our Grand Secretary-Treasurer, H. G. Wright, on January 21 and 22, was most opportune. We hardly expected him to find so many things wrong with us, but happily they were such that could be remedied immediately and they have been. In spite of the "friendly criticisms" of Brother Wright, we should like to see him more often. These criticisms, by the way, are good for the benefit of the chapter and the fraternity. Chapters and chapter officers are inclined to get in ruts at times, and while here at Gamma we had nothing real seriously wrong, there were many things we could do with greater results or in a more efficient manner. The relating of the experiences of other chapters by Brother Wright gave us more new ideas, and several of them could be adopted here at *Gamma* with success. We thoroughly enjoyed the moving pictures of the Grand Chapter Congress, which were displayed by Brother Wright on three different occasions for the benefit of our members, once at the meeting we had Friday night at the University Club

which was attended by many undergrads and alumni, and twice in Brother Wright's quarters at the Boston Athletic Club for the benefit of brothers who couldn't make the meeting Friday. May we all be able to attend the next convention.

M. B. HOLDEN, Correspondent.

Delta is Prospering

On December 12 *Delta* welcomed into the fraternity five neophytes in the presence of a large number of actives and alumni, and brothers from other chapters. The initiation was followed by a banquet at the Plankinton Hotel. The active membership of *Delta* now totals thirty men.

We have held a number of professional meetings at the chapter house and have had several prominent speakers give talks at these meetings, among whom have been the Dean of the College, J. Freeman Pyle, Professor Cooper, labor economist, Mr. Dickey, economist of the First Wisconsin National Bank, Mr. Burr Lee, advertising manager of the Second Ward Savings Bank, and Mr. Roman R. Sevenich, C.P.A. We also sponsored a "rushing dinner" at the Marquette Union.

Our Homecoming Party, held November 6, 1926, was a huge success. The party was attended by eighty-five couples, and was held in the Crystal Room of the Astor Hotel.

We are particularly fortunate in the advantageous location of our new chapter house, 130 14th Street, for Johnston Hall and the College of Business Administration are just one and a half blocks away.

The chapter has been extremely active in the College of Business Administration this year. In active competition with our competitors, *Alpha Kappa Psi*, we hold all important class offices except in the junior class. Kostner and Rowan represent the department on the Union Board of Governors. Newbury is chairman of the Annual Business Administration dance. Stahl is on the Glee Club again this year and also a member of the Informal Prom Committee. Rowan is manager of the varsity basketball team and Scheder is treasurer of the interfraternity council. Our bowlers are more than holding their own in the interfraternity bowling tournament.

Annual election of officers will be held on February 21, and our alumni will hold a big

St. Patrick's dance at the Elks Club on March 17, which most of us plan on attending.

Delta expresses a wish to welcome all brothers to Milwaukee and to the chapter house, whenever they may be in our city.

B. F. STAHL, JR., Correspondent.

Epsilon Shows the Way at Iowa

Raising corn isn't the only activity in the state of Iowa, for when it comes to **ACTIVITY**—draw a circle around Iowa City in your atlas and you'll have the exact location of one of the *busiest* **ACTIVITIES**—namely, *Epsilon* Chapter.

When the boys unhitched the plows, packed their trunks and headed for the University they had a vague doubt about how well *Epsilon* would fare in the coming year because they knew that the traditional custom of sending seniors out into the wide world had left the ranks of *Epsilon* very depleted.

What, then, did they do? In the first place, they chased Old Man Gloom so far that it would take the Air Mail years to reach him and then with determination they started in to build up the chapter in a constructive manner.

This was accomplished by careful pledging and well-directed executive ability on the part of officers. Economies in the many instances were effected and the financial basis of the chapter was directly benefited, which enabled *Epsilon* to have some banquets and smokers to which they could invite prospective men, meet them, entertain them, and give them "the glad hand."

Each Sunday afternoon was set aside as social hours from 2 to 4 P. M., when everyone was invited to come to the house and "feel at home." This social hour met with the instant approval of all and has continued as a part of the constructive policy of the chapter.

The chapter soon assumed the attitude that radiated confidence to all. New pledges were made, and were given the power to have a pledge organization (or club) which was merely a form for meetings and a voice on their part if they desired to make any appeal or complaint to the active chapter on any matter. They were not given any ritual but were versed with parliamentary power and freedom to direct their own business meetings under



the direction and supervision of the Pledge-master. This system has been a success in that a point system has been used for individual accomplishment plus the working knowledge gained of parliamentary law as well as the installation of a feeling that, although they were pledges, they had the interest of the active chapter at all times and should be responsible for the confidence of their active chapter.

"Coöperation" was the watchword and as a result—*Epsilon* has made rapid progress. A new house was leased, the membership roll increased, new pledges added and a spirit of pride created that has made *Epsilon* an outstanding chapter in the great professional domain of Delta Sigma Pi.

WM. G. THOMPSON, Correspondent.

Zeta Holds First Initiation

The most recent and outstanding event of chapter interest for *Zeta* has been the formal initiation held January 9 in the *Beta* chapter house. The initiation ceremonies and ritualistic work were conducted by the *Beta* ritual team and the *Beta* house used for the ceremony. At this time, eleven men were initiated. Four more men will be initiated in the near future, when a joint initiation is planned with the *Beta* chapter for the initiates of both divisions of the School of Commerce. Following the initiation, the traditional chapter banquet was given at the Orrington Hotel in Evanston.

During the semester just past, *Zeta* has been very well represented on the campus. Erbes and Church are the third successive pair of *Zeta* men to hold the positions of editor-in-chief and business manager respectively of the *Syllabus*, Northwestern's annual publication.

Fisher was a regular member of the championship Northwestern eleven, and played the whole season at end. He has been mentioned on several all-conference and all-western teams. Fisher also plays basketball, taking care of the center position, while Rusch plays a regular forward.

Ford and Singleton were other members from *Zeta* on the football squad. At the same time, Fairchild was one of the Junior managers of the team.

Miller has been active on the Homecoming committee, and is one of those in

charge of the National Indoor High School interscholastic to be held at Northwestern late in March.

Church, Erbes, Gilliom, Miller, Singleton, Fairchild, Rusch, and Fisher are all members of Purple Key, Junior Honorary society, of which Gilliom is president.

ARTHUR CURTIS, Correspondent.

Eta Initiates Seven

Since our last chapter letter to THE DELTASIG, Pledges Bryant, Gifford, Jones, Rogers, Walker, Hensley and Holton ceased to be neophytes and have become full-fledged brothers. Their initiation was held

on the afternoon of December 18. Brother Reyer, district deputy, was present at that time and gave us many suggestions which will, in the future, help us put on a more impressive and efficient initiation ceremony. At the banquet following the ceremony, Brother Reyer made a very interesting talk on the problems and accomplishments of Delta Sigma Pi at Ohio University and other chapters with which he is personally acquainted.

At the present time *Eta* chapter is represented in campus activities by the following brothers: Richards and Walker in O. D. K., an organization of campus leaders; Sharp on the basketball squad; Kearns and Richards, who are lieutenant and captain in the R. O. T. C.; Richards in Scabbard and Blade; Walton and Miles on Men's Student Council; Jones is drum major of the cadet band; Richards is baseball manager for 1927; Miles in Strollers, the dramatic organization of the campus.

We are still trying to keep our need of a chapter room on the campus before the faculty and believe that with the continued growth of the College of Commerce some space may be allotted to us.

The greatest problem *Eta* chapter now has is with the Commerce Club, which we have fostered and all the officers of which are Deltasigs. It seems that interest cannot be maintained. We have had very interesting speakers and the meetings have been adequately advertised, but we are not able to draw the crowds which should be in attendance. If any of the other chapters have had a similar difficulty and have found some remedy we would appreciate any suggestions from them.

LEROY MILES, Correspondent.

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Iota Initiates Soon

The brothers of *Iota* are looking forward to initiation. We have had a rather small active chapter the past semester, 14 in all. Then, two of the brothers, Bacon and Little, completed their undergraduate work in January, so our roll call was cut to 12. However, we have set our initiation date for February 20 and at that time 8 or 9 men will be taken into brotherhood. This will give us a chapter of 20 or more and the increase will aid materially in our progress. Five or six of our pledges have not been subjected to the test of pledgeship long enough so we are holding them over until later in the spring when we will probably have about 10 men who are eligible.

We didn't want to convey the idea that our vision beyond the 20th is blurred. Far from it. On April 22 we will hold our spring party. All the details have not been arranged but we expect to enjoy that evening more than any other this year.

We have made progress the past semester. Scholastically: We had no failures and only 42 hours of Ds which are more than balanced by 44 hours of As. The other grades were Cs 162 hours and Bs 159 hours. Financially: Our books show a very substantial profit which means a lot in running a fraternity.

Dan Cupid has not forgotten our chapter as shown by the marriage of Brother Virgil Miller and Miss Dorothy Rogers on January 30.

M. D. WALLINGFORD, Correspondent.

Kappa Keeps Improving

Head Master Embry and his associates in *Kappa* are making a very fine showing this year, and we feel that conditions at *Kappa* are improving each month. As the chapters in Delta Sigma Pi probably know, our School of Commerce has two divisions, a day and an evening division, and our membership is drawn from both. At a recent meeting of the interfraternity council Brother Fred B. Wenn, director of the evening division, said that he appreciated as much as anyone did what it was to have



to work one's way through school and that all consideration possible should be given the student who had to solve this problem. Most of the students in our department work their way through, and the members of *Kappa* are no exception. With the support we are receiving from Brother Wenn, our ambitions and aspirations are high and we hope to keep things moving here at Georgia Tech.

We played an important part in the recent organization of an interfraternity council for the evening divisions. This will mean better coöperation among the students who are members of the different fraternities. Another important addition to our college is the *Technite*, a monthly publication recently organized.

The chapter dinners at the Carlton apartments have been unusually successful, and our attendance has averaged about twenty. These dinners are held the first and third Sundays in each month. Embry was elected president of the senior class while Pratt and Amason were elected to the Owls, an honorary scholastic society.

Six members were added to our rolls on December 6. Our second semester initiation will be held soon, and our efforts will then center on the acquisition of permanent chapter quarters of some kind, something that we can call our own. We feel that our chapter is making progress, we are headed the right way, and we mean to keep things moving at a fast clip, until our ambitions are realized.

GEORGE J. THOMAS, Correspondent.

Lambda Opens Chapter Quarters in Hotel Chatham

The officers and brothers of *Lambda* chapter, at Pittsburgh, Pa., greet our brothers in Delta Sigma Pi. Our first important item of news is this—*Lambda* now has permanent quarters at Hotel Chatham, 423 Penn Avenue. After several years of discussion of the necessity of such quarters, Headmaster Wehe and his committee put across the big idea. Needless to say, it has proved to be an incentive, and we hope to note an increased development at *Lambda* chapter.

We were honored with a visit by our Grand Secretary-Treasurer, "Gig" Wright,



Tuesday evening, February 1, and we certainly had an enjoyable evening. The pictures of the convention enabled us to see what some of you brothers from other parts of the country look like, and we admit Flo Ziegfeld does not yet have the corner on the market of male pulchritude. "Gig" made several suggestions which we hope to make valuable use of, and which may result in our attaining several aims, which so far, we have been unable to reach.

We have pledged Fred Wehe and Harry Kurth during the first semester and will hold an initiation and banquet February 26. Our house committee and festivities committee have arranged several enjoyable bridge parties and smokers during the first semester; although the attendance was not what we hoped for. Only one dance was held so far, at Webster Hall. The attendance was just about right, and as the location was ideal, everyone seemed pleased with the evening's entertainment.

Several of our honorary members are gaining more prominence in local circles; Brother Arnold Replogle was recently elected president of the Optimist Club; Dr. Nels Clevin, one of Pitt's most popular instructors, is now writing articles in the *Pittsburgh Press*, concerning the situation between the United States and Mexico, and the Nicaraguan situation. Dr. Clevin is a recognized authority on Latin-American history, and has made several visits to the South American countries, and attended the Pan American Convention held last year.

Brother William Schuster was recently elected to the honorary scholastic fraternity of the School of Business Administration, on the campus, and we congratulate him on securing this honor.

In our future letter, we hope to report the successful achievement of several suggestions recently adopted by our chapter, and to report a larger active chapter.

C. F. GRIMM, Correspondent.

Mu Brothers Go Abroad

Mu chapter is rapidly earning its right to the title of "The seafaring chapter of Delta Sigma Pi. During the past summer many of the brothers devoted their vacation to travel, to Europe and South America. Among the half dozen who journeyed to Europe most of the brothers made their

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trip via the Baltic on two different steamers of the American Seantic Line. Another made the trip on the famous *Leviathan*. Several others made the trip to the eastern coast of South America. Much "experience" was gained, and the experiences the brothers relate are amusing. The brothers acquainted themselves with the practical side of shipping, and can deliver discourses on the best methods of deck-scrubbing, work in the engineroom, or what have you.

We feel that much improvement has been made at *Mu* this year. The chapter was considerably in debt last year; most of these debts are now paid, and things are looking up, as they say. Our business meetings are snappy and to the point; we have adopted a new financial policy that is working wonders and created a profit of almost \$1500 in the first semester's operations; we recently initiated eighteen pledges of which we were more than normally proud; our house is practically filled at all times, so what could be sweeter.

We are looking forward to retaining the silver loving-cup which we won early last spring in the interfraternity track and field meet. We feel that our chances for this year are fine for we number among our members the indoor track champion, a former member of the Olympic team.

Being mostly interested in foreign service, our alumni have scattered to the many corners of the globe. Every now and then they reappear in Washington for a few days or weeks, and go on their way again. We hope that more of them will revisit the chapter house and get acquainted with the actives. We will try to make their visit mutually pleasant and profitable.

CLARENCE E. BERGFELD, Correspondent.

Nu Holds Joint Initiation With Alpha-Omicron

What we believe was the first joint initiation in Delta Sigma Pi was held January 10, 1927, here at *Nu* when *Alpha-Omicron* chapter at Ohio University sent ten brothers and four pledges up to Columbus and joined us in the holding of an initiation. This idea worked splendidly and proved mutually beneficial. At the banquet following the initiation ceremonies over forty actives and alumni were in attendance.

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Our annual winter formal was held February 11 at the Elks Country Club, and we had as our guests of honor, F. C. Medick, secretary of the Medick-Barrows Company, J. A. Kelly, president of the First-Citizens Corporation, and Senator F. A. Carpenter.

We have two teams entered in the intramurals—one in basketball and one in bowling. The basketball team has disposed of *Pi Kappa Alpha* and *Tau Kappa Epsilon* and we hope to do the same with *Alpha Tau Omega* soon. Likewise the bowlers have come through 100 per cent and not lost a game.

Our present house is entirely inadequate for our needs, holding only fifteen men. We are endeavoring to locate a house that will hold twenty-five for next fall, and we hope this will be accomplished.

EDGAR C. TURNEY, Correspondent.

Xi Has Nine Pledges

As the college days go by Xi continues to prosper. We have what we feel is one of the most promising groups of pledges that the chapter has had in years. We are fairly well represented in campus activities. Our nine pledges will undoubtedly be initiated on February 26. This will be preceded by probation week and following the initiation there will be a formal banquet and dance.

Grand Secretary-Treasurer "Gig" Wright visited us on January 16, and quite a number of alumni came down from Detroit for this occasion, including our good friend Milt Barber. We enjoyed "Gig's" talk very, very much and we feel that we now have a much better understanding of the ideals and purposes of Delta Sigma Pi and also as regards the condition and activities of our other chapters. We thoroughly enjoyed the movies of the Madison convention and these pictures made clear to us that Ann Arbor should be the place for the 1928 Grand Chapter Congress. We are sure going to bid for it.

Ken Haven is circulation manager of the *Michigan Daily*, Eiserman is one of the varsity debaters, Lester Curl and Charles Staubach are in the Michigan Opera, while one of our pledges is on the *Michigan Daily* staff.

Pi Initiates Seven

Although one of the smaller chapters of the fraternity, we feel that Pi is progressing in a fashion that some of the larger chapters could be proud of. With fifteen actives back, we've held several meetings and banquets, and an initiation held the 26th of November, increasing our number by seven. A new School of Commerce building is in progress, and our petition for a clubroom in this building will probably be acted on favorably.

We are contemplating a large masquerade ball to be held next month in Athens. Invitations are to be sent out to all fraternities in the near future. The motive of this ball is to become more closely associated with the students in the University in order that we may choose those men who we care to pledge, and who we know will be an asset to our order.

The ideals of our fraternity are recognized and respected by the entire student and faculty body. Delta Sigma Pi, since its installation in the University, has made forward steps in the advancement of the commercial department, and has on several occasions given aid in dissolving, or alleviating those matters which would later prove a detriment to this particular division of college work.

JOHN B. HILL, Correspondent.

Sigma Initiates Six

Sigma chapter, due to graduation tolls, had a difficult task ahead of it when the 1926-27 school year opened. We had only eleven active members to push the work along. Since school opened in September, we have initiated six men and have four men pledged awaiting initiation. We have our sights set for at least twenty new men before school closes in June.

After an absence of several years the *Sigma Seagull*, official organ of the chapter, made its appearance on Utah's campus last November. We are planning on three issues for the year.

The six men initiated last quarter were: Raymond Hughes, Wallace Worswick, Lynn

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Finley, Wade Hardie, Stanley Ellison and Ralph Grames.

On Thursdays alternating with the bi-weekly business meetings, the active chapter has dinner at Shay's Cafeteria at 6:30. These dinners have been very beneficial to the chapter in many ways. We are favored with an informal talk by some one of Salt Lake's many influential business men at each dinner. These talks on various practical phases of business have noticeably stimulated the interest of the men in the fraternity. We have abandoned "bust" entertainments in favor of the bi-weekly dinners, because we get more favorable rushing results when we entertain our rushees at an informal dinner with a worth-while talk following. It is also more convenient to convert a dinner meeting into business meeting if the occasion demands.

Brother Irving Schindler, after completing school last June, went into the army, receiving a commission as second lieutenant. Charles Cook, kid brother of big Keate, is keeping the accounts straight for the F. W. Gray Oil Company. Harold Calder left recently for a two years' sojourn in Germany.

Brother Walter Michelsen is chairman of the A. S. U. U. entertainment committee.

Sigma chapter will hold its annual birthday dinner in April and a formal dinner dance will be staged on the 18th of March.

Frank Crosby one of *Sigma's* charter members, is now wrestling coach at the University of Utah. Frank is now engaged to be married.

Brother Cox is also employed as a gym instructor and is attending school part time. No, this isn't the physical education fraternity—merely a coincidence.

Sigma has its incorporation proceedings under way and will become a corporation as soon as the state grants the charter.

LOWE ASHTON, Correspondent.

Upsilon Purchases Site for New House

"It won't be long now." Such is the present feeling around *Upsilon* chapter, for at last we have really made a real step forward—and a powerful big step at that—in solving that well known house proposition. The news is too good to keep, so we'll let it out all at once.

During the past week the chapter voted to purchase a lot 150x100 feet located just

south of Armory Avenue on First Street for the sum of \$12,500. Not being satisfied with that the boys got hot and signed a preliminary contract with the Crowl Organization of Madison, Wisconsin, for the erection of a \$65,000 home before September 1, 1928. It won't be long now? Guess that statement isn't far wrong. At the same session the brothers voted to lease the *Alpha Gamma Rho* house for next year, thus acquiring a much bigger and more suitable house than we now have. You bet that was "some session."

Now to come down to earth again—we have thirteen men wearing the triangle of Delta Sigma Pi. Rather an unlucky number, but not in the case of these men. Our house is filled almost to capacity so shaving space is certainly at a premium. Most of the neophytes will be "going through" soon.

The middle of last November *Upsilon's* first social event took place in the form of a dance at the Oathout property in Urbana. It seems a long way back, but isn't at all difficult to remember. The Head Master, by the aid of an extra edition of the *Undertone*, had to stop the dance for awhile 'till things cooled off a bit. Bill Bruce took care of everything in a right smart fashion and we are relying on him to do likewise at our informal the first of next semester. However, all the brothers are "pointing" for our spring formal the night of May 14 at the Urbana-Lincoln. Lorry Jones' Californians are the favored ones, it seems, so now we know we're going to have a real party. Some of the alumni will be with us and you can pretty well guess what that means.

"It won't be long now"—in more ways than one.

STUART B. OGG, Correspondent.

Phi Hitting on All Six

With an active membership greatly increased by a recent initiation, *Phi* has made definite progress during the past two months. Much interest in chapter affairs has been shown by all of the members. At present we have eight pledges, all of whom show promise of becoming fine members of the chapter.

Phi has inaugurated a plan of having professional meetings on Monday evenings,



once or twice a month, the same evening when the regular business sessions are held. Prominent faculty members, as well as outstanding business men from the city, will be the guests of the chapter at dinner, after which they will speak and lead a discussion on a live, current subject of the business world. We find that the contact made and the information received in these meetings is very interesting and valuable.

Phi chapter, in coöperation with the Los Angeles Alumni Club, has invited the other chapters of the Western Province to Los Angeles for a province convention to be held sometime this fall. We hope that the other chapters of the Western Province will see fit to accept our invitation.

During the past few weeks many smokers have been held at the chapter lodge by students of the various major groups into which the College of Commerce men are divided. These groups have used the house for their gatherings; the programs have consisted of a few stunts and a social time, together with a good live speaker. Through these meetings a spirit of unity is developing among all commerce men which we believe to be very beneficial. The men are enabled to become better acquainted at these gatherings.

Phi has enjoyed many very pleasant social events during the past few weeks and we look forward to others in the future. We are privileged to have the Los Angeles Alumni Club nearby, members of which often meet with us. The alumni are a great help to the active chapter in progressive movements, both within the fraternity and in the College of Commerce.

PAUL WEBSTER, Correspondent.

Chi Slowly Acclimating Itself to New Conditions

Having been "divorced" by the University of Maryland and transferred to the

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Johns Hopkins University, the

start of the school year in the fall of 1926 found *Chi* chapter facing the many problems which would quite naturally be encountered in such a drastic change. Only those brothers who are familiar with the two universities can under-

stand the different conditions which we had to foresee and accustom ourselves to.

The University of Maryland, like the majority of state universities, is quite cosmopolitan and has such a student body. The Johns Hopkins University, as a privately endowed university, attracts an entirely different type of student, inclined to be aristocratic and harder to meet on equal ground.

With such obstacles in our way we were compelled to start off with caution and acclimate ourselves to the new atmosphere. Fortunately we lost very few actives in the transfer and our chapter house was nearly filled at the beginning of the school year and at present is entirely filled with brothers who make it their permanent residence. At the same time we were in a very healthy financial condition and that served to make our path much smoother than it would have been otherwise.

Every man took it upon himself to get acquainted with as many students as possible and to "spot" out the likely Delta-sig material. We obtained only mediocre results with this method and have issued invitations to a smoker to be held at the chapter house on February 20, at which time we will avail ourselves of the opportunity of looking over several of the students and in this manner we hope to solve our pledging problem for the year.

The Baltimore Alumni Club has been reorganized and new officers elected under whose guidance the club should certainly prosper. This is something *Chi* chapter has needed badly for quite a period and with their coöperation our task should be materially lightened.

In the social line this year we have held so far two dances and our annual New Year's Eve party. The last is getting to be second in popularity only to our annual dinner dance and this year was an unqualified success. Our next dance is to be held on February 26 at the chapter house and we extend to any brothers who may be in the vicinity a cordial invitation to be with us.

We are now holding our meetings every other Friday night at which time we transact such business as requires the attention of the entire chapter. The Executive Committee, at their frequent meetings, attend to the multitude of details which do not

necessitate the attention of the chapter in open meeting.

Chi Chapter wishes to take this opportunity of wishing the Fraternity as a whole a most successful year.

W. R. COMPHER, Correspondent.

Psi as Active as Ever

Psi has begun a new semester with the valuable asset of a more complete understanding of what really makes a chapter. The "hard-boiled" attitude of our executive committee in lifting financial responsibility for absence from meals, together with insisting on all actives and as many pledges as possible living at the chapter house, has contributed materially to the professional, financial, social and athletic self-sufficiency of the chapter. This semester we have thirty-four men in our house and the dining-room is well filled at all meals.

Business meetings are held every Monday night at ten-thirty. We have a scholarship committee this year and what can be accomplished will not be known until the semester grades are received but we have great hopes. Our grades have never been poor but we want to make them better.

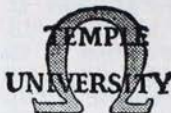
Basketball and ice hockey is keeping our athletes busy at present. As intra-mural ice hockey champions for two consecutive years *Psi* has quite a reputation to live up to. The boys are out doing conditional work daily and scrimmages are held once or twice a week. In the history of *Psi* athletics has been one excellent means of securing the interest of our pledges, making them fraternity men before, not after, giving them the badge of brotherhood, if you get what we mean.

Art Gaik has been a very efficient social chairman this year, and several most enjoyable events have been held.

The brothers are again casting hungry glances at their idle paddles in anticipation of the next initiation, which will be held March 26, at which time we hope to have about ten of our pledges qualified for initiation. Until then our motto is "watch your step, pledge" while we count their mis-steps in multiples of ten.

Omega Holds Dinner-Dance

Since the readers of *THE DELTASIG* last perused the columns containing the news of *Omega* several important events have taken place. On Saturday, December 11, a successful dinner-dance was held in the Betsy Ross



Room of the new Benjamin Franklin Hotel, which was the climax for an initiation of nine new brothers. The party was attended by the members and their lady friends and was a big success.

With the advent of the Christmas holidays books were laid aside and again the chapter house was deserted for a few weeks. Those who remained at the house held a New Year's Eve party which ushered in the new year in an appropriate manner. After the vacation the brothers came back with eager determinations to study diligently for the mid-term exams. We have heard of no casualties to speak of and at the close of exam week, we celebrated with a house-dance on February 2.

Grand Secretary-Treasurer H. G. Wright was with us on January 25 and 26 and during his visit showed the movies of the Madison convention and gave us a very interesting talk on Delta Sigma Pi, Its Present and Future. He also gave us some very fine advice on various ways and means to promote a real chapter.

Our annual election of officers was recently held, and the new officers are taking over the tasks assigned them in a creditable manner. *Omega* is active in interfraternity athletics and so far we have met with success in coping with our adversaries. If we can keep it up, we should be winner of the league. Here's hoping.

A cordial invitation is extended to all Deltasigs to visit us when in the Quaker City.

JOSEPH MANBECK, Correspondent.

Alpha-Gamma Initiates Twelve

For the first time in the history of the department, the *Commerce and Finance Bulletin* will make its appearance among the publications at Penn State under the auspices of *Alpha-Gamma* chapter, this month. We hope to make this publication of real service to the department and the business men.



Grand Secretary-Treasurer H. G. Wright visited us on January 31 and we enjoyed his talk, and the Madison movies very much. We hope a national officer visits us regularly each year, for it means a lot in bringing the chapters in closer touch with what is going on in the fraternity and in the other chapters.

Our recent initiation increased our membership by twelve, and interest in our work is at the highest degree at all times.

As regards activities of the brothers, one or more of our brothers seems to be actively engaged in the various activities of the campus, athletics, publications, glee club, honorary and scholarship societies and class offices.

G. F. FISHER, Correspondent

Alpha-Delta Pledges Seven

Two smokers were held at the *Pi Kappa Alpha* house and the *Phi Sigma Kappa* house respectively during the last sixty days at which seven new pledges have been added to the ranks of our estimable brotherhood. Our semi-monthly meetings are very well attended and conducted in a splendid manner.

Monthly dinners are held as regular as the months come and go. A part of the program consists of the discussion of business problems by prominent business men of our city. A short business men meeting is conducted to close the event.

Alpha-Delta recently held a joint dinner with *Alpha Kappa Psi*. The purpose of this event is to promote all Business Administration activities. The interests of the Business Administration College are highly manifest in *Alpha-Delta* chapter.

Brother Shepard, our Keeper of the Parchment Roll, holds the presidency of the Commercial Club. All other offices of the Commercial Club, with the exception of two, are held by our brothers.

We are proud of our representation in nearly all activities on the campus, including football and baseball.

Plans are being made for activities of the new semester with great enthusiasm.

Initiation will take place in March with seven pledges to receive the hearty handshake and our brotherly love.

Alpha-Epsilon Holds Second Initiation of the Year

Alpha-Epsilon received a slight, temporary reduction in its number of active members at the beginning of the winter quarter when four men left school in compliance with a plan fostered by the Minnesota School of Business at Minnesota. Under this plan senior accounting students are given the opportunity to practice their chosen profession under the guidance of a senior accountant connected with one of the commercial auditing firms of Minneapolis. Three months of full-time employment is arranged for, at the expiration of which time the student completes his curricular activities and receives his degree. This system is the outgrowth of much work on the part of Brother Dean Stevenson of the Minnesota School of Business and contemplates surmounting the somewhat difficult obstacle of lack of experience, which confronts most graduates, and giving some real "laboratory work" along business lines. Eventually, all seniors in the School of Business will come within the scope of the plan, but at present it is confined chiefly to accountants.

On Sunday, February 13, four of our pledges were formally initiated. This is the second initiation of the present academic year, and although we have eight pledges at the present time, four will be held over until the spring quarter initiation. We feel that it is desirable for the new men to become thoroughly acquainted with the activities of the chapter before they are admitted to active membership.

At the regular monthly chapter dinner held at the house on January 26, a prominent Twin City insurance man reviewed the numerous opportunities open to the college graduate in that field, and there will doubtless be men from this chapter who will enter that branch of business enterprise upon the completion of their studies. The personal contacts with active business men which these monthly dinners have brought about have already proved invaluable aids to the graduate seeking employment. A chapter dance at the Glenwood Golf Club house on July 29 surpassed all other events of like nature in attendance and general social value. It was given in honor of the pledges, and pledges, actives and alumni turned out in a body.



At the close of the regular chapter meetings on Monday evening, we have adopted a policy of conducting a few minutes of genuine constructive criticism of the past week's activities. We have found that complaints and suggested remedies have been freely presented and that the conduct of the chapter as a whole is greatly benefited thereby.

In brief summary, our house operation is turning in a substantial profit each month, scholarship is receiving due emphasis, our athletic teams are close to top in their respective divisions, we are "getting our men" with the tenacity of the Royal Northwest Mounted Police and the general morale of the entire chapter gives every indication of a "big" year for *Alpha-Epsilon*.

ALVIN M. JOHNSON, Head Master.

Alpha-Zeta Initiates Nine

The year of 1927 has been opened by the *Alpha-Zeta* officers with many new resolutions. All officers have pledged to do their work promptly and whole-heartedly and the membership at large have indicated a willingness to do all that is asked of them. We hope to make 1927 a year of real progress here at Tennessee.

Our first initiation was held January 16, when nine members were added to our rolls. Needless to say, we were quite proud of this class. The initiation banquet was held at the St. James Hotel and we enjoyed the pleasure of having quite a number of our alumni present.

Our professional activity will commence the week of February 13, with a series of luncheons, and speakers at each luncheon. Several prominent business men of Knoxville have already accepted invitations to be our guests at these luncheons and talk on various subjects, and we know that they will prove extremely valuable and interesting.

We were somewhat handicapped at the beginning of this year with a small number of actives, and several of these were obliged to work on business meeting nights. Our recent class, however, brings several good workers into the chapter and the attendance and interest in our meetings has greatly increased.

EATON BENNETT, Scribe.

Alpha-Eta Will Initiate Fourteen

The brothers at *Alpha-Eta* are all busy-ing themselves with the subtle and intricate process of arranging "dates" for the annual initiation dance to be held February 19. Some, fortunately or otherwise, are having no difficulty whatever, due to their more or less permanent arrangements in this respect, while others are "looking over" the prospects with a practiced eye for business.

Fourteen Neophytes will be initiated during the afternoon and a formal initiation banquet will be held at 6:30. The dinner will be followed by a formal dance which will usher in the social program of *Alpha-Eta* for the second semester. The committee in charge has informed everyone that the day, in its entirety, will be one long remembered by the brothers.

Alpha-Eta is going to put a baseball team in the intramural series next spring; and, with the star battery of the school among our brothers, we have high hopes of bringing home the coveted intramural cup.

Although this is the first year we have had a house, the proposition is working out quite satisfactorily in spite of the difficulties inherent in such an undertaking.

The chapter is sincerely trying—and succeeding to a large degree—to put a little more pep in its activities. All the brothers are honestly trying to do something for Delta Sigma Pi and for each other.

Alpha-Kappa Acquires a Chapter House

During the last few months *Alpha-Kappa* has made steady progress in furthering the

best interests of Delta Sigma Pi in the city of Buffalo. By means of our recently acquired house at 306 Bry-

ant Street, we have been able to meet more often, once a week now, and at these meetings discuss the many matters which often have a direct bearing on our future activities.

It has been a rather difficult task to convert a house into a home. Each detail in connection with the purchase of curtains, rugs, beds, pictures, suites of furniture, etc., had to be given careful consideration so that the quality of the articles would be



the highest obtainable for the outlay of money our financial condition warranted. The House Committee functioned admirably and in a remarkably short time we had a real fraternity house, presenting a home-like appearance, to offer our members and pledges.

These men were so well pleased with their living quarters, the condition in which they were kept and the prompt manner in which their wants were satisfied that they lost no time in passing the word around among the others. We now have a waiting list, and while our house is not large, we would rather have a small house with a waiting list, than a larger house with vacancies. When the time comes that we feel there will be no trouble about tenants, we will take a larger house, and with that in mind we have formed a house corporation, with Head Master Guenther as president, McCormick as secretary, Weil as treasurer, and Holt, Cadawalder and Atkinson as trustees. All monies taken in through assessments, rent and also seventy-five per cent of the profit on entertainments run in the house are to be used to purchase additional furniture for the house, and, if it be possible, it is our intention to set aside a certain amount periodically toward a permanent house fund. It is felt that the forming of the house corporation will greatly facilitate the handling of all matters pertaining directly to house affairs, which we consider so very important as to require special consideration.

We have had various dances, smokers, professional meetings, etc., the chapter house, each of which has been well attended. The support which our members, both those of *Alpha-Kappa* and of other chapters now residing in our vicinity, has been gratifying. We cordially invite all to visit us when in Buffalo; we will try to make your stay a pleasant one. And please remember we have luncheons every Wednesday at the Chamber of Commerce building.

HERBERT A. KOPPER, Scribe.

Alpha-Lambda Gets Into Action Again

Alpha-Lambda awoke from its dream, so to speak, recently. After initiating five members in October, and then pledging two or three others the chapter assumed somewhat the rôle of a bullfrog—sat back on dry land and did nothing but croak when croaked at.



However, it was suddenly aroused from this state of lethargy with the approach of Grand Secretary-Treasurer "Gig" Wright, who visited us on January 28.

The chapter was extremely pleased to have Brother Wright with us, this being his first visit to the North Carolina campus, and we considered it a privilege of meeting him. Two meetings of the chapter were held during the day and his visit served to bring the chapter to a closer understanding of the purposes of Delta Sigma Pi and through him we learned a great deal about what other chapters were doing, some of their problems and how they were meeting them. We wish to heartily endorse the action of the board of directors of having a Grand Officer visit every chapter at least once during each college year.

We have now settled down to a definite, systematic method of chapter operation in which every member is taking an active part, and we are going to finish this year in a blaze of glory. Watch us and see!

JOHN WARD, JR., Correspondent.

Alpha-Mu Initiates Twelve

The first initiation of the present college year was held by *Alpha-Mu* in January,



when twelve brothers were added to our ranks. We were mighty glad to have Brother E.

L. Schujahn of Minneapolis with us for that week-end. Brother Schujahn is a member of the Grand Board of Directors of Delta Sigma Pi and director of the Missouri Valley Province.

Our meetings and luncheons this year have enlisted some very fine speakers in the field of advertising, transportation and retailing. We issued a printed program of events at the beginning of the year showing dates of all business meetings, smokers, professional meetings, etc., in order that the brothers would keep the dates always before them.

Our newest project is backing the Commerce Club of the University of North Dakota, an organization which brings the commerce students in contact with the business men of our community.

Plans are also being completed for our annual sports formal, which promises to be a real party.

Alpha-Mu is well represented this year in

most every form of campus activity. The chapter is prospering, and we hope that it won't be long now before we can consider the advisability of establishing chapter quarters of some kind.

CARL B. NELSON, Scribe.

Alpha-Nu Has Eyes on a New House

Things are moving at a fast pace at Denver. Our first attempt in operating a chapter house did not meet with too great success—the house was too far away from the School of Commerce. So we closed up this house at the first opportunity and since then have been using club rooms in the Commerce building. We have a committee working on a new house project, however, a wonderful house situated only three blocks from the school building and two blocks from the business district of Denver, and we have every reason to believe that we will be able to put it across by March 1—and then we will have a real home for the furtherance of the work of Delta Sigma Pi in Denver.

Our first initiation was held January 15, when seven pledges were initiated. This was followed by a dance which was attended by over fifty couples.

In activities we have five of the six commerce members of the Trail Blazers, an all-college pep organization, the captain of the varsity basketball team, business manager of the university newspaper, and one of the two commerce representatives on the Inter-School Council.

At the recent election of officers Brother Hoogstrate was elected Head Master for the coming year.

WILLIS A. PECK, Correspondent.

Alpha-Omicron Leases Chapter House

Permanent quarters for *Alpha-Omicron* were assured when we closed a lease on a house at 95 University Terrace, Athens, Ohio, and took possession on February 1. We have been in need of quarters of some kind and had about decided on an apartment, when this house became available, and after careful investigation we decided to close the deal without further delay. We have a lease until June,

1929; the house has been redecorated; we purchased new furniture to equip the house completely; it will hold about twenty brothers; it is filled to capacity; it is located two minutes' walk from the campus, so what could be sweeter? We are confident that the future holds great possibilities for us.

Our first initiation of the year was held at Columbus, Ohio, on January 9, when we sent ten brothers and four pledges to hold a joint affair with *Nu* chapter at Ohio State. This proved a very enjoyable event, and we feel that this occasion promoted a closer association between the two chapters.

February 2, one day after moving into our new house, and in the midst of final exams, the chapter had as their guest Grand Secretary-Treasurer "Gig" Wright of Chicago. We enjoyed his visit and hope he will visit us frequently. Naturally the "movies" were well received, and several brothers have announced their intention of attending the next Grand Chapter Congress so as to get into a moving picture.

Another initiation is planned for late in February. Our present active chapter is twenty-five; we have a large class of pledges and there will be plenty of material to carry on the work of Delta Sigma Pi at Ohio the coming year.

DON CARPENTER, Correspondent.

Alpha-Pi Holds First Initiation

Alpha-Pi chapter entered the second year of its existence on the Indiana campus with much promise of future success. We feel that we accomplished much during the first semester of this year.

On December 5 we held our first initiation of the present college year and the third initiation held by the chapter. Ceremonies were held in the Commerce Club room, followed by a banquet at the Graham Hotel. We enjoyed having our District Deputy, Cecil Carpenter of Urbana, Ill., with us. The speakers at the banquet were Dean Rawles, Professor Edie, District Deputy Carpenter and our own Head Master Cochran.

Our business meetings are held on the first and third Thursdays of each month, and at the last one we elected officers for the coming twelve months, Brother Deitsch being elected Head Master. These officers will be installed at our first meeting of the second semester. They are well qualified to

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carry on the work of *Alpha-Pi* and we can see no reason why the coming year will not equal or surpass past achievements.

NELSON DAVIS, Correspondent.

Our Baby Chapter Steps on the Gas

Nineteen hundred and twenty-seven—another year. What are we going to do with it? Well, *Alpha-Sigma* started it off the first Sunday after the Christmas vacation with an installation ceremony for the newly elected officers followed by a banquet at the Blue Lantern, which went over big.

Mid-term graduation is taking only one member from us, and as we have initiated four undergraduates and one faculty member this year, so far our net gain in membership is four. This faculty member is Leroy Nations, professor of advertising and

business English. Brother Nations looks and talks like "Gig" Wright and from present indications he is going to make a second "Gig."

Henry McDowell is our new Head Master. About the time of election of officers it was discovered by the chapter sleuths that Brother Toenes had access to a mimeograph machine, so he was immediately elected Editor of our first chapter news letter, which we hope will make an appearance within the next few weeks.

Our fortnightly meetings are creating a true spirit of brotherhood. We have no regular meeting place at present, but we hope to have one on the completion of the new chemistry building, in which we expect to get a room and fix it up as a permanent Delta Sigma Pi club room.

Although *Alpha-Sigma* is the newest chapter in the fraternity, we are working mighty hard and are doing our best to make it one of the strongest.

L. A. DUNCAN, Correspondent.

DELTA SIGMA PI LUNCHEONS AND DINNERS

- ATLANTA, Ga.: Luncheons, every Wednesday, Peacock Cafe, Peachtree Street and Edgewood Avenue, 12:30 P. M. Dinners, the first and third Sundays of each month, at the Carlton Apartments, 591 Peachtree Street, 6:00 P. M.
- BALTIMORE, Md.: Luncheons, the first and third Thursdays of each month, at Miller Bros., Restaurant, 119 W. Fayette Street, at 12:00 noon.
- BOSTON, Mass.: Every Thursday, Hotel Commonwealth, Bowdoin Street at the rear of the State House, 12:30 P. M.
- BUFFALO, N. Y.: Luncheons, every Wednesday, Chamber of Commerce, 5th floor, Main and Seneca Streets, 12:00 noon. Call Atkinson, Seneca 3028, for data regarding dinners.
- CHICAGO, Ill.: Luncheons, every Thursday, the year round, at Marshall Field & Company's Men's Grill, 25 E. Washington Street, from 12:00 to 2:00 P. M. Monthly dinners as announced from month to month—the date, hour and place varies.
- DENVER, Colo.: Luncheons, second and fourth Wednesdays, Albany Hotel, 17th and Stout Streets, at 12:00 noon.
- DES MOINES, Iowa: Luncheons, the first and third Wednesdays of each month, at the Polyclinic Cafe, 10th and Grane Avenues, at 12:00 noon. Monthly dinners held as announced by alumni club.
- DETROIT, Mich.: Luncheons, every Thursday, at Glaser's Tavern, Monroe Avenue, 12:00 noon. Dinners are held each month at the Book-Cadillac as announced by the alumni club.
- EVANSTON, Ill.: Luncheons, Thursdays, at the Orrington Hotel, 12:00 noon.
- IOWA CITY, Iowa: Luncheons, daily, Youde's Inn, 119 N. Capitol Street, at 12:00 noon. Dinners, daily, same place, 6:00 P. M.
- MILWAUKEE, Wis.: Luncheons, every Thursday, City Club, 3rd floor, Merrill Building, 12:00 noon.
- MINNEAPOLIS, Minn.: Luncheons, every Thursday, West Hotel, corner Fifth and Hennepin Avenue, at 12:00 noon.
- PHILADELPHIA, Pa.: Luncheons, the second and fourth Thursdays, at the Adelpia Hotel, at 12:30 P. M.
- ST. LOUIS, Mo.: Luncheons, every Thursday, at the Missouri Hotel Coffee Shop, at 12:00 noon.
- SALT LAKE CITY, Utah: Luncheons, every Monday, Shay's, 137 S. Main Street, at 12:00 noon. Dinners, first and third Thursdays, at Shay's, 6:30 P. M.

RECENT INITIATIONS

ALPHA DELTA—November 5, 1925

- 72 VAN VALKENBURGH, Paul Clifford,
Havelock, Neb.

PI—January 27, 1926

- 80 COLBECK, Norman Thomas, *Athens, Ga.*

PI—October 26, 1926

- 81 RACKLEY, Bascom Eugene, *Statesboro, Ga.*
82 JOINER, Otis Crittenden, *Edison, Ga.*
88 MORGAN, William Ellington, *La Grange, Ga.*
84 BUCHANAN, James H., *Jackson, Ga.*

GAMMA—November 13, 1926

- 151 WELSH, Frederick Earl, *Boston, Mass.*
152 GOODWIN, Arthur Augustus, *Roxbury, Mass.*
153 FRAWLEY, John Francis, *Charlestown, Mass.*
154 WHITE, Westley Gage, *Cambridge, Mass.*
155 DUNBRACK, Gordon Ovenston, *Waltham, Mass.*
156 CONNERS, James Welch, *Salem, Mass.*
157 CORNELL, Charles Henry, *Jamaica Plain, Mass.*

TAU—November 13, 1926

- 61 STARK, George John Miller, *Victoria, B. C.*
62 LE BARON, Roger Nelson, *North Hatley, Que.*
63 RITCHIE, Henry Lemuel, *Ottawa, Ont.*
64 PIPER, William John, *Calgary, Alberta, Can.*
65 EMMS, John Floyd, *Outremont, Canada*

ALPHA-XI, November 19, 1926

- 31 DEANE, Richard Gibson, *Charlottesville, Va.*
32 STOCKWELL, James Develin, *Moorestown, N. J.*
33 MORITZ, Hartman, *Natchez, Miss.*
34 WARD, James Edward, Jr., *Norfolk, Va.*
35 STEED, Clayton Bailey, *Esomont, Va.*
36 LEITCH, James Alexander, Jr., *Charlottesville, Va.*
37 WHEELER, Benjamin Ernest, Jr., *Charlottesville, Va.*
38 BROWN, Jury Nelson, *Charlottesville, Va.*
39 HABERMAAS, Otto Jean, *St. Louis, Mo.*

EPSILON—November 20, 1926

- 136 GABEL, Elmer Harry, *Muscatine, Iowa*
137 PIPER, Joseph Howard, *Chariton, Iowa*
138 FULLER, Edmund Lee, *Centerville, Iowa*
139 WALKER, Philip F., *Toulon, Ill.*
140 ELDER, Donald Seney, *Mason City, Iowa*
141 PARKS, William Clifford, *Iowa City, Iowa*
142 OSTBERG, Hugo, *Olds, Iowa*
143 KIESAU, Donald Frank, *Waukon, Iowa*
144 CARSON, Frank B., *North English, Iowa*
145 FOWLER, Bernard Arthus, *Fort Dodge, Iowa*
146 THOMPSON, William Grey, *Cedar Rapids, Iowa*

ALPHA-IOTA—November 20, 1926

- 65 WEISSINGER, Walter Carl, *Des Moines, Iowa*
66 DOTY, Jesse K., *Lake City, Iowa*
67 HOLMBERG, Lawrence O., *Sac City, Iowa*

- 68 SHAWHAN, Richard Kenneth, *Des Moines, Iowa*
69 SAERMISCH, Everett C., *Atlantic, Iowa*
70 IRWIN, Alva Wayne, *Des Moines, Iowa*
71 ROBISON, Thorle Raymond, *Anita, Iowa*
72 WILSON, Scott Richard, *Primgahr, Iowa*

PSI—November 25, 1926

- 114 WANGERIN, Robert Herman, *Elkhart Lake, Wis.*
115 SMITH, James George, *Madison, Wis.*
116 SCHEMIDLEY, Lawrence Charles, *Janesville, Wis.*
117 ASPINWALL, William Harold, *Hurley, Wis.*
118 ELLICKSON, Leo Lamont, *Cambridge, Wis.*

PI—November 26, 1926

- 72 CHAMBERS, Levy Beardin, *Madison, Ga.*
73 HILL, John Bunn, *Columbus, Ga.*
74 WARD, William Alton, *Powder Springs, Ga.*

ALPHA-SIGMA—December 4, 1926

- 29 PICKENS, William Edward, Jr., *Montgomery, Ala.*
30 YINING, John Wiley, *Eufaula, Ala.*
31 YOUNG, James Reese, Jr., *Osceola, Ark.*
32 McMURRAY, Rudolph Noble, *Heflin, Ala.*
33 CLAYTON, Richard Augustus, Jr., *Birmingham, Ala.*
34 NATIONS, Leroy J., *Oklahoma City, Okla.*

SIGMA—December 5, 1926

- 85 WORSWICK, Wallace B., *Salt Lake City, Utah*
86 ELLISON, Stanley Cowley, *Layton, Utah*
87 GRAMES, Ralph Leon, *Salt Lake City, Utah*
88 HUGHES, Raymond Willard, *Payette, Idaho*
89 FINDLAY, Lynn Farnsworth, *Salt Lake City, Utah*
90 HARDIE, Wade Edwards, *Salt Lake City, Utah*

ALPHA-PI—December 5, 1926

- 43 BECKMAN, Charles A., *Michigan City, Ind.*
44 BOLDYAR, Robert Allen, *Indianapolis, Ind.*
45 CLARK, George Forst, *Mentone, Ind.*
46 COOMBS, David Simpson, *Bloomington, Ind.*
47 DUCHOSSOIS, George John, *La Porte, Ind.*
48 EDWARDS, Edward Everett, *Bloomfield, Ind.*
49 ESHELMAN, James Dale Forkner, *Greenfield, Ind.*
50 GRAHAM, William Milton, Jr., *Bloomington, Ind.*
51 HULL, Jewett Meyers, *New Albany, Ind.*
52 JOHNSON, James Noah, *Fairmount, Ind.*
53 JONES, Nelson Morris, *Orleans, Ind.*
54 KERR, Maurice Michael, *Bloomington, Ind.*
56 MILLER, James Lawrence, *Peru, Ind.*
57 MORROW, Thurlow Burke, *Portland, Ind.*
58 MOUNT, Charles Howard, *Connersville, Ind.*
59 NATTKEMPER, Harold Dale, *Terre Haute, Ind.*
60 QUEISSER, Carl Walter, *Indianapolis, Ind.*
61 RAY, Richard Emory, *Sandford, Ind.*
62 SHEPHERD, James Nelson, *Terre Haute, Ind.*
64 WHITE, Benjamin Bailey, Jr., *Terre Haute, Ind.*

- 65 MOFFAT, James Ernest, *Brandon, Manitoba*
 66 CROBAUGH, Mervyn, *San Jose, Calif.*
 67 LAWS, Elmer Thomas, *Milan, Ind.*

ETA—December 11, 1926

- 78 BRYANT, H. Raye, *Lexington, Ky.*
 81 GIFFORD, Oney, *Berea, Ky.*
 82 HOLTON, Joseph Walton, *Cincinnati, Ohio*
 83 HENSLEY, Burton F., *Sibert, Ky.*
 84 JONES, Charles Waller, *Lexington, Ky.*
 85 ROGERS, Lon Brown, *Lexington, Ky.*
 86 WALKER, David Lloyd, *Lexington, Ky.*

KAPPA—December 11, 1926

- 101 DICKS, Thomas Erwin, *Atlanta, Ga.*
 102 PRATT, Ernest Madison, *Atlanta, Ga.*
 103 AMASON, Guy Holt, *Hapeville, Ga.*
 104 KEITH, Harry Eugene, *Atlanta, Ga.*
 105 DAVIS, Horace Moffett, *Villa Rica, Ga.*
 106 RUSSEY, Hugh Wesley, *Atlanta, Ga.*

OMEGA—December 11, 1926

- 113 HALDEMAN, John Bergey, *Mexico, Pa.*
 114 HUTCHINSON, Russell Bernard, *Schuyl-
 killhaven, Pa.*
 116 MUIR, Albert Edward, *Lindenwood, N. J.*
 117 NICKERSON, Kenneth Harold, *Jamestown,
 N. Y.*
 118 NICKERSON, Melvin Andrew, *Jamestown,
 N. Y.*
 119 SCHATZ, Alton Dermott, *Greenville, Pa.*
 120 WHITE, Gerry Loraine, *Corry, Pa.*
 121 ETTELE, Dale, *Middletown, Pa.*
 122 MARX, Franklin John, *Oshkosh, Wis.*

DELTA—December 12, 1926

- 134 WAGNER, Richard Sidney, *Francis Creek,
 Wis.*
 135 VAN ES, Kenneth, *Milwaukee, Wis.*
 136 TABOR, Purvis Francis, *Sullivan, Ill.*
 137 SOLSRUD, John H., *Whitehall, Wis.*
 138 PIERCE, John Patrice, *Pine Island, Minn.*

ALPHA—January 8, 1927

- 447 WARE, John Christie, Jr., *Saddle River,
 N. J.*
 448 FRYE, Charles Frederick, *Brownville, N. Y.*
 449 McELMOYL, Frank Borden, *Groveville,
 N. J.*
 450 MORLEY, Kenneth Cameron, *Trenton, N. J.*
 451 REDDINGTON, Francis John, *Passaic, N. J.*
 452 DALY, William Joseph, *New York, N. Y.*

ZETA—January 9, 1927

- 71 FISHER, Waldo Akiem, *Fargo, N. D.*
 72 RUSCH, Robert Kenneth, *Fargo, N. D.*
 73 FAIRCHILD, Paul Warner, *Chicago, Ill.*
 74 GARBRY, John Scott, *Piqua, Ohio*
 75 PHILLIPS, John Cook, *Evanston, Ill.*
 76 SINGLETON, Thomas Benjamin, *Maywood,
 Ill.*
 77 MILLER, Wilmore, Hysel, *Evanston, Ill.*
 78 GILLIOM, Jack Ross, *Fort Wayne, Ind.*
 79 ERBES, Philip Henry, Jr., *Chicago, Ill.*
 80 CHURCH, Frank Elborn, *Chicago, Ill.*
 81 KNIGHT, William Walton, Jr., *Evanston,
 Ill.*

NU—January 9, 1927

- 38 WILDASINN, Clarence Kaler, *Dayton, Ohio*
 140 DONOVAN, Marcus Van, *Lima, Ohio*
 141 PHILLIPS, Francis Warren, *Columbus,
 Ohio*
 142 SCHNELL, Carlton William, *Cleveland,
 Ohio*

ALPHA-OMICRON—January 9, 1927

- 53 TODD, David Kenneth, *Mansfield, Ohio*
 54 KIMES, Paul Edwin, *Athens, Ohio*
 55 DURR, Ralph Edward, *Glencoe, Ohio*
 56 MASON, Warren Salisbury, *Monroeville,
 Ohio*

ALPHA-NU—January 15, 1927

- 40 MILLER, Franklin B., *Berthoud, Colo.*
 41 SUKEFORTH, Harry Thomas, *Grand Val-
 ley, Colo.*
 42 BROWN, Richard Wade, *Denver, Colo.*
 43 BOTTS, Earl Robert, *Little Rock, Ark.*
 44 SANDBERG, Sanford Theodore, *Denver,
 Colo.*
 45 FORTNER, Raymond Talbot, *Sterling, Colo.*
 46 JOHNSON, Harvey P., *Monte Vista, Colo.*

ALPHA-MU—January 16, 1927

- 46 BENSER, Earl, *Bismarck, N. D.*
 47 BERGQUIST, Earl C., *Crookston, Minn.*
 48 WEDWICK, Clarence E., *Osnabrock, N. D.*
 49 LOBB, Lloyd William, *Crookston, Minn.*
 50 WILDER, Harrison Wells, *Grand Forks,
 N. D.*
 51 WALDON, Ted E., *Grand Forks, N. D.*
 52 SORKNESS, Frederick James, *Fargo, N. D.*
 53 BLAIN, Jack Huntley, *Grand Forks, N. D.*
 54 MURPHY, Bruce, *Bismarck, N. D.*
 55 LARSON, Earl Carrington, *Grand Forks,
 N. D.*
 56 BROEN, Julius Engebret, *Minneapolis,
 Minn.*

THETA—January 22, 1927

- 23 SMITH, Cornelius Nowland, *Bay City,
 Mich.*
 24 HARRIS, Cecil Leon, *Detroit, Mich.*
 25 BLACKMAN, Harold John, *Detroit, Mich.*
 145 DASHNAW, Leo, *Lake Placid, N. Y.*
 146 WEIPERT, Francis Victor, *Detroit, Mich.*
 147 REGAN, Jack Morris, *Brown City, Mich.*
 148 MANDELOWSKI, Andrew M., *Cincinnati,
 Ohio*
 149 ROCKETT, John Elder, *Detroit, Mich.*
 150 GRIX, John Clarence, *Detroit, Mich.*
 151 FITZGERALD, James, *Chicago, Ill.*

ALPHA-GAMMA—January 23, 1927

- 82 BUCK, John Albert, *Edgewood, Pa.*
 83 CLUNGEON, Kenneth Edward, *Philadel-
 phia, Pa.*
 84 DENNEY, Wells Holding, *Philadelphia, Pa.*
 85 FLINN, Charles F., *State College, Pa.*
 86 GOTWALT, Nelson Herbert, *Harrisburg,
 Pa.*
 87 HASSEL, Henry Roy, *McKeesport, Pa.*
 88 HINKEL, William Earl, *Johnstown, Pa.*
 89 JONES, Donald Lee, *York, Pa.*
 90 McLEAN, Alfred Askin, *Pittsburgh, Pa.*
 91 STIMMEL, William Franklin, *Reading, Pa.*
 92 BUTT, William Edward, *State College, Pa.*
 93 ADEE, Horace Harvey, *Horsham, Pa.*

BETA—January 29, 1927

- 395 CIMA, Crescent John, *Chicago, Ill.*
 396 DUDLEY, Virgil Showalter, *Covington, Pa.*
 397 LYONS, Franklin Joseph, *Chicago, Ill.*
 398 RAYMOND, Warren Theodore, *Emmets-
 burg, Iowa*
 399 McGOWAN, James Armand, *Quebec City,
 Quebec*

ALPHA-EPSILON—February 13, 1927

- 89 PIERSON, Hugh Campbell, *Watertown,
 S. D.*
 90 SCHULTZ, Albert Benjamin, *Rochester,
 Minn.*
 91 MALAND, Julius Bertram, *Elmore, Minn.*
 92 BROOKER, Charles Frederick, *Fairmont,
 Minn.*

UPSILON—February 13, 1927

- 177 GIESECKE, Raymond Henry, *Chicago, Ill.*
 178 LICHTY, William Harold, *Waukegan, Ill.*
 179 MORRISON, Leo James, *Lovington, Ill.*
 180 SHULTIS, Raymond Edward, *Waukegan,
 Ill.*
 181 FREDERICK, Carl Hubert, *Waukegan, Ill.*
 182 SCHMETZER, Louis August, *Chicago, Ill.*
 183 MERRILL, Fred Lloyd, *Frankfort, Ind.*
 184 SHEETS, Axtell, *Frankfort, Ind.*
 185 ANDREWS, Clyde Hughey, Jr., *Chicago, Ill.*
 186 WRIGHT, Ivan, *East Lansing, Mich.*

INTERNATIONAL FRATERNITY OF
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1502 FISHER BUILDING, CHICAGO, ILL.
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The International Fraternity of Delta Sigma Pi was founded November 7, 1907, at New York University School of Commerce, Accounts and Finance, and is a professional commerce 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." The fraternity was incorporated September 24, 1926, in the state of Illinois.

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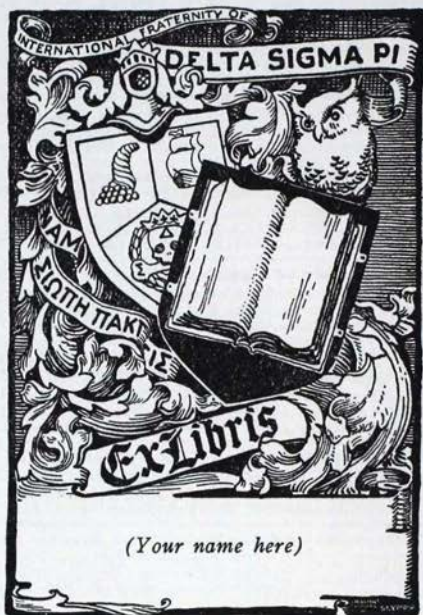
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Full details, dates, etc., in the May issue

The 1927 MEMORIAL DIRECTORY

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*See the May Issue of The DELTASIG for
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