

• MAY 1936 •

THE

DELTA SIG

• OF • DELTA • SIGMA • PI •

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THE DIRECTORY OF DELTA SIGMA PI

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Founded at New York University, School of Commerce, Accounts
and Finance, on November 7, 1907, by Alexander F. Makay,
Alfred Moysello, Harold V. Jacobs and
H. Albert Tienken.



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



THE CENTRAL OFFICE OF DELTA SIGMA PI

222 W. Adams Street, Chicago, Illinois
Telephone, Franklin 3476



THE GRAND COUNCIL

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DIRECTORY OF ACTIVE UNDERGRADUATE CHAPTERS

The university name is followed by the chapter name and year of installation. Permanent chapter house addresses and telephone numbers are shown; otherwise the name and address of the Head Master is indicated. Unless otherwise indicated, all addresses are the same city as the location of the chapter.

- | | |
|---|---|
| ALABAMA (Alpha Sigma, 1926) University of Alabama, School of Commerce and Business Administration, Tuscaloosa, Ala.
Charles H. Davis, 209 Manly Hall, University, Ala. | CREIGHTON (Beta Theta, 1930), Creighton University, College of Commerce and Finance, Omaha, Neb.
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| BAYLOR (Beta Iota, 1930), Baylor University, School of Business, Waco, Tex.
Earl C. Hankamer, Brooks Hall. | DENVER (Alpha Nu, 1925), University of Denver, School of Commerce, Accounts and Finance, Denver, Colo.
James O. McCool, 724 Knox Court. |
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Louis H. Gilbert, 553 Webster St., Needham, Mass. | DePAUL (Alpha Omega, 1928), DePaul University, College of Commerce, Chicago, Ill.
John P. Loughnans, 7145 Prairie Ave. |
| BUFFALO (Alpha Kappa, 1925), University of Buffalo, School of Business Administration, Buffalo, N.Y.
Ward R. Flach, 503 Tacoma Ave. | DETROIT (Theta, 1921), University of Detroit, School of Commerce and Finance, Detroit, Mich.
Chapter House: 16925 Monica Ave. (University 1-6643). |
| CHICAGO (Alpha Psi, 1928), University of Chicago, School of Business, Chicago, Ill.
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| CINCINNATI (Alpha Theta, 1924), University of Cincinnati, College of Engineering and Commerce, Cincinnati, Ohio. Chapter House: 265 Senator Place (Aven. 3965). | FLORIDA (Beta Eta, 1929), University of Florida, College of Business Administration, Gainesville, Fla.
David P. Yon, Phi Kappa Tau House. |
| COLORADO (Alpha Rho, 1926), University of Colorado, School of Business Administration, Boulder, Colo.
Clare W. White, 981 11th St. | |

THE DELTASIG

The Editor's Foreword

OF DELTA SIGMA PI

SO MUCH INTERESTING MATERIAL has been received for this issue that it has been necessary to increase the size from its normal 32 pages to 48 pages. And considerable material had to be rejected, much to our regret, and two articles had to be carried over until the first issue next fall. Your attention is particularly called to the articles about the Twelfth Grand Chapter Congress, which will be held in Atlanta next September. From all indications a large and enthusiastic attendance is anticipated. Unusually large delegations are expected from Boston, New York, Philadelphia, Baltimore, Washington, Chicago, Cincinnati, Milwaukee, Minneapolis, Omaha, Austin, Tex., and many other points. You are urged to communicate with the Central Office of the fraternity in case you are interested in making this trip.

OF PARTICULAR TIMELINESS is the article, "This Business of Getting a Job," which is the result of considerable experience, observation, reading and research on the part of the author. Members who are confronted with the all-important problem of securing suitable employment can read this article with considerable benefit. We hope to publish additional articles on this same subject matter from time to time, and earnestly solicit our members to contribute material which they feel would be of value to our readers.

WHILE THERE HAVE been some few disappointments, the college year just closing has proven satisfactory in most respects. Many of our chapters have initiated the largest classes in their entire history, with as many as 25 initiates for the year. Some few, however, have had a most disappointing record, but it is felt that with an effective reorganization of the affairs of these few chapters in the fall, they will be able to make similar progress next year to that experienced by many of our chapters this year.

WE BELIEVE THIS volume has proven one of the most interesting in the entire history of the fraternity. We wish to thank the many members for the excellent contributions they have made to our columns, and with their continued interest and support next year we will be able to continue our fine record.—H. G. W.

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■ H. G. Wright, Editor

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DELTA SIGMA PI is a charter senior member of the Professional Interfraternity Conference, organized in 1928 to encourage high scholarship, professional research, advancement of professional ethics, and the promotion of a spirit of comity among the professional fraternities in the advancement of fraternity ideals.



The members of the Conference are: ARCHITECTURE, Alpha Rho Chi, Scarab, CHEMISTRY, Alpha Chi Sigma. COMMERCE, Alpha Kappa Psi, Delta Sigma Pi. DENTISTRY, Delta Sigma Delta, Psi Omega, Xi Psi Phi. EDUCATION, Kappa Phi Kappa, Phi Delta Kappa, Phi Epsilon Kappa, Phi Sigma Pi. ENGINEERING, Theta Tau, Sigma Phi Delta. LAW, Gamma Eta Gamma, Delta Theta Phi, Phi Alpha Delta, Phi Beta Gamma, Sigma Nu Phi, Sigma Delta Kappa. MEDICINE, Alpha Kappa Kappa, Nu Sigma Nu, Phi Beta Pi, Phi Chi, Phi Delta Epsilon, Phi Rho Sigma, Theta Kappa Psi. PHARMACY, Kappa Psi.



THE GRAND PRESIDENT'S PAGE

■
E. L. SCHUJAHN, Wisconsin
Grand President of Delta Sigma Pi

AGAIN we come to the close of a college year and, this year, to the close of another administration in the fraternity. I will render my report for the present administration to the Twelfth Grand Chapter Congress which will be held next September in Atlanta; for the present I would like to address myself to the active members of the fraternity who will return to college next fall, and to those actives to whom June 1936 means graduation from college and the beginning of their work in their chosen profession of commerce and business administration. Those of you who are returning to college next fall must now take over the responsibility of carrying on the work of Delta Sigma Pi on your campus. Yours is the full duty and responsibility of administration of chapter affairs, the responsibility of making your chapter more and more of a factor in the lives of your chapter brothers, and in the progress of your school, and the opportunity of greater service to your school, your fraternity, your chapter, and yourself. You yourself have the oppor-

tunity of another year of the type of experience we discussed in the last issue of *The DELTASIG*.

The time to make your plans and to get into action is right now! Your chapter officers, many of them new to their duties, and all you actives, should start immediately to formulate your plans for fall, your rushing activities, your professional program, your social program. Put these ideas into writing before you leave college this spring, set tentative dates, organize your plans so that you may profit from the experience of the graduating brothers, and from any mistakes of this year, while this year's experience is still fresh in your minds. Plan the most effective rushing program in the history of your chapter, and don't overlook the fact that much can be accomplished this summer through the contacting of prospects during the vacation period. Keep in touch with other members of your chapter during the summer, and wherever your travels may take you endeavor to establish contacts with other actives, and also alumni. These contacts will be valuable to you in many ways, and will also prove most enjoyable. And by all means plan to attend the Grand Chapter Congress in Atlanta next September. More details about it are included in this issue.

To those of you who will be graduated from college this spring, let me extend hearty congratulations and best wishes for the future. For many of you, especially those who were obliged for economic reasons to earn part or all of your expenses during your college life, it has been a struggle, but I congratulate you and say "More power to you." You will never regret the sacrifices you made, believe me. You are entering the business world under more auspicious circumstances than did many of those who preceded you in the past few years, for business is improving steadily and is taking on more young men, and there are more and more opportunities available with each succeeding month. Choose your business connection wisely. Don't simply grab the first opportunity that comes along, but when you start on your first job after graduation, start with the idea that you are beginning at the bottom of the ladder, with a career to carve out in the particular field in which you are employed. Make certain that that field is one that will afford you the greatest opportunity for the development of your particular abilities, and in which you will be most happily employed.

And may I offer a bit of advice, based on my own experience. Start modestly, with complete recognition of the fact that, barring previous experiences, you are a beginner who has to earn his place in the business world. Your employer is anxious to have you succeed, and he will give you greater responsibility as fast as you prove yourself capable of handling it. But you must show that you are qualified to handle a bigger job by doing your present work just a bit better than it has been done before, by showing a willingness to work and learn, and an ability to effectively cooperate with your co-workers. Success will not come easily. It must be paid for, paid for in hard work, mental work, and often times physical work. Unless you are willing to pay the price for success it will never come to you. But if you have the stuff in you which your chapter and fraternity brothers felt you had when you were pledged to membership you will get there, and you will find many Deltasigs there too who will be glad to give you a lift along the line if you are deserving.

Make yourself acquainted with the alumni you find in your community, and by all means affiliate with the local alumni club if there is one in your city. Keep alive your fraternal connections which meant so much to you in college, for they will mean much more to you in future years if you will but properly cultivate them.

I wish to extend my best wishes to all of you who are joining the ranks of alumni members next month. Your fraternity will be happy with you in your future business success.



THE DELTASIG OF DELTA SIGMA PI



Volume XXVIII

Number 4

MAY
1936



Plan a Convention Vacation

NEXT SEPTEMBER the Twelfth Grand Chapter Congress of Delta Sigma Pi will meet in Atlanta, Ga., and it is hoped that many members of the fraternity are planning their vacation at that time and will make the trip to the Gate City of the South, where I can assure them they will be royally entertained for so long as they can prolong their stay. Elsewhere in this issue you will find an article about Atlanta, the Pinnacle City of the Empire State of the South. It may sound overenthusiastic to you. But Atlantans are proud of their city and like to tell others of it. But I want to tell you something about Kappa Chapter, the host chapter at the coming Grand Chapter Congress.

Fifteen years ago a group of students at the Georgia School of Technology must have had some of this same "Atlanta Spirit." They, being students in the School of Commerce, and having similar aspirations and ideals, banded themselves together for the express purpose of petitioning for a charter to establish a chapter of Delta Sigma Pi. They were confronted with many obstacles, among which was the opposition of the dean of the School of Commerce to fraternities, because of the unsatisfactory record of some of those already established there. The petitioners, however, must have had high ideals and objectives, for not only did they con-

vince the dean of the worthiness of their plan and secured his approval, but he himself was initiated as a faculty member of Kappa Chapter of Delta Sigma Pi.

Georgia Tech's School of Commerce had both a day and an evening division, although at that time the number of students in the evening division was small. For almost ten years the membership of Kappa Chapter was composed of both day and evening students, but the evening school grew by leaps and bounds, and in 1933 the State Board of Regents discontinued the day division and made the evening school a separate unit of the state university system. For this reason Kappa Chapter now operates solely in the evening division, where some 1100 students are registered.

In the decade and a half of its existence, Kappa Chapter has initiated over 250 members, most of whom have remained in Atlanta after graduation. These alumni, most of whom have retained a very active interest in chapter affairs, together with the alumni of ten other chapters now residing in Atlanta, have made possible the active organization of the Atlanta Alumni Club of Delta Sigma Pi, and Deltasig Lodge, Inc. With these three organizations working together, it is no wonder that Delta Sigma Pi in Atlanta has enjoyed a constant growth,

By Howard B. Johnson

General Chairman, Atlanta Convention Committee

professionally, fraternally, and socially. Delta-sig Lodge, Inc., by the way, is a corporation which owns and operates the estate and lodge house situated in the country about fourteen miles outside of Atlanta, and to which most of the Atlanta Delta-sigs actively belong.

All members of Delta Sigma Pi residing in Atlanta are looking forward to the pleasure of being hosts to Delta Sigma Pi at the Twelfth Grand Chapter Congress. As you know, the dates are September 15-18, 1936. The Atlanta-Biltmore Hotel, located just outside the zone of downtown street and traffic noises, immediately accessible to the business, shopping and theatrical districts, has been chosen for convention headquarters. This is one of the most magnificent hotels in the South, and you will enjoy your sojourn there immensely. From its upper windows the entire city and its beautiful residential sections may be seen, and on clear days, Kennesaw Mountain and the famous Stone Mountain stand out on the horizon. Ample free parking facilities make the Biltmore especially attractive to those members who will drive to Atlanta, and there is also a garage directly across the street from the hotel. Special room rates of \$2, \$2.25 and \$2.50 per person will be in effect for the week of the convention.

We cordially invite all Deltasigs to spend a day or two in Atlanta before or after the Grand Chapter Congress. We shall be glad to have many of you stop in our own homes and help arrange your entertainment. But a word about the program of convention activity. Most of you will probably arrive Monday afternoon or Tuesday. You should proceed at once to the Atlanta-Biltmore Hotel, where you will be met by local brothers who will see that

you are properly registered, and that you become acquainted with many other Deltasigs, local and otherwise, who are at the Biltmore. Let the committee know what you want to do while you are in Atlanta and they will do everything within their power to gratify your every wish. If you want a date to accompany you to the Grand Chapter dinner-dance on Thursday evening, confer with the date committee, who will have a table in the registration room. And by the way, did we ever tell you that

Atlanta is generally known to have the prettiest girls of any city in the country? If you bring your wife or lady friend with you, a special ladies' committee will acquaint her with activity scheduled for their entertainment, and will see that they have plenty to do during their visit. You may want to spend your spare time looking about the city; the committee will be glad to direct you and provide a brother to accompany you if you wish.

Tuesday evening the convention activities open with a bang. The Grand Chapter banquet, in the picturesque Pompeian Room of the Atlanta-Biltmore Hotel, will assemble all of us together for the first time. You will sit at tables with Deltasigs from Nova Scotia and California, from Minnesota and Florida, from Pennsylvania and Missouri, from Michigan and Texas. Most of the head masters of our many chapters will be present. You will meet the grand officers of the fraternity, and many alumni club and provincial officers. And there will be entertainment, entertainment in fact, well worth traveling to Atlanta to see. We won't go into the details here, but just take our word for it that you will be really entertained.

On Wednesday morning at 9:30 o'clock the open-



TYPICAL BED-ROOM
ATLANTA-BILTMORE HOTEL

Automobile Mileage (one way) to Atlanta, Georgia

Miles	From	Miles	From	Miles	From	Miles	From
716	Ann Arbor, Mich.	475	Cincinnati, Ohio	840	Kansas City, Mo.	735	Pittsburgh, Pa.
70	Athens, Ga.	684	Columbia, Mo.	201	Knoxville, Tenn.	402	Raleigh, N.C.
121	Auburn, Ala.	249	Columbia, S.C.	880	Lawrence, Kan.	589	St. Louis, Mo.
963	Austin, Tex.	570	Columbus, Ohio	1050	Lincoln, Neb.	2048	Salt Lake City, Utah
712	Baltimore, Md.	1493	Denver, Colo.	2340	Los Angeles, Calif.	872	State College, Pa.
575	Baton Rouge, La.	966	Des Moines, Iowa	857	Madison, Wis.	849	Trenton, N.J.
520	Bloomington, Ind.	730	Detroit, Mich.	822	Milwaukee, Wis.	220	Tuscaloosa, Ala.
1182	Boston, Mass.	744	Evanston, Ill.	1170	Minneapolis, Minn.	1193	Vermillion, S.D.
1540	Boulder, Colo.	361	Gainesville, Fla.	903	New York, N.Y.	892	Waco, Tex.
900	Buffalo, N.Y.	1507	Grand Forks, N.D.	1057	Omaha, Neb.	672	Washington, D.C.
442	Chapel Hill, N.C.	1900	Halifax, N.S.	516	Oxford, Ohio		
731	Chicago, Ill.	869	Iowa City, Iowa	814	Philadelphia, Pa.		

ing business session of the Twelfth Grand Chapter Congress of Delta Sigma Pi will be held. Here you will meet the true leaders of Delta Sigma Pi. You will discuss with them the national problems and the accomplishments of the fraternity. You will discover what Delta Sigma Pi means as an international fraternity. You will have a broader conception and a deeper appreciation of Delta Sigma Pi. So plan to attend all the business sessions, which will be held Wednesday and Thursday mornings and afternoons.

At the close of the Wednesday afternoon session a model initiation will be held at the hotel, with actual pledges which Kappa Chapter has saved for this particular occasion. Kappa Chapter has always been proud of its ritual team and believes it has the best ritual team in the entire fraternity. You will have an opportunity of seeing them in action then.

Following the model initiation, the transportation committee will see that all members are taken to the Delta-sig Lodge, our country

estate fourteen miles from the center of Atlanta. The lodge will be the scene of the traditional Grand Chapter stag party, with the accent on the *Grand!* You will have a genuine old-fashioned Georgia barbecue, prepared by experts. And let me tell you, for good eating that is mighty hard to beat. Take meat that has been cooked and turned all day long over an open hickory fire, supplement it with Brunswick stew, potato chips, pickles, and other trimmings, wash it down with our equally famous beverages, and you will be trying to drop kick over Stone Mountain. (Ssh! It is rumored that the Yellow Dogs will hold their initiation Wednesday night at the Lodge, so you Yellow Doggers can be lining up your prospects. And you prospects can be looking forward to some excitement you will remember for a long time.)

The business sessions of the convention will be concluded Thursday afternoon; the official convention photograph will be taken at that time. Then the crowning social event! The climax of the Congress will be the Grand Chapter dinner-dance, to be held either in the magnificent Georgian ballroom of the Biltmore, or at the beautiful and exclusive Piedmont Driving Club a few blocks from the hotel. By Thursday evening we will feel as if we had known each other all our lives, and this should prove an unusually enjoyable affair. Many "Georgia

Peaches" will be present so you can decide for yourself if Atlanta's reputation is justifiable. I'll wager, however, that most of you will stay until the strains of "Good Night, Ladies" are heard.

And don't forget that the Delta Sigma Pi all-diamond badge drawing will be held some time during the convention activities. Every member registered will have a chance on this valuable badge. Maybe you will win it.

Although the official program of the Congress will then be completed, there is no reason why you should rush off Friday morning. Sight-seeing tours around the city will be arranged, and I am sure that most of you will want to ride out to Stone Mountain, and some of you will want to climb it. Or, if you always had a hankering to play golf where Bobby Jones learned to play, and still plays, we will take you out to the Eastlake Country Club and form a few foursomes. There will be lots of other things you can do if you like. Plan to spend

Friday following the convention with us in Atlanta. You will be disappointed if you don't.

These are the plans. The rest is now up to you. All members are urged to notify the Central Office of the fraternity in Chicago if you contemplate making the trip, as special literature will be released during the summer months and will be mailed only to those members who have informed our national headquarters of their possible attendance at the convention. The Central Office will also act as a clearing house for the exchange of all data. If you are driving your automobile through and want passengers, or if you are not driving through and are seeking a ride, send full details to the Central Office, as we have every reason to believe they will be able to meet all reasonable requests. But do this before the week of the convention, for the Central Office will be closed all of that week as the staff will then be in Atlanta. All chapter delegates should also notify The Central Office as far in advance as possible of the manner in which they will travel to Atlanta.

In conclusion, I urge that you pledge yourself to attend the Twelfth Grand Chapter Congress of Delta Sigma Pi in Atlanta next September. We pledge ourselves to your entertainment and to the Congress's success.



ATLANTA-BILTMORE HOTEL PROMENADE

Remember! Atlanta, next September 15-18, 1936

KAPPA LEADERS YOU WILL MEET IN SEPTEMBER



FRANK C. BRANDES
Member of Convention
Committee
Deputy Province Director
Head Master, 1933



HOWARD B. JOHNSON
General Chairman, Atlanta
Convention Committee
Head Master, 1934



JAMES D. SMITH
Director, Province XIII
State of Georgia



ELMER E. TRULOVE
Member of Convention
Committee
Head Master, 1936



H. CLYDE KITCHENS
President and Chairman
of Board
Deltasig Lodge, Inc.



C. EDWIN MARTIN
Member of Convention
Committee
Head Master, 1937



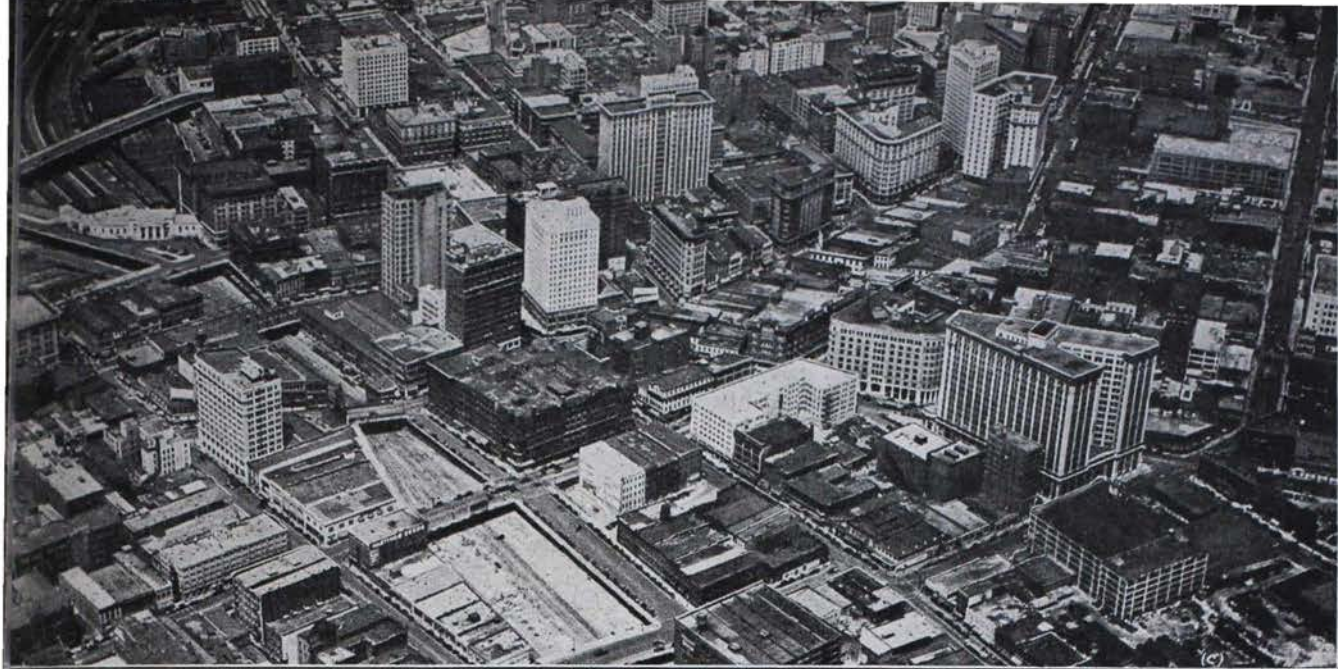
JAMES H. BROWN
Member of Convention
Committee



C. A. PERRY, JR.
President, Atlanta Alumni
Club



FRANCIS M. OSTEEN
Member of Convention
Committee
Head Master, 1935



ATLANTA BUSINESS DISTRICT

Atlanta—Gate City of the South

TO ATLANTA OR BUST! Kappa Chapter and the Atlanta alumni hope that this will be the slogan for all of you Deltasigs, no matter where you may reside. Save your money . . . go on a diet if necessary . . . come by the thumb route if by no other way . . . but come to Atlanta and let yourself go for one swell time. The Atlanta Deltasigs assure you of boundless entertainment and hospitality . . . every minute a moment of pleasure.



Charlton
Wimberly

Atlanta is an ideal convention city, a city of outstanding civic spirit and unflinching hospitality. It is the capital city of Georgia, and the industrial, financial, and commercial center of the southeast; the crossroads of travel by air, motor, and rail. In and around Atlanta are numerous points of scenic and historical interest; many places of amusement and recreation. For your information, I am listing below some of the main points of interest.

STONE MOUNTAIN. This is the largest body of exposed granite in the world.

CYCLORAMA. This is situated in beautiful Grant Park, and is a lifelike reproduction of the battle of Atlanta, which was fought July 22, 1864. It is one of the two largest paintings in the world, and represents the work of three artists for more than three years. It is 50 feet high, 400 feet around, weighs 18,000 pounds. This remarkable picture is visited by considerable more than 100,000 people annually.

HIGH MUSEUM OF ART. A comprehensive exhibition of paintings and sculpture.

WREN'S NEST. Home of Joel

Chandler Harris (Uncle Remus), author of "Bre'r Rabbit" stories; preserved much as it was during his life.

ROBERT BURNS COTTAGE. Home of the Burns Club and exact replica of the Scottish bard's birthplace.

RHODES MEMORIAL HALL. State Department of Archives and History.

BULLOCH HALL. Childhood home of Theodore Roosevelt's mother, situated 20 miles northwest of Atlanta. Splendid example of southern colonial architecture.

PIEDMONT PARK. 185 acres. Location of the Cotton States Exposition of 1895; site of the Peace Monument and the Sidney Lanier memorial. This park contains swimming pool, polo grounds, golf course, tennis courts, and baseball diamond.

GRANT PARK. Its beautiful 144 acres contain one of the largest zoos in the country; also recreational facilities.

LAKEWOOD PARK. Amusement park, site of the Southeastern Fair, Atlanta's agricultural and industrial exposition, and comprising 369 acres.

KENNESAW MOUNTAIN. National park. Battlefield of important battle in the war between the states.

THE HOUSE OF THREE FLAGS. Erected in 1855 and spared by both Confederate and Federal troops during the campaigns around Atlanta, because it flew a United States, a Confederate, and a British flag.

STATE CAPITOL. Completed in 1889 and patterned after our national capitol. Houses the State Museum, containing extensive exhibits of wild life, relics, and geological specimens.

CITY HALL. Beautiful million dollar building completed in 1929, with observation tower.

By **Charlton Wimberly**
Kappa Chapter

GEORGIA SCHOOL OF TECHNOLOGY. Nationally known university, with student body of over 3000.

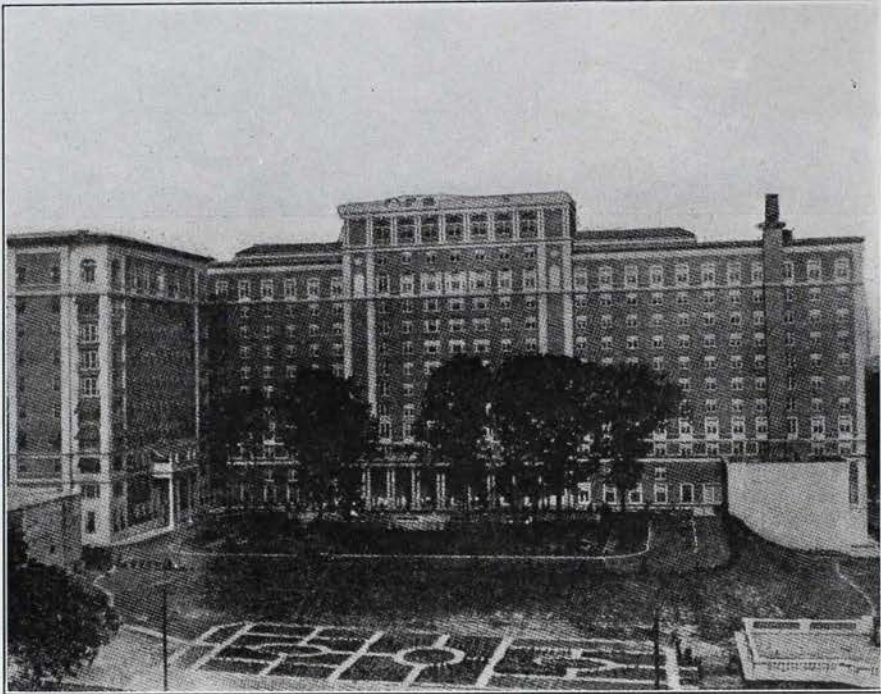
EMORY UNIVERSITY. One of the South's largest co-ed schools. Library building houses the famous Egyptian-Babylonian collection, with 7000 year old mummies, Indian and Stone Age relics, and John Wesley's pulpit in the Theological School.

These and many other points of interest await your visit to Atlanta. Situated in the foothills of the Blue Ridge, yet less than 300 miles from the ocean, Atlanta is within a few hours' easy drive of the picturesque North Georgia Mountains, or the historic

boating. The eleven golf courses in Atlanta have grass greens and are playable the year around. There are 71 parks, comprising 1900 acres. Bobby Jones' famous home club, East Lake, has two 18 hole golf courses.

The twenty leading hotels of Atlanta have nearly 5000 guest rooms, and the Atlanta-Biltmore Hotel, where the Twelfth Grand Chapter Congress of Delta Sigma Pi will meet, is one of the largest and most magnificent hotels in the South.

The large department stores and a great number of other retail establishments have made Atlanta



ATLANTA-BILTMORE HOTEL

Golden Isles of the Coast, and it is but 350 miles to the Gulf of Mexico. Atlanta's altitude, 1,050 feet, is the highest of any city its size east of Denver, which accounts in part for its delightful summer climate. The residential section possesses charm and beauty found in few cities. Broad estates, palatial homes, artistic gardens, and wooded streets and parkways, presenting colorful pictures, especially when dogwood, wisteria, red-bud, and azaleas are in bloom. Truly, Atlanta is a city of trees. Paces Ferry Road, Druid Hills, Brookhaven, Peachtree Road, Ansley Park, and Morningside are most attractive and interesting. You will see the mansion of Asa Candler, the Coca-Cola originator; the huge and artistic estate of the Calhoun's; the Governor's mansion, and many others.

Atlanta's clubs, parks, and playgrounds provide unusual opportunity for the enjoyment of many forms of sport, including golf, baseball, football, tennis, basketball, swimming, riding, polo, and

a popular shopping center, aside from its importance as a wholesale distributing point.

The United States Government has recognized Atlanta's strategic location in establishing the Sixth District Federal Reserve Bank, Fort McPherson, and the Fourth Corps Area Headquarters, the United States Hospital for World War Veterans, and the Federal Prison there.

Atlanta, with a population of about 370,000, is the 32nd city in size in the United States, but it ranks fourth in bank clearings and 21st in postal receipts. About 1700 of the nation's leading business organizations have branches in Atlanta for manufacturing or for warehousing or distributing purposes. It is the railroad center of the southeast, with 140 passenger trains daily. Candler Field, Atlanta's municipal airport, is the largest in the southeast, and one of the largest in the country.

Yes, Atlanta is a city of attractions. Atlanta is

(Continued to page 144)



John Byrne, Alpha's Guiding Light

By James P. Hackett

Head Master, Alpha Chapter, 1936-1937

JOHN THOMAS STEPHEN BYRNE, head master of Alpha Chapter of Delta Sigma Pi during the past year, through his able leadership, fine personality, and hard work in the face of apparently insurmountable odds, has given Alpha Chapter an administration of which every active member is more than proud, and which should prove to be a source of gratification to not only every alumnus of Alpha Chapter, but every Deltasig throughout the country.

Economic conditions had taken their toll among the student body of New York University, which has the additional disadvantages of being a metropolitan university and having a large commuting registration. Although the fraternity costs were considered reasonable, there were many students who could not afford membership in a fraternity, regardless of how small it might have been. Eight fraternities in the Washington Square department of New York University compete for the relatively few students financially able to join fraternities. When John Byrne assumed the office of head master in May 1935, the chapter had encountered its share of financial difficulties, and had experienced membership difficulties as well. Instead of being able to initiate its usual 18 or 20 members per year, the previous three years had seen the initiation of an average of only eight members per year, and the undergraduate membership roster of Alpha Chapter had reached an all-time low with only 11 members. The chapter house, long located at 26 W. 11th St., was badly in need of repairs. There was also considerable confusion as to who actually owned the house, for it was involved in the liquidation of an estate, some heirs of which had died. With such a small chapter, it was obvious that the maintenance of a house would prove too great a burden, and some of the alumni suggested that the chapter find quarters in an apartment house more suitable to their size at that time.

When college opened in the fall, Head Master Byrne realized that he had to revive the faith of the alumni in the active chapter, and he immediately

laid plans for a smoker which would attract the attention of all eligible freshmen of New York University. This he did by organizing a monster rush smoker on the program of which appeared almost 30 individuals, most of them members of Delta Sigma Pi, as follows:

NORRIS A. BRISCOE, dean, School of Retailing
LEN GRANT, former N.Y.U. tackle, and now a member of the New York Giants professional football team
KEN STRONG, N.Y.U.'s only All-American, and now star of the New York Giants professional football team
HOWARD CANN, coach of two N.Y.U. championship basketball teams
RAYMOND RODGERS, secretary, School of Commerce, Accounts and Finance
DAN PARKER, sports editor, *Daily Mirror*
ALFRED M. NIELSEN, professor of economic geography
DARRELL B. LUCAS, associate professor of marketing
JAMES S. MURPHY, sports editor, *Brooklyn Daily Eagle*
BENJAMIN ROSS, executive secretary, N.Y.U. Alumni Federation
JAMES CLYNE, associate professor of business English
FRANCIS P. WALL, varsity swimming coach and director of intramurals
LAWRENCE W. ZIMMER, director, N.Y.U. employment bureau
THOMAS MEANY, football expert, *World Telegram*
FREDERICK ROSENKAMPPF, assistant professor of banking and finance
CLARENCE W. FACKLER, assistant professor of economics
JIMMY POWERS, sports editor, *New York Daily News*
ROBERT CONNOLLY, treasurer, Illinois Central Railroad
GEORGE SHIEBLER, sports editor, N.Y.U.
COLEMAN MAZE, professor of management
VINCENT F. HOPPER, professor of English and American literature
OSCAR MAUTNER, accounting expert
PHILIP A. BENSON, president, Dime Savings Bank, Brooklyn
LLOYD DEWEY, professor of banking and finance
GEORGE V. McLAUGHLIN, president, Brooklyn Trust Co., Brooklyn
AL NIXON, N.Y.U. graduate manager

All of these except Messrs. Cann, Parker, Murphy, Wall, Meany, Powers, Shiebler, and Nixon are members of Delta Sigma Pi. This proved to be the biggest and most successful rush smoker ever held in the history of Alpha Chapter. Over 125 guests were present, and about 100 Alpha alumni turned out. The college press commented favorably upon the suc-

cess of this activity. There were no long speeches. Many of those introduced simply rose, extended a few cordial words of welcome and took their bow. Careful attention was paid to every possible publicity angle. Out of this group of prospects careful investigation followed, with the result that 21 were actually pledged to Alpha Chapter. Financial conditions did not improve, in fact became worse, but nine members have been initiated to date, which practically doubled the size of Alpha Chapter.

During all this time Head Master Byrne kept looking for more suitable quarters for the chapter. A new house was located in the adjoining block, but the rent which was asked was much too large for the chapter to afford. Negotiations, prolonged negotiations, followed. Many conferences were held. Time and time again the task appeared hopeless. There were legal formalities to be carried out. The owners of the property wanted guarantors to sign the lease. A guarantor or two were secured, but they changed their minds. A new corporation had to be formed. Legal technicalities had to be overcome. On two or three different occasions it appeared as though the deal was closed and the chapter was about ready to move, but complications were encountered, the deal was declared off, and Head Master Byrne had to start all over again. If he had not had the enthusiasm and interest in Delta Sigma Pi and had not been in position to devote innumerable hours, yes days, to this task, the ultimate success would never have been achieved. He contacted many alumni of Alpha Chapter, attorneys, bankers, made trips to Albany, and not only that, but had to take charge of the raising of sufficient funds to liquidate the outstanding rent at the old location and to pay rent in advance on the new house.

Finally one day in January word came one afternoon that the deal had been finally approved. The moving men were notified to come and move the furniture, which had been packed and ready for moving for several weeks. Inside of two hours the moving van was on the job, and Alpha Chapter proceeded to move into their new house. All this took place during examination week, and during all this time decorators were working in the new house, so you can imagine the state of confusion which existed. Then the chapter found itself right in the midst of second semester rushing.

Not only that, but many new tenants had to be secured to fill the new house, for it contains 19 rooms and 9 baths, 17 wash basins, three glass enclosed showers, two shower rooms, two steam rooms, a handball court, all brass plumbing, and a ballroom 51 x 32 feet in size, with a ceiling height of 21 feet. The house is five stories high, and is situated approximately one block from the former location. The new address is 21 W. 12th Street, New York, N.Y. Exceptionally well constructed, the house is easily heated, and even though it is a much larger house than the former chapter house, costs 25 per cent less to heat.

Head Master Byrne and his co-workers really

went to work on the prospects, and the result is that Alpha Chapter now has approximately 20 actives and a total of 27 pledges, most of whom will be initiated early next fall.

An administrative tie-up with the alumni has been effected, and the house corporation has a board of directors, and also a house committee, to assist in the management of the house, and the New York Alumni Club of Delta Sigma Pi has transferred its semi-monthly meetings to the new chapter house, which is ideally located just a few doors off Fifth Avenue on 12th Street, within short walking distance of the New York University campus at Washington Square, which is at 4th Street and Fifth Avenue.

Alpha Chapter will remember Brother Byrne as one of the most active and capable head masters in the history of the chapter. But his student activities were not confined solely to chapter affairs. The college yearbook, the *Violet*, was dedicated to him this year. He was also picked as the most outstanding senior of the university by the faculty, for his outstanding work at the university, as the student who has done more for fraternities than any other person, as the most outstanding student leader, who has also been able to stop two student strikes at the university, and also because he has brought more recognition to Delta Sigma Pi during the past four years than any other person has brought to his fraternity. Many other campus honors have been his, including election to the Interfraternity Council as both a junior and a senior delegate; also election to Violet Skull. In Alpha Chapter of Delta Sigma Pi, since his initiation on December 17, 1932, he has successively held the offices of editor of the *Alpha News*, historian, junior warden, senior warden, and then head master. He has also been twice picked as the campaign manager of the president of the Student Council of New York University, and in both instances he successfully directed the election of his candidate to that all-important campus office. He was also chosen by the school newspaper as the outstanding student of the past two years.

Brother Byrne was also chairman of the Frosh Formal Hop, chairman of the social committee of the sophomore class, vice-president of his freshman class, secretary of his sophomore class, and treasurer of his junior class. He served as editor in chief of the Wall Street division of the New York University *Commerce Violet*. He has also served as a member of many committees too numerous to mention, and in every assignment he has accepted he has served with distinction and credit to himself, as well as to Delta Sigma Pi.

Thus it is easily seen that Brother Byrne has been the guiding light of Alpha Chapter during the past year. He has done more to enhance the standing and general reputation of Alpha Chapter on the New York University campus in the past year than has been accomplished in a long time. To him all credit is due. He put Alpha Chapter above all else, and he has the satisfaction of knowing that his was a job well done.



I Hitch-Hiked to Mexico!

By John E. MacDonough

Gamma Chapter

An Interesting Account of How the Treasurer of Our Boston University Chapter Spent an Enjoyable Two Months' Summer Vacation in Mexico at a Total Cost to Him of \$34.80!

IT WAS THE SPRING of 1935. I was giving some thought as to what I would do during my summer vacation, which would last three months, and since I had no job in sight I thought it would provide me with an excellent opportunity of seeing something of the country. So I gambled with three months of my time and decided to hitch-hike my way from Boston to Monterrey, Mexico. I wasn't particularly flush with funds, \$35 representing the total amount I had to spend for my entire vacation. Make a trip to Mexico and return on \$35? This seemed highly improbable, but I decided to take a chance and attempt it anyway.

One of my chums decided to go along, and since his parents were driving from Boston to Roanoke, Virginia, a distance of 900 miles, we decided that we could not do better than to go that far with them. We therefore left Boston on June 15, 1935, and the first day we reached East Orange, New Jersey, where we stopped at the home of friends. At the start of the trip I wore a heavy winter suit and black shoes, well soled and heeled. I carried a very small bag with several changes of underwear and hose, the necessary toilet articles, paper and pencils. I also wore a heavy gray shirt as we expected to do some sleeping out. I took with me \$35 in cash. It had to last for the entire three months trip.

While I expected to see a lot of the country, and I was hopeful that I would have an enjoyable summer, my real reason and deeper purpose in making the trip was to secure a first hand knowledge of the conditions, social, economic, religious and political, in the South and in Mexico. I had not won a traveling scholarship—I merely took one and furthered my education between semesters at Boston University, where I was a student in the College of Business Administration, and an active member of Gamma chapter of Delta Sigma Pi. Throughout the trip I kept a daily journal, and I have drawn largely upon it in the preparation of this article.

The second day out from Boston we reached Washington, D.C., stopping off long enough en route

to visit Annapolis. On arrival in Washington, my friend and I went directly to a government transient bureau, the horrors of which are unspeakable; the odors nauseating to this day. Many of the men who patronize this bureau are petty criminals. Their condition is pitiable; unwashed, unshaven, covered with dirt and filth, in rags, and various stages of diseased condition. We waited for almost four hours in that germ infested place that was once a church. Finally we were given tickets and went over to a government flop house for a bowl of nourishing stew, plenty of bread, although without butter, and cold tea. The food was very good. Then we went over to a warehouse on Canal street, where bunks in two tiers were arranged in army style, and spent the night. In fact, we spent two days in Washington, sleeping in this warehouse and eating at the government kitchen.

The Capital appeared to be overrun with unemployed men. They were so numerous in the parks that it seemed as though the grass could not grow because of them. I spent my time in visiting the Capitol where I watched the Senate and House in action, the White House, the Congressional Library, and many other beautiful government buildings. I also secured a letter of courtesy from the office of the secretary of state to Ambassador Daniels in Mexico, which was to help me out a bit later on, although it developed I had no occasion to visit the American Embassy. Four days out of Boston, and my \$35 was still intact. After leaving Washington we visited the famous Luray Caverns in Virginia, and then proceeded to Roanoke, where my chum and I said goodbye to his parents, and we started to hitch-hike our way to far-away Mexico.

In Roanoke we secured a windowless bedroom in a low priced lodging house for 25 cents each. What a joint! The place was infested with bugs and mice. The method of arousing transients was rather amusing. About 5:30 o'clock in the morning we were awakened by the playing of an old phonograph directly outside our door. We lay there listening to the racket, mildly cursing, and after about ten min-

utes the voice of the proprietress sounded loud and sharp, "Hey, Joe, shut that — thing off. Don't you know better than to make that noise at this time of the morning?" By that time we were wide awake, so we arose and went on our way. We left Roanoke and on the way we had breakfast—a quart of milk between us. Fate intervened shortly after 8 o'clock that morning, when after a seven mile hike out the main highway, a snappy roadster, driven by a sophomore from one of the eastern colleges, stopped. Flashily dressed, affected in speech, and altogether the type which we saw in cartoons many years ago, and which I thought had passed out of the picture, he offered us a ride. Our original plan was to make Mexico via New Orleans, but big hearted "Al" was headed for Fort Worth, Texas, only 1100 miles away, so after a long deliberation of a split second, we condescendingly changed our plans accordingly and became his traveling companions. That night we reached Rockwood, Tennessee, a small but delightful town. I invested 50 cents in an excellent room, had a refreshing shower, walked down to the center of town, and won meals enough for the three of us on a chance game of skill, and then returned to the house to loll around in ease on the wide southern verandah, and talk over many problems with the natives. The house, it was really a mansion, was owned and conducted by a very charming southern widow. It was her own private home, and renting rooms to transients was her only method of making ends meet. It really was a delightful place to stop and we enjoyed it very much.

The next day we covered 390 miles, crossing the Mississippi River at Memphis. You can imagine what this experience was to me, for I had never been any further west than New York City, and even that far only on four occasions. I spent the next night in a small combination gas station and store in Arkansas, sitting up all night talking to the proprietor about Norman Thomas, share cropping, politics, and many other things. The Arkansas natives appeared to have little education, but were quite shrewd. It was not, however, the witty shrewdness of the New Englander, but rather the cunningness of the *laissez faire* policy. I had been eating little or nothing all along. Excitement and the desire to preserve my small supply of money were the dominant factors in my shunning eating establishments except when absolutely necessary.

The next morning we were on the road bright and early, about 5 o'clock. It was my fifth day out of Boston, and we reached Little Rock, Arkansas, that evening. There fate again intervened, for when we dropped into a restaurant in Little Rock the only other customers happened to be a party of three people from New York, bound for —, believe it or not, Monterrey, Mexico. Well of all places! The upshot of our conversation was that we thankfully agreed to meet these people a day later in Dallas, Texas, at their hotel. The weather had been perfect so far, but we now encountered some warm weather, and by this time I was sunburned to a painful crisp.

At Dallas we separated from our sophomore friend and thanked him profusely for his 1100 mile lift, and in company with our newly acquired friends we reached San Antonio, Texas, that evening. My chum and I secured a shower and bed at a Salvation Army house for 15 cents, and spent the evening inspecting this interesting city. At least it was the most interesting city to me outside of New York. It was there, too, that I had my first introduction to the popular refreshment of the southwest, a huge ice cream milk shake, about a quart in size, for only a dime. One of them in itself was a meal. San Antonio too was memorable, for it was there that I was so severely bitten by mosquitos that several days later I became ill with malaria and was confined to bed for a week or more. It is also memorable, for it was in San Antonio eight weeks later that I was an involuntary guest of the city jail, on the technical charge of vagrancy, after having been subjected to a stiff cross examination by a supercilious, overzealous officer of the law. I observed many Mexicans in San Antonio, apparently recent refugees from the country below the Rio Grande whence I was headed.

The next morning we left San Antonio for Laredo, where we crossed the bridge into Mexico. It was very hot. My chum and I found our way to the office of the Mexican Counsel, who after looking at our clothes and ascertaining our financial condition, directly refused us a passport to enter his country. Disappointed, we left his office. We tactfully refrained from mentioning our precarious situation to our traveling companions from New York, and our fears were great that we had come all this distance only to be refused admission to Mexico. However, our friends must have suspected our real situation, and in having their passports and automobile bonding arrangements made with a private service agency, they included us in their party. The agent may have had his suspicions too, but whatever they were, he kept them to himself. We changed our money into Mexican currency, and I had at that time about \$32, and all I could get was a permit for a ten day stay in Mexico. We then crossed the International Bridge, passed through the Mexican customs, which required very little effort, and soon were driving over the newly constructed Pan American Highway, which extends all the way from Laredo to Mexico City, a distance of some 700 miles. It is not yet complete, as there is a gap near Mexico City of about 100 miles which should be completed within the coming year or so, but from Laredo to Monterrey, a distance of 150 miles, we encountered a perfectly paved road. The speed limit on the highways of Mexico is 50 miles per hour (80 kilometers) and there was a straightaway stretch on this highway of about 45 miles without a single curve. Thirteen miles from the border, and again 70 miles from the border, we had to pass through the Mexican customs again, but this was only a casual examination providing the seals on your baggage were intact.

That night, nine days out of Boston, and after seven days on the road, the ground of Monterrey, the

third largest city in Mexico, and its leading manufacturing center, felt firm beneath my feet. We said good-by to our obliging friends, and severed our last connection with everything in life we had previously experienced. Relying upon the little Spanish I knew, although many of the Mexicans speak English, we secured a room at an inexpensive hotel near the Plaza in the center of the city, where we spent three days getting acclimated to our new environment. In one of my walks around the city I passed the open room of a house, and happened to observe a Y.M.C.A. banner on the walls of one of the rooms. I investigated. The result was that I started rooming in the home of this Mexican, who was an accountant for the Cuahatemoc Brewery, one of the largest in the world. For \$2 a week American money I secured board and room. It was the simplest and sparest kind to be true, but nevertheless comfortable. A day later I fell ill with malaria and spent the next week in bed, taking practically no substantial food. The following week I spent recuperating. My chum's original plan being to make a world tour, we reluctantly said a fond farewell, and he was soon off on the Pan American Highway, thumbing his way to Mexico City, about 600 miles away. The next eight weeks I spent in and around Monterrey.

My folks sent me some linen, I had my suit cleaned and pressed, I visited the barber, I brushed up on my Spanish, and all in all I began to live the life of a young man of Mexico. I went with my Mexican male friends to dances and the parks, and I spent the days in the plazas or the swimming pools or the club rooms or at the library. These simple amusements cost me nothing. I soon acquired considerable knowledge of Monterrey and the surrounding territory. Once a week or so I would splurge and take a girl friend to the Primavera, which is comparable to Child's, for some ice cream. This luxury cost me about a half a dollar Mexican money, or about 14 cents in American money. Occasionally we would go for a ride about the city in the cool of the evening with a horse and carriage. We also listened to numerous concerts, and on special occasions, as the birthday of one of my friends, we hired a string ensemble to serenade us.

After I had acquired knowledge of the city, I kept my eye open for American tourists, and helped them whenever I could, acting as a guide and interpreter. I earned no money at this, and in fact was actually afraid to even attempt to act as guide since if my activity was reported I would probably be apprehended on the ground that I was depriving some Mexican from a job, and Mexico permits the entrance of no foreign labor unless it is non-competitive with native labor. However, most of these Americans appeared to be glad to have me show them around the city, and although I refused to accept any compensation, they naturally paid all of my expenses. On several occasions I went along with parties for trips of from two to six days, with all expenses paid. It was with several different parties of these American tourists that I ventured

into two neighboring states bordering on Nuevo Leon, the capital of which is Monterrey. We visited the state capitals and small towns and cities ranging in population from a hundred or less to 60,000, attended the bull fights, visited the Mexican barrooms, and viewed the various festive occasions which occurred from time to time. These little side excursions would take me away for a day or two at a time. Once I spent three days at a celebration and bull fight as the guest of a friend, while on another occasion a friend took me for a week to his father's ranch for rabbit hunting and horse back riding. I visited Saltillo, Linares, San Pedro, and Villa de Guadalupe. And so passed eight weeks in a most pleasurable and also profitable manner.

The climate of Mexico is relatively cool. Mexico City, which is by far the largest city in Mexico, with a population of 1,500,000, has an average temperature of 58 degrees. Monterrey, with a population of about 160,000, is the third largest city in Mexico. Both of these cities are situated in high altitudes, particularly Mexico City, where the altitude exceeds 7000 feet. The Mexicans of the cities are showing the results of the inroads of a commercial machine age. Their taste for music is becoming strongly Americanized. They are active, hard working, ambitious. In the cities the influence of the Spaniard is more plainly seen in the planning of construction. Every city has its main plaza. On one side you usually find the cathedral. You usually also find on one side of the plaza the municipal building, housing the police and other departments. In some cities you will find on a third side of the plaza the casino, representing the social side of the life of that community. Around this central unit, which one will find in practically every Mexican city and town, radiates the business district of that community. The country districts, heavily impregnated with influences of the old Spanish feudal system, are composed of huge farming and cattle ranches. Formerly great tracts of land were owned by one man or one family, but the agrarian situation today is greatly changed, and for the better. The law provides that no one man may own more than 200 acres of farming land. If he owns more than this amount, the government confiscates the land, divides it, and apportions it to the numerous landless peons. Of course the original owner receives compensation in the form of bonds of the government. The agrarian laws are correcting a grave situation. Previous to their enforcement the workers were, and in many cases still are, being paid at a rate equivalent to 9 cents per day American money. Under the new law they have their own land and their compensation is more directly attributable to their individual ability and industry.

Travel is for the most part by burros, small but hardy animals, capable of carrying great weights under adverse conditions of excessive heat and steep hills. Horses are also used, but are smaller than those found in the United States. There is but one

(Continued to page 127)



WALTER M. BAGGS

W. LLOYD BARBON

CARLETON
PETERMANJ. ELWOOD
ARMSTRONG

HOWELL KING

J. H. FELTHAM

J. ROGER

The Young Guard Advances

By J. Hugh Taylor

Chi Chapter

WE HEAR OF PROMINENT Deltasigs in all branches of business activity, and from all our many chapters. Many of the "old guard" of our older chapters, such as New York, Northwestern, Pennsylvania, etc., are frequently featured in the nation's activities. Chapters as young as Chi Chapter, however, less than fifteen years old, have relatively few alumni who have been out in the business world long enough to have made substantial progress up the ladder of success.

Therefore it is of the "young guard" of whom I wish to write. These men may not have acquired the pinnacle of prominence and success in the commercial or civic world, but they have made considerable advancement along the way, and are making rapid progress up the ladder. Of course I can't write about every alumnus of Chi Chapter which I think should receive mention. This would take more space than I have been allotted, so I will select twenty of the alumni who have achieved prominence in some phase of their business activity, and in civic and fraternal affairs. I present them to you in alphabetical order.

First, there is J. Elwood Armstrong, Jr., province director of Delta Sigma Pi in Baltimore. Elwood was initiated into Chi Chapter on April 14, 1923, and he has been one of the most active members of the fraternity ever since. He held various chapter offices and has been treasurer of the Baltimore Alumni Club of Delta Sigma Pi for "years an' years," as it were, and knows every piece of money by its first name. A graduate of both Baltimore Polytechnic Institute and the University of Maryland, he received his C.P.A. degree from the state of Maryland in 1929, since when he has been associated with the Baltimore office of Haskins and Sells, and now has supervision of their office and general staff in that city.

Turning the alphabetical pages, we now present Walter M. Baggs, deputy director of Delta Sigma Pi at Baltimore, and who has held many offices in the fraternity, including being head master of Chi Chapter, and later president of the Baltimore Alumni Club. Born in Baltimore 35 years ago, Brother Baggs resides with his two sisters, and their home is a

favorite Mecca for the Deltasigs of Baltimore. He is also one of the three members of the important Alumni Placing committee in Baltimore. He attended the Tenth Grand Chapter Congress of Delta Sigma Pi in Detroit and is fully planning on being on hand in Atlanta next September. He is assistant office manager of the Baltimore branch of the Goodyear Tire and Rubber Co. His hobbies include horseback riding and music.

Next we find W. Lloyd Barbon, who was initiated into Chi Chapter in 1924. He graduated from the University of Maryland in 1927 and served as senior warden of Chi Chapter and vice-president of his class. His hobbies are the promotion of social work, golf, bowling, and hunting. Married and has two children. In business he is district credit manager of the United States Rubber Products, Inc.

John Whitney Bates, a former Baltimorean, former ladies' man and "sheik" of Roland Park, Md., was initiated into Chi Chapter in 1927, shortly after the chapter was transferred from the University of Maryland to Johns Hopkins University. He served as a chapter officer and was active in the fraternity. His firm, the Commercial Credit Company, transferred him to Raleigh, North Carolina, where he fell for a North Carolina girl with a strong Southern accent, and is now happily married and has a young daughter. He is special dealers' representative in the south Atlantic states for the Commercial Credit Company.

Eugene Bolstler was born in Germany in 1884, where he graduated from the High School of Commerce in Stuttgart. He then removed to Baltimore, where he continued his education and graduated from the University of Maryland in 1924. He passed the C.P.A. examination in 1925 and has been a practicing certified public accountant since that time. He was a charter member of Chi Chapter. His hobbies are travel and stamp collecting. He served as secretary-treasurer of the Parkway Theatrical Enterprises for many years, and he has also been a director of several important Baltimore business concerns.

C. Orville Briddell claims two universities as his alma mater. Graduating from Cornell with a civil



E. D. EUGENE BOLSTLER J. R. MEDFORD JOHN W. OSBON
NER

WALTER SPECHT

JOHN L. MCKEWEN

MILLARD F. WRIGHT, JR.

G. ROBERT HOWELL

engineering degree in 1926, he later registered for courses at Johns Hopkins, and in 1930 was initiated into Chi Chapter, where he served as chapter scribe for a year. He is payroll and labor supervisor for the Chesapeake and Potomac Telephone Company.

Now we come to John H. "Old Baldy" Feltham, our local investment banker. Born in Springfield, Mass., he later moved to Baltimore, where he resided for a mighty long time. He is one of the early members of Chi Chapter and served as senior warden when John L. McKewen was head master. His hobbies are extensive travel, golf, and his entertaining contributions at fraternity banquets, which he attends regularly. In business he is cashier of Robert Garrett and Sons, investment bankers, Baltimore, Maryland.

G. Robert Howell, a native Baltimorean, has attended Randolph-Macon College, Baltimore City College, and Johns Hopkins. He has spent practically his entire business career with the Fidelity and Deposit Company of Maryland, of which he is now assistant secretary. He is married and has two boys. It was a coincidence that the writer, in company with several other Chi Chapter members en route to Chicago to attend the 1933 Grand Chapter Congress of Delta Sigma Pi, met Brother Howell and his family on the Capitol Limited enroute to Chicago. Unfortunately Brother Howell was on his way west, and was unable to stop over for the convention. At present he is a member of the grand jury of the state of Maryland.

Next we come to Howell King, a charter member of Chi Chapter. In his undergraduate days he was extremely active in chapter affairs, serving as both chancellor and head master. He served for a time as secretary and then president of the University of Baltimore. He was president of the Association of American Law Schools. He has been chairman of the Young People's Democratic League of the state of Maryland, and also active in Democratic politics in Baltimore. He is now engaged in educational work, politics, business, and the Cities Service Commission of Baltimore.

Another charter member of Chi Chapter is Cornelius A. Lappe, who was the first master of festivities, and the second head master of Chi Chapter, following its installation. Brother Lappe has attended St. Martin's Male Academy, Pace Institute, and the University of Maryland, from which he graduated in 1925. While at Maryland he was treasurer of the sophomore class, secretary of the junior class, vice-president of the senior class, and editor of the year-

book. During the World War he served in the United States Navy. He has been secretary-treasurer, and also vice-president of the Baltimore chapter of the National Association of Cost Accountants. Married and has three children. He is now assistant chief accountant of the Pennsylvania Water and Power Company, and the Safe Harbor Water and Power Corporation of Baltimore.

We have now passed the middle of the alphabet, and as we progress further we come to the name of John L. McKewen, one of the best known and best liked members in all Chi Chapter. There has been no more active and loyal member of the fraternity than John McKewen. John was initiated into Chi Chapter of Delta Sigma Pi at the University of Maryland in 1923. He has served as head master of Chi Chapter, president of the Baltimore Alumni Club, director of the Eastern Province of Delta Sigma Pi, and since 1933 has been a member of the Grand Council of Delta Sigma Pi. He, like Brothers Armstrong and Baggs, has always been a close confidant and adviser for the active chapter, and all Baltimore Deltasigs in general. His popular wife Marie has done much fraternity work for him, made many chapter visitations with him, and has acted as hostess to the wives and many visiting Deltasigs when their travels brought them to Baltimore. You will find them both actively and enthusiastically participating in our national convention activities in Atlanta next September. John received his B.S. degree from the University of Maryland in 1926, and is now a member of the firm of Irving and McKewen, certified public accountants. He has also served as president of the Baltimore chapter of the National Association of Cost Accountants, and he has been a member of the board of directors of the Maryland Association of Certified Public Accountants. He has also taught several courses in accounting at the University of Baltimore. He has been an active worker in the Baltimore Community Fund campaign, and has served as auditor of several city commissions appointed by the mayor of Baltimore. Being a World War veteran, he has quite a collection of World War relics, and has been active in American Legion affairs. His hobbies are bridge and the reading of biographies and history.

We now come to another most active worker in Delta Sigma Pi, and also a member of the Grand Council of the fraternity, Eugene D. Milener. It is not often that a chapter has two alumni workers with such a record of achievement in fraternity circles that both are elected to the Grand Council of

the fraternity. Chi Chapter is particularly proud of this record, however. Gene Milener is another charter member of Chi Chapter who has steadily advanced in the business world, and who at the same time has been one of the most active and enthusiastic workers in all Delta Sigma Pi. It was just in the November issue of THE DELTASIG that the story of his latest business promotion was published, his elevation to the position of secretary of the industrial gas section of the American Gas Association of New York City, on which staff he has served in an executive capacity for a number of years. Gene was born 42 years ago in Norfolk, Virginia, and he has attended the Baltimore Polytechnic Institute, Johns Hopkins University, and the University of Maryland, in which institution he took both engineering and commerce work. For many years he was connected with the Consolidated Gas, Electric Light and Power Company of Baltimore, as supervisor of the industrial and house heating sales. He has been a pioneer in various phases of gas heating, and devised the "degree day" method of calculating the use of gas by heating, ventilating, and air conditioning industries, and he has also directed research activities in industrial and domestic gas utilization. He has been a member of the American Gas Association headquarters staff for seven years, and will continue as secretary of the Committee on Industrial Gas Research, and the Committee on Domestic Gas Appliance Research. Active in national fraternity affairs for many years, he has for a long time been a member of the Committee on Finance of the fraternity, and has served on the Grand Council of the fraternity since 1930. As he travels extensively in business, he finds frequent occasions and thoroughly enjoys visiting many chapters and alumni clubs of the fraternity throughout the country. He is married and resides with his wife and son on Long Island.

James Russell Medford was initiated in Chi Chapter in 1924, and graduated from the University of Maryland in 1926, when he received his B.B.A. degree. He now resides in Wilmington, Delaware, with his wife and daughter, where he is connected with the E. I. du Pont de Nemours and Company, where he prepares the monthly balance sheets and profit and loss statements and quarterly financial reports for many of the duPont subsidiaries. Another Chi Chapter C.P.A.

R. Nelson Mitchell, who now resides in Chicago at the Beta chapter house, has been exceedingly active in Delta Sigma Pi affairs ever since his initiation in 1929. He served Chi Chapter as chancellor and as master of festivities. His hobbies are soccer, bowling, and bridge. He is assistant auditor of the Chicago branch of the United States Fidelity and Guaranty Company. He is a regular attendant at all of the Chicago Alumni Club activities, and he has adopted Beta Chapter, and Beta Chapter has adopted him, as his second home and chapter affiliation.

John William Osborn is another one of Chi Chapter's numerous C.P.A.'s. He attended the Catonsville

(Md.) High School, the University of Maryland, and also Johns Hopkins University. He was initiated into Chi Chapter in 1926. He took the C.P.A. examinations in November 1930, passed all subjects successfully, and is now head of the accounting department of the Rennous-Kleinle division of the Pittsburgh Plate Glass Company, Baltimore. He is married and has a son.

Carleton Peterman has expanded his educational interests, and also secured a law degree. Educated at Baltimore City College, Johns Hopkins University, and the University of Baltimore, he is now assistant to the trust officer of the Safe Deposit and Trust Company of Baltimore. He was initiated into Delta Sigma Pi in 1929, and was scribe and junior warden of the chapter while an undergraduate. He later entered law school, from which he graduated last June. He says his hobby is reading, but I might also add that he is somewhat of a humorist.

Walter Specht, the capable chapter treasurer who served Chi Chapter so efficiently for three years, has been a member of the fraternity for ten years now. He was exceedingly active at both the University of Maryland and Johns Hopkins, as he was a member of Chi Chapter during the period when Johns Hopkins University absorbed the School of Business Administration of the University of Maryland and Chi Chapter was accordingly transferred to Johns Hopkins. He passed the state C.P.A. examinations in 1930, and last year was treasurer of the Maryland chapter of the National Association of Cost Accountants. He is auditor of the Standard Lime and Stone Company of Baltimore.

Porter T. White, a charter member of Chi Chapter, and the first scribe of the chapter and winner of the $\Delta \Sigma \Pi$ Scholarship Key, is now located in Salt Lake City, where he is district manager of the Chrysler Sales Corporation, with offices in both Salt Lake City and Seattle, Washington. He graduated from the University of Maryland in 1924, since which time he has resided away from Baltimore most of the time, including Detroit, Portland, Oregon, and other cities. He is married and his hobbies include golf and football.

Millard Fillmore Wright, Jr., is another of the old timers and staunch supporters of Delta Sigma Pi. Initiated in February 1923 as the 28th member of Chi Chapter, he can always be depended upon to be present at every Delta Sigma Pi affair held in Baltimore when he is in the city. At the present time he is vice-president of the Baltimore Alumni Club. In business he is manager of the Baltimore district office of the F. S. Royster Guano Company, and his business activities keep him constantly on the move, traveling here, there and everywhere.

And now we come down to the end of the alphabet, and we find the name of J. Roger Yates, another one of the many C.P.A.'s in Chi Chapter. Initiated in Chi Chapter in 1923, he graduated from the University of Maryland in 1926. He has resided in Washington, D.C., for quite some time, where after being in

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Alumni Placing Service Recommended Procedure

By Denton A. Fuller, Jr., Chairman

National Committee on Alumni Placing

Address: M. & T. Trust Co., Buffalo, N.Y.

THE CHIEF OBJECTIVE of the Delta Sigma Pi Alumni Placing Service recently established is to provide the most effective means possible of making enjoyable and profitable contacts for members of the fraternity in connection with their activities to secure the most suitable employment which their education, training, experience, temperament, and abilities justify. Obviously this service is a local service and will be made only as effective as the members of Delta Sigma Pi residing in a given city care to make it. The employer in one city is not interested in the applicant in a distant city because of his unavailability for an interview.

However, the activities and functions of each local committee are more or less the same in every city, and we hope to present in this brief report, recommended procedure and policies which each committee can effectively follow.

The success of this service depends entirely upon the effective functioning of these local committees. Coöperation is needed on the part of all members. However, a well organized local placing service committee can greatly stimulate and develop alumni support. Although the circumstances and problems confronting the various local committees may vary, there are certain phases of this service which in general would be applicable to all local committees. Each individual case reviewed before a local committee would have problems peculiar to it, therefore sound judgment should be exercised by the local committee in the disposition of every individual case. The experiences of the local alumni placing service committees now in operation justify the following observations and recommendations.

Most important of all, is the careful selection of the most effective committee you can possibly secure from your active membership. A committee of three is recommended, and it is very essential that at least one member of this committee, if not more, be in a position to receive telephone calls during business hours, that he be not subject to fre-

quent and prolonged absences from the city on business trips, so that there will be little difficulty in interested members getting in touch with him quickly. It is strongly recommended that the members of the committee who have charge of the confidential data which is reported to the committee, be scrupulously honest, have the respect and confidence of the membership, and under no circumstances divulge any information that the members desire be kept strictly confidential. If for any reason these three members desire to divide the activities or the functions of the local committee, it might be best for one member to assume responsibility for the mailing list for members of Delta Sigma Pi in that locality, and the mimeographing and distribution of literature, for a second member to receive the various forms which may be filled out, and thoroughly familiarize himself with the requirements of our members, and the third member of this committee might be the one selected to receive all telephone calls and to do the contact work with prospective employers, etc. After this committee has been selected, and they have met and planned their program, their first step is to secure an accurate mailing list of all members of the fraternity residing in their area. If the local chapter or alumni club does not have this information, they should communicate with the Central Office, who will supply them with the latest information available there, free of charge.

The first letter should be carefully prepared, and should outline in detail the objectives of the local committee and the procedure they will follow. One or more forms should be included which the members can fill out and return to the committee. One form should cover the member's personal requirements in connection with employment. Another form should be filled out giving information regarding the firms for which our members work, and the opportunities for employment and advancement there. A third form might well be designed to secure the experiences of local members in connec-

tion with the possibility of using worth-while and ethical employment agencies in securing business connections. The Central Office of the fraternity has designed several forms for these purposes, and additional forms will be designed when sufficient experience has been reported to justify the preparation of a printed form. The Central Office is reproducing elsewhere in this issue copies of the forms they have prepared for use by local committees.

Particular attention should be given immediately to any members who may be unemployed, but experience has shown that few of our members are unemployed. The big problem is to see that our employed members are placed in positions that offer them the greatest opportunities for self development. Therefore the preparation of a list of principal local firms, and complete information as to their personnel policies, the opportunities for advancement, their compensation policies, etc., is of particular importance. The committee should also consider the possibility of starting a local library of helpful books which members could read with the object in view of making them better qualified to handle themselves in personal interviews or more expert in writing letters of application. The Central Office has a very complete list of many of these books, but not all of them are available in each public library. The cost would not be too great, particularly when divided among several score local members, to start a library of your own in this important field.

If the funds of the local committee are somewhat restricted, it should be a fairly easy matter for the committee to locate members who through their offices have the use of mimeograph equipment after office hours, to make possible the mimeographing of the necessary material at little or no direct expense to the committee. Other local alumni can be secured to assist the committee in the clerical work required to get this mimeographed material ready for distribution and in the mails.

Many groups of local alumni send out regular notices every month or two pertaining to dinners and meetings of the fraternity. It would pay the committee to familiarize themselves with the regulations of the Post Office Department, and you will be surprised at how economically mimeographed material can be distributed through the mail at third class rates. This is delayed mail matter, however, and must be sent out several days or a week in ad-

vance of the normal time you would send out a first class letter, but the postage rate can be reduced to as low as 1 cent per mailing piece if sufficient copies are mailed at one time, and as many as 6 to 8 full size letterheads of average weight may be placed in the envelope for this low rate.

Local alumni should be kept informed at frequent intervals of the activities of the alumni placing service committee, and thus stimulate and perpetuate interest in the project. Most members will appreciate knowing the purposes of the committee, the manner in which it will be conducted locally, and the names of the local committee members. Some members may not appear to be very coöperative at first, but if you keep sending literature to them at regular intervals, and it becomes apparent that your committee is rendering a valuable and effective service, you will be surprised at the high percentage of your members who will begin to keep the activities of your committee foremost in their mind and in time will begin to telephone your committee when they hear of business openings. It is very important that all members must be assured from the very beginning that any information reported to the committee will be held inviolate.

Your particular attention is also called to the fact that when you are successful in introducing a member of the fraternity which results in his securing a position, that you should not overlook the fact that possibly you can fill his former position with another member, and likewise fill the position the second member vacates with a third member, and so on. Thus if one member of the fraternity steps out of a pretty good position to a better one, there is no reason why one, two, or three other members cannot advance themselves a step or two, providing of course they have the necessary qualifications.

Local committees should not confine their activities to firms which only have Deltasigs in their employ. Many members of Delta Sigma Pi have close friends, non-members, who are employed by other organizations. There is no reason why these contacts cannot be cultivated and effectively used. After all, our members must realize that they must sell themselves and the chief purpose of this service is to bring them in the front door as it were, with an introduction, under the most favorable of circumstances. Recommendations pertaining to this program will be appreciated.

Reprints of Article Available

Reprints of the article THIS BUSINESS OF GETTING A JOB, and the two accompanying forms are available at The Central Office of Delta Sigma Pi, 222 W. Adams Street, Chicago, Illinois. Single copies will be mailed to any address in the United States or Canada on receipt of 10 cents in coin or stamps. Quantity rates: 20 copies or more, shipped in one package to one address, 5 cents per copy delivered; remittance to accompany order.

This Business of Getting a Job

NO STEP IN LIFE, unless it may be the choice of one's wife, is more important than the choice of a vocation and the securing of suitable employment. A wise selection of the field of specialization or the branch of commerce or industry for which one is best qualified by virtue of education, training, abilities, and temperament, and to which one's life is to be devoted, and the development of full efficiency in the chosen field, are matters of the deepest importance to young men and to the business world. These vital problems should be solved in a careful, scientific way, with due regard to each person's aptitudes, abilities, resources, ambitions, and limitations, and the relation of these elements to the condition of success in different industries.

Getting a job in the business world is a business operation in itself. If a young man takes up a line of work to which he is particularly adapted, he will achieve far greater success than if he drifts into an industry or a field of specialization for which he is not fitted. Work out of harmony with the worker's aptitudes and capacities means inefficiency, unenthusiastic, and perhaps distasteful labor, and small compensation; while an occupation in harmony with the nature of the man means boundless enthusiasm, love of his work, and high economic values,—superior product, efficient service, and liberal compensation. If a young man chooses his vocation so that his best abilities and enthusiasms will be united with his daily work, he has laid the foundation to success and happiness. There is hardly a more pitiless sight than young men misplaced in business; square pegs in round holes, as it were. It is also regrettable that our colleges and universities for the most part fail to recognize the importance of the young man finding a proper place for himself in the business world, and while he may be provided with a wonderful education, we sometimes wonder as to the value of this education if he lacks the ability to sell his services after graduation. Surprising as it may seem, thousands of college graduates haven't the slightest idea as to how they should go about getting a job after graduation, haven't the slightest idea of how they should dress, act; many cannot even write a creditable letter of application. Many an accountant may be a whiz with a balance sheet, many an advertising man may be a whiz in the preparation of wonderful layouts, many an engineer may be a whiz with the slide rule, but if he lacks the ability to sell himself or his services, he could easily starve to death in the midst of New York, Chicago, or any other large city.

Feeling the importance

of presenting helpful suggestions to the young man in business, this material has been prepared, not having in mind that it is the last word in what should be or not be done, but primarily for the purpose of presenting the observations of experienced persons, of pointing out some of the best methods one can follow, and, the most important of all, to cause the young man to do some honest-to-goodness constructive thinking for himself. For this business of getting a job is the most important project he will ever undertake in his entire life. It should be given appropriate attention.

Parents will guide their children through college to some extent, but they will then drop them into this complex world to sink or swim, as the case may be. Yet there is no part of life where the need for guidance is more emphatic than in the transition from college to business. The building of a career is quite as difficult a problem as the building of a house, yet few ever sit down with pencil and paper, with expert information and counsel, to plan a business career and deal with the life problem scientifically, as they would deal with the problem of building a house, taking the advice of an architect to help them. Young men generally drift into some line of work by pure chance, proximity of employment, or uninformed selection. The high percentage of inefficiency and chance experienced by many employers in their working force, and the cost it entails in employment expense, waste of training, and inefficient service, is largely due to the haphazard way in which our young people drift into employment with little or no regard to their adaptability, and without adequate preparation in that particular field.

There are several ways in which to secure employment. Through relatives or friends there may be a position waiting for you in a well established business. These cases are few, however. Others will secure employment through personal interviews, by written letters of application, through employment agencies, through answering advertisements in newspapers, and through advertising. If you are so fortunately situated that there is a position waiting for you in business, there is little need for this material as far as you are concerned, except that it may possibly give you a few ideas as to how to more effectively sell yourself to your fellow workers. Many young men are not so situated geographically as to afford them unlimited opportunities for making many personal contacts with employers as they are residing in small cities where employment opportunities are quite limited. Others may not have sufficient funds to consider the possibility of advertising. So it would appear

By H. G. Wright

Grand Secretary-Treasurer of Delta Sigma Pi
Professional Commerce Fraternity

that the majority must secure their positions in business through personal interviews, written letters of application, employment agencies, and answering advertisements in publications. This discussion will necessarily be limited to these possibilities.

Decide What You Can Best Do

Having completed four years of college education in preparation for the vocation of your choice, you may be asking, "Is there a definite procedure which I can follow in order to find suitable employment?" Yes, indeed. Your first and most important decision will have to do with determining for yourself the type of work or the field of specialization for which you are best fitted. About the worst mistake you could make is to have no definite idea of what you are best qualified to do. Until you decide what you are best qualified to do, you are wasting your efforts in securing employment. It is possible that you may err in this decision, but you have to at least get started, and you must make a choice of the sort of work you feel best qualified to do, until actual experience proves you better qualified for other activity. It is possible of course to secure expert advice in this connection in some cases. However, most every person has a strong conviction that there is a certain field in which he can excel, and it is exceedingly wise to select work in which you will be happy.

But you will have to decide for yourself whether it will be Accounting (private or public), Advertising, Banking, Credits and Collections, Executive, Financing, Foreign Trade, General Office, Government Work, Insurance, Marketing, Office Management, Personnel, Production and Manufacturing, Public Relations, Purchasing, Real Estate, Research, Retailing, Sales, Sales Administration, Secretarial, Teaching, Trade Association, Transportation, Utilities, etc., or any other field not listed.

You will have to decide for yourself the type of work for which you are best fitted. Also remember that your success in life does not depend upon the salary you make, but upon your happiness. It is far better to be a happy accountant than an unhappy salesman; a happy salesman than an unhappy accountant; to be happy in a small town environment rather than unhappy in a big city, or the opposite. Some people are born leaders and possess qualifications that will make them successful in large organizations; others are simply lone eagles and cannot cooperate with their fellow men. Your first task is that of self analysis, and this involves a thorough examination of yourself as to that type of work in which you are likely to be the most happy. Never mind about the immediate income. Too many make the mistake of taking the first job that comes along, or if given the refusal of several, commit the error of taking the one that pays the largest salary at the start. You cannot be efficient without thoroughly enjoying your work; and you cannot enjoy your work without being efficient. The young man who accepts the better paying position

for which he is not fitted, when it is offered to him, instead of accepting a smaller salary in a position for which he is best fitted and which offers better opportunities, is shooting blank cartridges. The immediate salary offered in a blind-alley job should not blind you to its undesirability.

Move to Your Field of Operation

One personal interview is worth a score, yes, even fifty, letters of application. You cannot expect an employer to hire you without first being interviewed. It is important, therefore, that you reside in the area in which you seek employment. You may be eminently qualified for a particular position, but if you are situated in a distant city, you will receive scant consideration because of your not being available for an interview. The most practical way of handling this problem is to actually move to the city where you seek employment, establish a local residence, and start to work from that point. Naturally you must have sufficient funds to pay living expenses, but you will not succeed in securing the position you want unless you move to your scene of operation. Too many persons make the mistake of expecting great accomplishments through long distance correspondence. If your funds are limited, a satisfactory alternative would be to decide to spend a certain month or sixty days in a different city, and then correspond from your point of residence with the firms in that particular city, with the object in mind of securing an interview during the period of your temporary residence there.

Thousands of college students spend \$50, \$75, \$100 a month or more in acquiring a college education, and then appear reluctant to continue the same expenditure for several months after graduation in order to secure suitable employment. What is the value of your college education if you lack the facilities for using it? And obviously in order to use it, you must secure suitable employment.

When you go to a larger city seeking employment don't be penny wise and pound foolish. Put yourself in position to make as many contacts in the business world as possible. Instead of becoming a hermit in some rooming house (even though the rent may be cheap), endeavor to live with a group of young men of your own age and ideals in life. Through the exchange of ideas and the association of one with another, you will not only gain a better insight into the problems of the business world, but you will also gain valuable practical experience in the art of meeting people, and you may also hear about positions which are open in the firms these young men are employed by. More times than not, when a position is open the employer is anxious to interview prospective employees just as quickly as possible, not a week later, but the next day, and sometimes even the same day. Your availability for quick interviews in these emergencies is very important, and if you isolate yourself, how can you expect to hear about them?

Make a Market Survey

Your next important step is to make an employment or market survey, and the degree of intelligence you use in planning your campaign is perhaps the basic ingredient of success for those who are trying to sell their services. Just as in ordinary salesmanship, a salesman must secure leads for his prospective customers, so must the position seeker use initiative and planning to find prospective employers. Every person looking for a job should have a definite plan. You must therefore first make a market survey of your possibilities.

Having selected a field of specialization for which you are best qualified, and knowing the geographical area in which your operations must be confined, you are now able to study your field intensively. This may take a week or a month or more before you write your first letter. But the more thorough you are in this market analysis, the more successful you are going to be in your campaign.

It is therefore necessary to prepare a list of prospective employers. After you have made a list of several hundred firms in your particular field of specialization you should endeavor to secure further information about these prospective employers through many sources, such as magazines, trade directories, financial reports, friends, fraternity brothers, members of the faculty, etc. Endeavor to ascertain which companies are making money; which companies are apparently taking on additional personnel. There is little use contacting firms who are laying off men. The companies listed in this survey of yours may not have any definite position to offer at the moment, but even so this preliminary survey will have been good experience, and will make you better acquainted with the various industries by reason of this well organized study.

Here are some of the suggested sources for compiling a list of prospective employers:

- Accountants' Index
- American Art Annual
- Bankers' Economic Service
- Biennial Census of Manufacturers
- Custom House Guide
- Directory of Exporters
- Dow-Jones News Bulletin
- Fitch's Book of Investment Dealers
- Harvard Business Review
- Industrial Arts
- International Bankers Directory
- Kelly's Directory of Merchants, Manufacturers and Shippers of the World
- Market Data Handbook of the U. S.
- Moody's Manual
- Polk's Corporation Directory
- Poor's Register of Directors
- Public Affairs Information Service
- Rand-McNally's Bankers Directory
- Readers' Guide
- Security Dealers of North America
- Standard Statistics Reports
- Telephone Classified Business Directory
- Thomas' Directory
- U. S. Department of Commerce Yearbook
- Wall Street Journal
- World Almanac

Also the daily financial page, trade and securities section, executive news summary, of our various newspapers, various Who's Who, trade journals, trade association publications, and other services. Obviously this list is not complete, but merely suggestive. These various sources of information will provide you not only with a mailing list, but also information covering both companies and officials, a thorough background of which is important. Your mailing list should include plenty of names. Many of these volumes can be found in your university or public library, or in banks or offices of larger corporations.

Here is what one large employer has to say regarding the importance of planning your campaign: "It seems as if most people who want work rely upon haphazard efforts that decrease chances for success, waste time, and make it difficult to keep up the necessary courage. Why this is true is something of a mystery, since these same people would certainly expect to use planning in the performing of their duties after they secure employment. The benefits of planning to find a position would be almost immediately apparent to anyone who gives intelligent consideration to the matter, but even before this is done, the individual should sit down and decide what type of work he is best qualified for in order that he may improve his chances of landing a suitable and satisfactory position. This self analysis is very important. He should also always remember that he is selling himself. You can then see the need for knowing what you have to sell, for no salesman should try to sell something he does not fully understand. An employer is just as anxious to hire as you are to get the position—providing he can see that you are the right person for the work. But if you can't even tell yourself why you want a certain position, aside from the desire for earning money, how can you tell your prospective employer? You may have a world of ability to perform the duties of that particular position, but you must be able to provide a convincing ending for the sentence: 'I want this position because . . .'"

Recommended Books to Read

There are a number of books which you can profitably read, and which will be of great assistance to you in preparing yourself for interviews. The object of any letter of application is to secure an interview; you hope to get the job during the interview, not through the writing of the letter seeking the interview. Before you write your first letters of application, and before you seek your first interviews, you should carefully plan the importance and value of every word you write, of every word you say, and particularly of your personal appearance and manner of speech. At the end of this article there are listed many books which are recommended to you for careful study. The list of publications presented herewith is not intended as a complete list, and not

all of them will be found in every library. Not every book will be suited to every person, but it would be well for you to take the time to read as many of these books as possible. If these books are not available in your local public or rental libraries, it would be a good investment for several young men to cooperate in the joint purchase of these volumes for their own use. You know you have to make a business of this business of getting a job.

Letters of Application

Most persons overlook the fact that the chief purpose of a letter of application is not to secure a job (no one is going to hire you without a personal interview), but to secure an interview. With the approach of graduation many seniors will feel the need for writing their first really important business letter. Many alumni will also be seeking employment, or desirous of making a change. Under prevailing business conditions a good letter is doubly important because it meets so much more competition than previously. It is a common occurrence for an advertiser to receive several hundred letters in answer to an advertisement. Only the outstanding letters have any chance to bring an interview for their authors. "I have just read more than 200 application letters," said an executive recently, "and not more than three were outstanding. Most of them seemed to come out of the same mold." Such being the experience of many recipients of letters of application, the question arises as to what chance YOUR application letter has to bring the desired results, namely, of securing an interview for you. Will your application letter be outstanding? Will it show your personality?

But first of all we must consider the mechanical preparation of a letter. As to stationery, use the very best paper you can afford. The first impression of you is through the fingers. Business size always, preferably $8\frac{1}{2} \times 11$ "; stationery and envelope to match, and the color white. Save the pinks and blues for your girl friend's correspondence. And don't use hotel stationery that has been snitched. The purchase of inexpensive stationery with your name, address, and telephone number printed on each sheet is strongly recommended.

Type your letter, or have it done. Please remember that the typewriter is the instrument of business. Use it. Longhand writing for character reading is unadulterated bunk. If your handwriting is so poor that experts are required to decipher it, take a course in penmanship. It is always wise to type your name underneath your signature. Be sure to sign your letter! Believe it or not, some people fail to do this on occasion. Always give your complete address, both the street, city, and also the telephone number. You expect an answer you know. The best place for it is at the top of the first page. Use consistent form in the typing of your letter. No strikeouts, no erasures. Have nice appearing margins at the top and bottom, and on both sides of the type-

written material. Your typewritten line should be at right angles with the edge of the sheet. Make certain the typewriter keys are clean, and that you have a good typewriter ribbon; never under any circumstances have your letter appear sloppy. Before you mail the letter, proof read it; if you can't spell, call in the neighbors. Mail out no carbons. A data sheet to accompany the letter is very desirable for routine data which would otherwise kill the personality of your letter. This is a desirable place to include such matters as weight, nationality, summary of education, achievement, courses, activities, references, etc. Since this data sheet will be practically the same regardless of what firm it is sent to, considerable time can be saved if you will have it multigraphed, and this will not be expensive. Multigraphing, while it will cost a trifle more, is muchly preferred to mimeographing. In the upper right hand portion of this data sheet, place your photograph. This has proven a very effective help; very few persons use it. Not a snapshot, but a small photograph of yourself dressed in business clothes, without a hat. If you are going to send out several hundred letters you will find it more economical to have a halftone made and the entire data sheet printed instead of multigraphing the material and attaching individual photographs. The cost of several hundred printed data sheets, including halftone should be less than \$20. If you do attach a photograph, paste it on to your application, in a neat manner. You will be surprised how effective photographs are, providing it is a good one of you.

It is exceedingly important to include several references, and whenever possible these references should be individuals or firms in the same city as the prospective employer. Set out each reference in a separate paragraph, and be sure to give the name, present business position, business address, and business telephone number whenever possible, in preference to residence addresses and telephone numbers. The inclusion of the business telephone number and business address makes it just as easy as possible for the prospective employer to get in touch with your references during business hours, which is the normal time he would get in touch with them. The listing of John Jones, 123 Main St., Chicago, Ill., as a reference doesn't mean a thing, but if you list John Jones, general manager of the Universal Manufacturing Co., manufacturers of blank products, 123 Main St., Chicago, Ill., telephone Central 4567, you have supplied valuable and informative data.

The importance of a neatly typed and neatly arranged letter of application with a personal data sheet attached cannot be expressed too emphatically. Make it a standout by comparison with the other letters the prospective employer will receive. Make your qualifications appear so attractive to the employer that he will be anxious to interview you. Don't overdo it, however. It is also exceedingly important to let your prospective employer know of your availability for an interview. If you can

come any time, say so, but if you can only get away certain hours of the day and certain days of the week, be specific. If you can only be reached over telephone at a suburban telephone number, offer to accept a reversal of toll charges.

If your financial position is reasonably comfortable, it would be very wise to invest some money in self promotion. A printed personal data sheet, with a picture of yourself thereon, would be an excellent investment. If you can afford it, enclosing a stamped, self addressed postal card where the prospective employer could indicate easily the hour he would like to have you appear for an interview might bring a higher percentage of interviews than would otherwise be received. Many employers would admire your intelligent way of going after a job and would probably grant you an interview which you would not receive from an ordinary and commonplace communication.

Your mailing list should include plenty of names, for please remember this is a direct mail campaign and returns of from 5 to 10 per cent will be a very satisfactory average. And since it is one of the most important campaigns of your entire life, give time and thought to the letter and don't just dash it off. It might be wise to send out two or three different types of letters to smaller lists, and use the letter which brought the most returns on the remaining list. If the returns are unsatisfactory, revise your letters and try another group of prospects. In this manner you will at least gain experience and will better equip yourself to handle more important prospective employers on your mailing list.

There is great need for intensive study of the technique of writing application letters, which cannot be doubted by anyone who has had to read many such letters. One must remember that the prospective employer is not operating a charitable organization. He makes his contribution to the Community Chest, but when it comes to hiring employees he demands something in return for his money. He wants to know what you can do for him, and he wants as full a picture of you and your characteristics as possible, including background, educational training, knowledge and experience in his field, your future intentions, etc. Most employers like to hire a man to be permanent. An application is nothing more or less than a sales letter. It is selling a product (your services) to the buyer (your prospective employer) for value received. In selling any product the salesman studies his product, the needs of his prospect, and tries to fit them together. The same sales principle holds for application letters. Yet we find most of them sounding like the wailing of lost souls in the wilderness—"I want a job. I want a job because of the pay check attached; because my shoes are getting thin." This fact, while important to you, is of little concern to the employer.

In regard to the opening lead in your letter, present one of your strongest selling points. By all means avoid such trite expressions as "Having seen your ad—," "In response to—," etc. Also avoid

eccentric, foolish, forced leads such as, "I am seeking a position where brains, ability, and hard work will be appreciated." Egotistical. "If it is possible for me to increase your sales half a million dollars, will that qualify me for—." Silly from a man with little or no experience. "Your ad just came to my attention." Forced casualness. "I am 23 years old, single, full of pep, and rarin' to go. What have you?" Facetious. "I have been informed." By whom? Be specific. "Your business interests me very much." How unique! "I have had several years experience." Trying to hide something by "several." Be specific! "Can take dictation." How fast? "Can collect money." Prove it. Did you increase someone's collection record 20 per cent? That's proof. "Have made satisfactory grades." A smoke screen; be specific, or attach a transcript of your scholastic record. "You will agree with me—." Impertinent. "Have taken Rhet. 10 and B.A. 123." What's that? "I am an intelligent and educated young man." Says you. Prove it by results or let your friends tell the secret. "I have a thorough training in advertising." And with only three or four courses? What a man! "I have a thorough training in accounting." And with only three or four courses. Ditto! "I can do anything." Oh, no, you can't. You may be willing to try to do anything, but you can only do those things your particular qualifications will permit.

Where you were born, what you did in high school, your hobbies, your being a member of some unimportant committee at college, the number of varsity letters you won (unless you are applying for a position as physical director), or the fact that you won some amateur contest as the best piccolo player in the entire county is ancient history, and such trivialities are of no importance or significance to a busy executive. In fact, their inclusion may do you more harm than good. Participation in a major capacity in some major activity which may train you to organize, to handle people, to develop leadership abilities, or to learn how to mix with people, or otherwise qualify yourself for many activities in the business world is a different story. Include them. Use a man-to-man, across-the-table tone, with due respect of course toward the employer. You are not begging for a job but are offering services well worth the money. Avoid the impersonal "the writer." It is necessary to use the pronoun "I" but good writing will eliminate many of the "I's." Also remember the newspaper rule, and use the word "very" only about once a week. Avoid such generalities as "good education," "have had considerable experience," "have made satisfactory grades." Be specific if you would be vivid and convincing. Your letter represents you. Make it talk like you. If you want to get personality into your letter, make it different from others. Let your discussion get down to the fundamentals, not mere surface superficialities. Make it of real interest to the reader.

And so in writing your application be yourself, be natural, never try to make an impression by an unusual trick of approach. Never be fresh. Take time

over your letter, and check it before mailing to see that it does not contain loose statements or give the wrong impression of you. Be sure that you have selected your best selling points to fit the job, and that you have presented them from the prospective employer's point of view. Remember, he isn't interested in you as to what a great guy you are, or from a charitable angle, but solely from the angle of what you can do for his organization.

Fit yourself to the job, not the job to you.

The Interview

There are two classes of people looking for positions: those who already have a position but are looking for a better one, and those who have no position and can devote their entire time to this business of getting a job. You have to make a job of this business of getting a job. These suggestions are directed primarily to the persons who can devote all of their time looking for a job. Those already employed will have to adapt these recommendations to their individual requirements and possibilities.

A hit-and-miss or haphazard or half-hearted system is like looking for a needle in a haystack. It isn't so much the physical energy required in making the rounds of firms for interviews as it is the intelligence used behind your plan. Most offices operate seven or eight hours a day. In looking for your job you should do no less. You should establish a definite routine, arise at the same hour each morning, and have a specified task to do that day. Provide yourself with a desk or a table upon which to work. Procure a typewriter. Have a supply of stationery. Work from 8:30 to 5 each day as you would in an office, or longer hours if necessary, until the desired result is achieved. Not only should the effort be rigorous, but it must be continuous and inclusive. That is to say, it is never sufficient merely to write for half a dozen positions and then wait to get a definite reply. If that is to be done, the period of job getting will stretch out indefinitely.

Interviews are the high points in any campaign to get a job, allowing a full play of personality of the person seeking employment, but also imposing rigid tests upon nearly every quality in job hunting. What you say, and the manner in which you say it, is all-important. The manner in which you overcome "job-hunters' jitters" will determine your success or not. Never enter an office seeking employment with a feeling of desperation, based on economic necessity, or a feeling of inferiority. The average unemployed person has a great deal of pent up emotion resulting from lack of usual outlets for energy which are found in any position. This often-times causes extreme nervousness during the interview. Do not tell your prospective employer about your personal troubles. Revive your self-confidence. Do not brood over economic dislocation. Remember that the interviewer is very human, not part of a machine, and if you can engage him in friendly conversation through a winning personality on your

part, you will greatly enhance your chances to secure employment. Your personality is all-important.

It is inadvisable to call on most prospective employers before about 9:30 A.M. Remember, they have their mail to read and their work to plan for that day. Likewise, during the lunch hour and after 4:30 in the afternoon are also poor times to seek interviews, unless you have specific appointments at those hours. Monday, particularly the morning, is somewhat of a busy day because of the week-end accumulation of mail, and Saturday morning is not the most convenient time for many employers. Endeavor to ascertain the name of the person in charge of the hiring of personnel and ask for him by name. Be sure to pronounce his name correctly. Better make no attempt to pronounce it at all unless you can do so correctly; some people are known to be touchy about the mispronunciation of their names. If you can secure an introduction to the employment manager, either by letter or in person, do so by all means. This is indeed the most effective procedure of all, for it is only natural that an employer is going to be in a more receptive frame of mind to listen to you if you are introduced over telephone, by letter, or in person by a mutual friend, business associate, or acquaintance. In a large measure, your being able to sell yourself to the employer is going to depend upon his mental state of mind when you are being interviewed. If he has some important problem on his mind, is hurrying to attend a conference, to make a luncheon engagement, or catch a train, you are at a great disadvantage. Endeavor to postpone your interview until a more favorable time.

Of paramount importance is the question of personality and the problem of creating a favorable impression upon the interviewer. To some interviewers appearance counts for a great deal, and their decisions must be made very rapidly. Attitude and bearing are among the most important points about an applicant's appearance. Some applicants come through the door with a slovenly walk. Others may lean against railings, desks, or walls, apparently too tired to stand up erect. Still others seem to be in a hurry to conclude the interview, and leave the impression that they are anxious to hear the words, "We have no openings available," so they can be on their way.

In regard to dress, one should always dress in the manner in which you would expect to dress should you secure the position you are making application for. Dress the part. Sports clothes or sweater ensembles should be avoided. No affected mannerisms of dress. Wear a hat, but take it off when you enter the interviewer's office. Leave the loud clothes, ties, and socks for the golf course. Be clean shaven always. Shoes should be shined, shirt clean, nails in a presentable condition. No smoking, or gum chewing. Watch out for offensive odors. Everyone is subjected to such things on occasion. Take all the precautions possible to prevent them. Remember, the interviewer is recording a mental picture of you in his mind, so

do everything within your power to make yourself represent the type of person he wants to employ, whether it be a salesman, an accountant, a clerk, an executive, and so on. Remember: "No pride in self, no pride in job." Approach the interviewer in a confident manner, but do not extend your hand or sit down in a chair in his office unless he invites you to. Carry no unnecessary objects, such as packages, newspapers, magazines. If you must have them along with you, leave them in the outer office. If you have any papers or letters with you which you wish to present to him for examination during the interview, have them easily accessible, preferably in a small brief case or envelope. Under no circumstances extract a conglomeration of nondescript relics from your coat pockets and fumble through them in search of the required documents.

Learn to develop your personality. Give some thought to the tone and inflection of your voice. Make sure it is not irritating, neither shrill nor harsh. The inflection of a voice can show interest, friendliness, or intelligence, or it can show sarcasm, sullenness, or dullness. Be a little dramatic, but not too much so. Brilliant individuals with poor personalities have much more difficulty in securing positions than mediocre persons with pleasing personalities. Have a member of your immediate family or a close friend look you over carefully and frankly criticize your carriage, dress, and manner of speech. Accept this criticism in the proper manner, and take the necessary steps to immediately correct faults in speech, manner, or appearance.

The importance of planning your interview in advance cannot be too greatly emphasized. You should have intelligent answers on the tip of your tongue for any questions asked you. You can do this better if you try to view things from the viewpoint of the prospective employer. By so planning you will be able to avoid the irritating vagueness, confusion, and resulting poor impression which is frequently an inevitable result of failure to plan in advance for the interview. Rehearse if necessary before a mirror or your family. Be prepared to give spontaneous answers to questions, and to give concise and definite information about yourself. Sincerity, modesty, and good manners are most essential. Avoid personal inquiries, undue familiarity, and rude curiosity, such as attempting to read correspondence or other papers on the interviewer's desk, listening to his telephone conversation, etc. Look the interviewer in the eye, stand or sit erect and alert, and be pleasant. Have definite ideas about what you have done, can do, and want to do. Be self-confident, but by no means convey the impression you are egotistical. Have something of a definite value to offer. Don't say that you can or will do anything because first, you can *not*, and second, employers are rarely interested in a man who has such vague interests he will try most anything.

An introduction over telephone, in person, or by letter, by a friend or mutual acquaintance, should stop at that. Do not overemphasize them or yourself.

Remember that the average interviewer will subconsciously have additional interest in you if you are properly introduced to him, but that does not mean that he must employ you or will employ you because of that. It does mean, however, and this is very important, that he will take time out of his busy activities and will be in a much more receptive frame of mind to listen to your presentation, and this mental state of mind of his is vitally important in whether or not you will receive a "fair hearing" or whether he will be too preoccupied with other matters to be a sympathetic listener. Have a type-written, multigraphed, or printed summary of your qualifications to leave with the interviewer.

When the interview is concluded thank the interviewer cordially, but not profusely, for the courtesies extended you, and endeavor to ascertain the approximate date he will make his decision. It oftentimes pays to follow up your interview with a letter; to keep persistently in touch with the interviewer should there appear to be the least possibility of employment. Persistence cannot be overemphasized, and has oftentimes resulted in positions being secured after as many as five or ten visits or more. If improperly handled, however, you can also make yourself very much of a nuisance. If there is a position open and you do not secure it, by all means try to ascertain why you failed, even to the extent of asking the interviewer who, more times than not, will be willing to help you. From this valuable experience you can improve your technique for further interviews with other companies. Follow up your interview with either a letter or telephone calls at reasonable intervals. Endeavor to secure another interview if it appears advisable.

If asked what salary you expect, be prepared to state simply and definitely the minimum amount you want. Do not say you will work for nothing, for the employer may think that is all you are worth. Endeavor to show the employer that you are well acquainted with the wages and salaries of others in similar positions. If you feel that there is wonderful opportunity for you in that particular position, and you have different ideas as to the salary, it is sometimes advisable to offer to compromise and work for a smaller amount than you originally specified during a brief trial period, during which you are willing to prove your worth in order to receive a larger compensation. The date at which this matter should be reviewed should be definitely agreed upon in advance; then carried out faithfully.

Employment Agencies

There is no reason why one should not make good use of reputable employment agencies in seeking a satisfactory business connection. Too few persons utilize this effective help. True, many employment agencies operating in an unethical manner, more interested in the registration fees they require than the actual placing of applicants, have caused a certain amount of suspicion to be directed against all employment agencies as to their value. Every

man is worthy of his hire, and a reasonable fee for the securing of a satisfactory position for you should be willingly paid by any person who gives intelligent thought to the subject. You expect to pay an attorney for legal services, a doctor for medical advice. Why not employ an employment adviser, so to speak? It is probably true that there are many agencies who can be accused of sharp practices. Ascertain the names of the reputable and ethical agencies in your community, and have no hesitancy in contacting them. You will have to exercise a certain amount of good judgment in this connection, however, for it would be wise to avoid the agencies that specialize primarily in day laborers, mechanics, chauffeurs, etc. Use the agencies which specialize in placing persons in the type of work you are seeking.

What a reasonable fee should amount to depends entirely upon the nature of the service they render. The average agency charges a fee which usually represents an amount somewhere between one and two weeks' pay. This is not unreasonable if a worthwhile position is secured for you. It may be unreasonable if the position is temporary, or if your qualifications have been but casually investigated and after a few days on the job it is discovered that you are not particularly fitted for the work at hand.

Most reputable employment agencies require no registration fee. Scrutinize any papers you sign, and read them over carefully. If a registration fee is required, make certain that you have made sufficient inquiries as to the general reputation of the agency before you pay it.

You should also remember that you are still confronted with the problem of selling yourself to the agency interviewer, the same as you would have to sell yourself to the prospective employer. In other words, if you have not been convincing to the agency interviewer, he in turn may not be as convincing in presenting your qualifications to the employers he contacts. Delta Sigma Pi is going to prepare a list of recommended employment agencies in the larger cities throughout the country, and all members are urged to report both satisfactory and unsatisfactory experiences so that your experience will be a helpful guide to other members.

Answering Advertisements

Contrary to the erroneous opinion of some people, the box number ad in a daily newspaper is not a cloak for the unscrupulous, but is a convenience for employers who, because of time or office space limitations, cannot receive all applicants in person, and also a convenience for the job hunter who does not care to tell the world that he is seeking a job. In replying to a classified advertisement which does not give the employer's name, it is impossible to carry out the advice that an applicant should show that he is familiar with that particular firm and its products. An entirely different approach should be used in such letters.

Your sole objective is to have your communication stand out apart from the rest in such a manner that you will be granted an interview. Avoid pleading, stereotyped, tricky or flippant, cocky, or form letters. Endeavor to insert considerable naturalness or human interest in your letter. Do not make it too short, neither too long. As before recommended, neatness is all-important. Make it just as easy for the advertiser to get in touch with you and your references during business hours. You cannot expect an employer to take your letter home and call you or your references at 10:30 in the evening. Eliminate the necessity of suburban or toll calls wherever possible, but if you live in a suburban town, offer to accept a reversal of toll charges. In many cases a self-addressed, stamped reply envelope or postal card has proven very effective. Use it if you can afford it. Cases are also known where applicants have sent telegrams for the purpose of attracting attention, and have been successful in securing interviews. This too costs money, and is not recommended unless you are particularly flush with funds.

There is nothing to be gained by mailing your letter by special delivery, although it is wise to get your letters into the newspaper office as quickly as possible. The advertiser usually calls once each day for his replies. Save the postage and deliver your replies in person to the newspaper office.

Pay little attention to the advertisements requiring investments of money. A position which cannot be secured without the investment of money is no position to accept. Such a proposition invariably means that the party who offers employment does not have a satisfactory business. People who invest money in order to secure a position are in reality paying their own salary during the time they are employed and hence have worked for nothing. As a matter of fact, those who get back the whole of their original investment in the form of salary are very fortunate indeed. Also be careful of the chance-to-make-big-money type of advertisement. You will do well to pass up such advertisements, for not one out of a hundred are worth answering. Judge very carefully when answering the advertisement offering wonderful experience rather than a respectable or decent salary. Most of these firms have a high turnover of help, keeping their young employees at low salaries just as long as they will stand for it. Likewise positions requiring social connections offer little opportunity except to the social parasite.

There is a dangerous fallacy abroad that it is undignified to seek a position through answering Help Wanted advertisements, that such ads are chiefly to be associated with office boys, clerks, domestic help, and manual labor. Help Wanted advertisements are one of the widest used and best known sources available by which to secure a job. Many fine opportunities are to be found through the want ad columns of leading newspapers. Answer those ads which appear worth while, but don't expect 100 per cent replies to your letters. Ten to twenty per cent will prove a high average.

Situation Wanted

Many persons have had satisfactory results from the insertion of Situation Wanted ads in metropolitan newspapers. Others have not. A special article could be written upon this subject alone. Such advertisements cost money, considerable money in the larger cities, and many persons feel they cannot afford this expense. One can answer several hundred Help Wanted advertisements at little cost except stationery and time, and most persons will find this the most satisfactory solution to their problem, instead of going to the expense of inserting Situation Wanted advertisements. However, if you decide to insert these advertisements, it would be wise to consult the classified advertising department of that newspaper, as most of them would be glad to render valuable help in the actual preparation of your advertising copy.

You cannot expect to reach all of your prospects with one insertion, however. And it would likewise be unwise to insert so small an advertisement that it would be lost and ineffective among the several columns. By all means avoid the abbreviation of words which taxes the intelligence of the reader as a measure of economy. Advertise right or not at all. Since the classified advertising rates vary from 50 cents to \$1.25 per line, depending on the circulation of the newspaper, it is readily seen that the insertion of the Situation Wanted advertisement costs money. Lower rates can be secured if these advertisements appear for several consecutive days, and it is usually wise to advertise for several consecutive days or not at all. If the number of replies received are not satisfactory rewrite your advertisement and insert it again. In many cases it might be considered best, however, to spend this money on a very attractively printed personal data sheet, the purchase of good stationery and envelopes, and the mailing of an attractively prepared letter to several hundred firms. You will have to use your own judgment as to which policy you will pursue.

Conclusion

You can secure the position for which you are admirably fitted if you are willing to pay the price. This price may mean long hours of making a preliminary market survey, many hours of typing letters of application, many hours of rehearsing what you are going to say during your interview, careful attention to your carriage, dress, and manner of speech, countless interviews, but if you are willing to pay the price you are bound to succeed.

Remember, this business of getting a job is the most important undertaking of YOUR lifetime. Don't trust to luck. Plan your attack in the most thorough manner possible. Then execute this program in the most efficient manner you can. If you do this, you are sure of ultimate happiness and success.

Recommended Books

- *BABSON, Roger W.....Finding a Job (1933; 192 pp.; \$1.50)
- BELDEN, ClarkJob Hunting and Getting (1935; 297 pp.; \$2.50)
- BENNETT, Guy V.....Occupational Orientation (1931; 609 pp.; \$2.75)
- BERNAYS, Edward L.....An Outline of Careers (1931; 431 pp.; \$2.50)
- BINGHAM and MOORE....How to Interview (1934; 308 pp.; \$3)
- BRANDE, DorotheaWake Up and Live (1936; 198 pp.; \$1.75)
- COHEN, Isidore D.....Find Yourself (1932; 229 pp.; \$2)
- CRANE, George W.....Psychology Applied (1932; 586 pp.; \$4)
- DAVIS, Howard L.....Young Man in Business (1931; 172 pp.; \$2)
- DOOLEY, C. R.How to Get and Keep a Job (1926; 8 pp.; 10c)
- FANCHER, AlbertGetting a Job and Getting Ahead (1921; 166 pp.; \$2)
- FARR, A. V.....Getting the Job You Want (1931; 62 pp.; \$1)
- FERNALD, C. H.....Modern Selling (1931; 189 pp.; \$1.20)
- GALLAGHER, Edward J....Vocational Guidance and Success (1931; 201 pp.; \$1.20)
- GARDINER, Glen L.....How You Can Get a Job (1934; 188 pp.; \$1.50)
- GEBLER, R. T.....Get That Job (1932; 160 pp.; \$1)
- *GRAHAM, W. C.....How to Get a Job During the Depression (1932; 88 pp.; \$1)
- IVEY, Wm. L.....How to Choose Your Career (1929; 201 pp.)
- JENNINGS, Herbert S.....The Biologic Basis of Human Nature (1930; 384 pp.; \$4)
- *KITSON, Harry D.....Finding a Job During the Depression (1933; 32 pp.; 25c)
- KITSON, Harry D.....I Find My Vocation (1931; 216 pp.; \$1.40)
- KNOWLSON, Thos. S.....Selling Your Ability (1933; 297 pp.; \$3)
- MAJOR, Clare T.....How to Develop Your Personality (1934; 142 pp.; 75c)
- MORGAN, John J. B.....Keeping a Sound Mind (1934; 440 pp.; \$2)
- MORGAN and WEBB.....Making the Most of Your Life (1934; 250 pp.; \$1)
- MORGAN and WEBB.....The Strategy of Handling People
- MYERS, Geo. E.....Planning Your Future (1934; 419 pp.; \$1.50)
- PICKARD, R. O.....Your Job: How to Get and How to Keep It (1933; 240 pp.; \$1.75)
- *PITKIN, Walter D.....New Careers for Youth (1934; 236 pp.; \$1.50)
- PITKIN, Walter D.....The Chance of a Lifetime (1934; 282 pp.; \$2.25)
- RYDER and DOUSTMake Your Own Job (1934; 217 pp.; \$2)
- SHERMAN, Ray W.....If You Want to Get Ahead (1934; 186 pp.; \$1.50)
- TEAD, OrdwayArt of Leadership (1934; 308 pp.; \$2.50)
- TOSDAL, Harry R.....Principles of Personal Salesmanship (1927; 425 pp.; \$5)
- VITELIS, Morris S.....The Science of Work (1934; 442 pp.; \$3.75)
- WHITMORE, EugeneHow to Get a Better Job (1935; 128 pp.; \$1)
- WRIGHT, MiltonGetting Along with People (1935; 310 pp.; \$2.50)
- YOUNG, VashLet's Start Over Again (1934; 192 pp.; \$1)

* Especially recommended.

Personal Data About

PRESENT ADDRESS:

TELEPHONE:

AGE:

HEIGHT:

WEIGHT:

PHYSICAL CONDITION:

MARITAL STATUS:

NATIONALITY:

RELIGION:

(PHOTOGRAPH HERE)

Paste a recent photograph of yourself here, close up view, taken in business clothes, with hat removed. Place the photograph so that it will not be bent when the sheet is folded.

EDUCATIONAL RECORD

GRADUATED FROM:

HIGH SCHOOL ON:

GRADUATED FROM:

(name of university)

ON:

DEGREE:

Specialized or Majored in:

Scholarship Record (Summarize):

Professional Activities:

BUSINESS EXPERIENCE

(List names of companies you have worked for, the position held, period of employment, and give name of your immediate superior, his present business address, and business telephone number.)

REFERENCES

(Be sure to list the business position held if at all possible, and it is best to give business address and business telephone, in preference to residence address and residence telephone.)

DELTA SIGMA PI ALUMNI PLACING SERVICE

This is not an application for specific employment, but information filed with the local committee to assist them in intelligently considering your qualifications and abilities for such positions coming to their attention. The following information will be considered strictly confidential. Please print or use typewriter; attach additional sheets if necessary. Mail this form to the person shown on next page.

PERSONAL DATA

Employment Preferences

Check below the type of work you feel best qualified to do by virtue of your education, training, experience, temperament, aptitude, and ability. Check more than one if you feel so qualified, but indicate your particular field of specialization.

- | | |
|--|---|
| <input type="checkbox"/> Accounting Public | <input type="checkbox"/> Personnel |
| <input type="checkbox"/> Accounting Private | <input type="checkbox"/> Production & Mfg. |
| <input type="checkbox"/> Advertising | <input type="checkbox"/> Public Relations |
| <input type="checkbox"/> Banking | <input type="checkbox"/> Purchasing |
| <input type="checkbox"/> Controller | <input type="checkbox"/> Real Estate |
| <input type="checkbox"/> Credits & Collections | <input type="checkbox"/> Research |
| <input type="checkbox"/> Executive | <input type="checkbox"/> Retailing |
| <input type="checkbox"/> Financing | <input type="checkbox"/> Sales |
| <input type="checkbox"/> Foreign Trade | <input type="checkbox"/> Sales Administration |
| <input type="checkbox"/> General Office | <input type="checkbox"/> Secretarial |
| <input type="checkbox"/> Government Work | <input type="checkbox"/> Teaching |
| <input type="checkbox"/> Insurance | <input type="checkbox"/> Transportation |
| <input type="checkbox"/> Marketing | <input type="checkbox"/> Utilities |
| <input type="checkbox"/> Office Management | |
| <input type="checkbox"/> | |
| <input type="checkbox"/> | |
| <input type="checkbox"/> | |
| <input type="checkbox"/> | |

NAME:			
RESIDENCE ADDRESS:			
TELEPHONE:			
BUSINESS ADDRESS:			
TELEPHONE:			
AGE:	ANCESTRY:	HEIGHT:	WEIGHT:
MARRITAL STATUS:	DEPENDENTS:	RELIGION:	
PRESENT PHYSICAL CONDITION: (Indicate any defects)			
ARE YOU WILLING TO TRAVEL? <input type="checkbox"/> YES <input type="checkbox"/> NO		LEAVE CITY? <input type="checkbox"/> YES <input type="checkbox"/> NO	
DO YOU HAVE A CAR? <input type="checkbox"/> YES <input type="checkbox"/> NO			
MEMBER OF WHAT DELTA SIGMA PI CHAPTER:			
NAME CLUBS, LODGES, SOCIETIES, BUSINESS OR CIVIC ORGANIZATION OF WHICH YOU ARE A MEMBER:			

PRESENT MINIMUM SALARY REQUIREMENT	
\$	PER

EDUCATION

GRADUATE OF	HIGH SCHOOL. YEAR GRADUATED:
COLLEGE ATTENDED:	YEARS: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 DEGREE:

LIST ANY MAJOR HONORS RECEIVED AND MAJOR ACTIVITIES YOU PARTICIPATED IN:

LIST ANY SPECIAL TRAINING, SUCH AS ATTENDANCE AT BUSINESS COLLEGE, COMPANY TRAINING SCHOOLS, CORRESPONDENCE COURSES, etc., etc.

BUSINESS RECORD

NAME OF PRESENT EMPLOYER:

ADDRESS:	TELEPHONE:
-----------------	-------------------

NATURE OF BUSINESS:

PRESENT POSITION:

REASON FOR DESIRING TO CHANGE:

PREVIOUS EMPLOYMENT RECORD (Indicate the name and address of each employer, the position you held, duration of employment, reasons for leaving, etc.):

REFERENCES (List name of individual, present business position held, present business address and business telephone, whenever possible in preference to residence address and residence telephone):

ADDITIONAL INFORMATION:

AVAILABILITY FOR AN INTERVIEW (This is important):

Please mail this form to:

Signature

Date

(Addressograph or rubber stamp name and address of local committee member to whom this form should be mailed.)

I Hitch-Hiked to Mexico!

(Continued from page 109)

highway in the country, the Pan American Highway, extending from Laredo, Texas, to Mexico City. Naturally it is not easy to get lost, for the moment you leave this paved highway you know you are off the only highway. There are excellent roads for as far as 50 miles outside of Monterrey in other directions, and several excellent roads extending a hundred miles or more outside of Mexico City in several directions. But improved highways in Mexico are something new. Many of the natives saw their first automobile within the past two or three years, and of course thousands have never seen one.

Monterrey, where I spent most of my time, is the industrial center of Mexico. It is located in the foothills of a huge surrounding half circle of hills. The air is exceedingly clear and affords fine visibility of the surrounding mountains. Outside of a rather tall skyscraper post office, the highest building in Monterrey is about five stories. As is typical of most Mexican houses, homes are built flush to the sidewalk, and the yards and flower gardens are found in the rear of the house or in patios. Monterrey has a large modern hospital, one of the largest breweries in the world, a large steel mill, a glass factory, and many other industries. Mining is also one of the great industries of Monterrey. American goods are popular in Mexico, and you see many familiar trade marks on automobiles, radios, refrigerators, food products, etc. American movies are popular, but the talkies have not made a very great inroad. Mexican made films are very much admired by the great masses of people as they are highly melodramatic.

Mexico is vastly interested in Mexico, in the development of its resources, in the building up of its industries. The foreigner who can aid her with new processes, new ideas, is welcomed with open arms, but for the foreigner who is going to compete with Mexican brains or Mexican labor, there is no welcome. They forbid it, and in fact have a law forbidding foreigners to work in Mexico. This law did not apply to foreigners who were then residents of Mexico at the time the law was enacted. This was the chief reason I refused to accept any compensation for serving as a guide for American tourists.

The Mexican home is constructed in the form of a square, flush with the street sidewalk. All the rooms open on a small or large court yard. Many of these court yards have beautiful flowers and trees. The natives have two strikingly different customs. On the morning of the birthday of a Mexican, an orchestra is hired by his friends for the occasion and serenades him. He is awakened from a sound sleep by beautiful waltz music coming through the window, and arises to find the whole neighborhood is up to greet him on this, his festive day. A second custom, and a national one, is practiced every evening, but especially on Sunday evening when a great band concert is given in the main plaza and the custom is elaborately staged. This custom is for all

of the young men and women of the city to gather at the main plaza for a stroll. The young women form a line of from two to five abreast and walk around the plaza on the side of the walk nearest the street. The young men, forming a similar line, walk on the inside and in the opposite direction. The parents sit on the park benches or the many hundreds of folding chairs which are placed there on Sunday evenings for their particular use. The purpose of the stroll is to give the young men and women a chance to form mutually desirable acquaintanceships. If a young man becomes interested in one of the young women, he speaks to her. They may separate from the rest of the crowd and stroll around the plaza together. Considerable technique has been developed, many details of which are finely distinguished and highly significant to the whole ceremony. Continued interest on the part of the young man for several successive Sundays means serious intentions.

Of course all Mexicans take their siesta. Stores and offices are closed for about two hours at midday, from 12 to 2, or 1 to 3. One goes home and takes a nap. This means of course that stores and offices are open until a later hour than you normally find in the United States. Late in the evening the people begin to come out of their homes. Many women will bring a small charcoal stove about the size of a lantern, gather in small groups on the sidewalks, and prepare a late evening or early morning meal. They will talk continuously with each other, discussing the events of the day, oftentimes until the wee hours of the morning. Many Mexican homes do not draw their curtains very early in the evening, and since their windows are flush with the street, one can gaze into their quarters readily.

American made oatmeal is a very popular food with the Mexicans. It is eaten in the form of gruel with milk and sugar. There is little or no butter in Mexico. The milk, unless obtained in the homes of the wealthy, is not very good. The principal meats are chicken, rabbit, and goat. Their two chief foods are corn and beans, which are usually eaten at every main meal. Mexico abounds in markets, where just about everything imaginable may be purchased. One also finds many small stores all over the city, where one or two rooms of a house is used for the store, and the balance for living quarters. In terms of American money, many things are exceedingly cheap in Mexico, including food. In Monterrey one could dine at the most expensive hotel in town for two pesos, 56 cents American money. A middle class American with his present income could, at the prevailing rate of exchange, live in Mexico in a manner to which he is not now accustomed.

In Mexico today the general feeling toward Americans has no significance. I experienced no trouble whatever during my two months' visit. Occasionally one meets an older person who may be nursing some bitterness toward the United States, but this is not common. There is no reason why an American wouldn't be safe in the populated cities

of Mexico, except possibly during a revolution, and then if one minded one's own business there is no reason for getting into much trouble.

The religious situation in Mexico today is no longer considered a major problem. Catholics, which comprise the major part of the population, can practice and fulfill their religious duties completely without interference from the government or any other group. The Catholic church has been dealt some blows in an attempt to lessen its power. These movements, however, to the minds of many thinking Catholics, were justified. The chief changes are that the churches today are considered the property of the government, and the number of priests per hundred thousand population is regulated by law. Priests have no voting power. Church attendance is unrestricted, and while there is an occasional flare up arising from political strife, it is not considered a major problem.

By far a more important problem, however, is that of education. The Mexican government has complete control over all the schools in Mexico. The peons revolted against sending their children to school naked, which was one of the edicts of the government, and the schoolrooms were empty for a while. There was a feeling among many that the whole educational program is somewhat bolshevistic. Some claim bolshevism is being foisted upon the Mexicans in the guise of socialism. There are of course many forms of political tyranny practiced. The educational problem is a major problem in Mexico today. However, the political situation is changing in Mexico from time to time, and it would be well for one to follow the press dispatches in case there is particular interest in this angle.

The bull fights and rodeos continue to be the favorite amusements of the Mexican people, although baseball is becoming more and more in favor with the Mexican people. All the children seem to know and play the game. Many cities have a team, and there is a baseball league comparable to the leagues in the United States.

There is considerable difference in the colleges between the philosophy of the Mexican student and that of the American student. The Mexican students are exceedingly well organized and constitute a formidable group in politics. They will sacrifice everything to attain their ends, and face death unflinchingly in order that the sympathy aroused over their occasional murders may accomplish their aims. They take their politics in a highly emotional state of mind, which I had excellent opportunity to observe first hand on a couple of occasions.

But enough for my observations of Mexico. After eight weeks, and my supply of money down to about \$13, I decided I had better start my return trip to Boston, so the latter part of August I started for home. Outside the city of Monterrey I was fortunate in securing a lift from a Mexican gentleman of good position, a graduate of Fordham University, who took me all the way to Laredo, Texas. As to my hitch-hiking in Mexico, it was little different from

that in the United States. I hopped anything, including milk trucks, carts, burros. Most of the lifts I received came from American tourists, however, who were always glad to have their curiosity satisfied as to whom I was, what I was doing there, and how I was getting along. At the United States Customs they didn't bother to have me open my bag. They did want to inoculate me against smallpox, but since I had been vaccinated a few years ago I successfully protested. Outside of Laredo I got a lift for a short distance and then had to walk for what seemed many miles. However, on the evening of my first day out of Monterrey I was in San Antonio, Texas, about 300 miles away. I went immediately to the Salvation Army rooming house and took a shower. I did not feel like sleeping, so I went out to the plaza by the Alamo and sat down, where with the aid of a street lamp I started to bring my diary up to date. I had been writing for about an hour when I was suddenly gazing into the muzzle of a revolver. My first impression was that it was to be a hold-up, but these two "gentlemen" developed to be officers of the law. They went through my bag. I was carrying a few medicines at the time, and had to assure them they were not drugs. My money was taken, but later returned. Of course I was thoroughly searched. They were suspicious of my diary. I was questioned at great length. Finally they called the "Black Maria" and I took my first patrol wagon ride under guard to a police station. The charge was vagrancy. However, I started talking and presented my credentials and after a couple of hours I got out of being booked and was released, primarily I believe on the fact that I told them I had a ride out of San Antonio real early the next morning.

As I began to take stock of my physical condition I discovered I had changed a great deal. I had lost about 30 pounds, because of considerable walking, and due to the fact that I was on a restricted diet. I slept very little, not feeling the need for much sleep. I just forgot to eat on occasions, or was too busy to, for "catching rides" is a wide awake business. One can't be in a restaurant and watch the cars go by, for it means that perhaps one of those cars was going direct to Boston and might have taken me all the way. I usually had one good meal a day, many times a full course chicken dinner, for as little as 25 cents. But I had thoroughly enjoyed my trip.

The next night I was in Houston, Texas. That day was particularly hard. I did a great deal of walking, and for some reason met many refusals for lifts. I was stiff in all my joints. The heat at times was almost unbearable. The bugs and flies that tormented every step of the way were maddening. I realized for the first time how close to complete exhaustion I was. My condition was pretty desperate, but it wasn't until then that I began to feel that possibly hitch-hiking is a foolish and dangerous pastime. In Houston I secured a bed at a mission, and the next day I rested. I bought some needed clothing, bathed,

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With the ALUMNI



Atlanta Prepares for Convention

SWINGING OPEN THE gate of the "Gate City of the South" is going to take up the time of the Atlanta alumni this summer. Fully realizing that this is the first time Delta Sigma Pi will meet in convention in a southern city, we want to see to it that it is not the last, so all hands are at work. We will be very much disappointed if you don't visit us next September. By that time our "playground" will be in great shape for visiting brothers, and we really want a grand turnout, so you can see first hand how Delta Sigma Pi activities are carried out "Southern Style."

As to current activities, on the last Sunday in April the alumni held open house at the Deltasig Lodge. On the preceding week end all the actives and pledges had given the lodge a general spring cleaning, so the alumni found everything in ship shape, and a swell time was had by all. The afternoon was given over to horse shoes, soft ball, ping pong, hiking, and having a general good time. A light supper was served at 6 o'clock. About 40 Deltasigs and their friends attended. All of our smokers, meetings, outings, and athletic events have been well attended this year and thoroughly enjoyed. Howard Johnson presented a talk on the forthcoming convention activities at our last smoker held at the Winecoff Hotel, and Clyde Kitchens discussed developments in the acquisition of additional acreage at Deltasig Lodge.

We'll be seeing you in September, we hope.—ALEX LINDHOLM.



Chicago Publishes Membership Directory

CONTINUING ITS REPUTATION as one of the most active alumni groups in Delta Sigma Pi, the Chicago Alumni Club recently published the most complete and elaborate membership directory in its history. This 40 page printed directory contains the names, addresses, and telephone numbers of over 750 members of Delta Sigma Pi residing in the Chicago area and in addition to the usual alphabetical section, also contains a most valuable classified business directory section, which has proven of great interest and much help to the local alumni. Although this directory cost close to \$300, it was made possible through the generosity of certain alumni in the purchase of professional business cards and advertising display space. It is proposed to reissue this directory every second year. The Chicago Alumni Club has sponsored membership directories for many years, and at least six or eight printed directories have been published by that organization in the last 15 years.

Due to the organizing ability and the inspiration spread by our president, Dario L. Toffenetti, we have had the largest attendance at our monthly banquets in the history of the club. Attendance has varied from 50 to 161, and the average has been somewhere around 80 or 90. Mr. E. G. Borton of the LaSalle Extension University presented one of the most interesting talks of the year at the April meeting on "How Much Are You Making, and Why?" The last banquet until September was held in May and the monthly activity of the club will be suspended during the summer months. It will be resumed in September, with a huge pre-convention rally the week before the Twelfth Grand Chapter Congress of Delta Sigma Pi, which will be held in Atlanta, Ga. Several

reels of excellent talkies were shown at the May meeting through the courtesy of the American Telephone & Telegraph Company, and we had a large and enthusiastic attendance at that meeting. We will have a picnic in the summer and two or three golf tournaments.

Certain changes were made in the size of the board of governors for the coming year, and at the election of officers held in conjunction with the May meeting, the members unanimously tendered a second term of office to Dario L. Toffenetti, president, in appreciation of his loyal interest and persistent efforts in behalf of Delta Sigma Pi affairs at all times. The following officers will assist him next year: vice-presidents, John R. Hock (speakers), J. Robert Johnson (entertainment), and Dee Nahigian (membership); secretary, Leslie Korsan; treasurer, William H. Rohlf; members of the board of governors (in addition to the aforementioned officers): Al C. Tengwall, Kenneth H. Hobbie, Myron W. Mitchell.

There will be a large delegation of Chicago alumni at the Atlanta convention.—DON KIESAU.



News from the Quaker City

THE PHILADELPHIA ALUMNI CLUB gives a résumé of their activities for the past year and a tentative program for the coming year when activities are resumed next fall. The season for 1935-36 was opened by the traditional stag party which was staged at Beach Haven, N.J., the first week end in October. Over fifty members from various parts of the east journeyed to the shore to bask in the sunshine, play football, swim, fish and make merry. The sea-food was delicious and large quantities were stowed away by the brothers who had been exercising so vigorously. After spending a delightful week end of fun and frolic the brothers returned home with one thought in mind, which was to return next year.

In the month of November a card party and dance was held at the Beta Nu chapter house. This was a jolly get-together for the wives and sweethearts of the brothers, who enjoyed an evening of entertainment to their own liking. Some played bridge and danced, while others found pool and ping-pong more interesting. To top off the evening, refreshments were served and prizes were awarded the bridge winners. Two door prizes were taken home by the ladies.

December naturally brings Christmas to mind, thus the regular monthly meeting was conducted in the form of a Christmas party. The scene was the Omega house where the active members had the house appropriately decorated with holly wreaths, paper bells, red and green streamers, and a beautiful Christmas tree. Brother Greenwood filled the rôle of Santa Claus very capably and added a bit of mirth when forced to make a quick exit from the room to extinguish his burning whiskers. Several prizes were presented to the brothers who drew the lucky numbers from the hat. Refreshments encouraged the spirit of the season and Christmas Carols resounded throughout the house.

The annual election of officers was held at the February meeting. A vote of thanks was tendered the retiring officers for their efforts and valuable services rendered the organization during their term of office. The office of president particularly was ably filled and discharged by Frank Greenwood, who now holds the very important post of organizing the Employment Service now being instituted throughout the

Delta Sigma Pi alumni clubs. Brother Greenwood will be able to carry on this service if every member of the Philadelphia Alumni Club will lend his efforts. After the meeting the members were entertained by excellent pictures and travelogues, which proved very interesting and it was decided to have entertainment of this nature at least once a year.

Preceding the April meeting some twenty members attended dinner at Lew Tendler's and then journeyed up to the Omega chapter house for the regular monthly meeting. It was decided to hold a clam-bake in place of the May meeting. The purpose of this outing is to acquaint the members of the active chapter with the possibilities of the alumni club and to enroll the graduating members of the active chapters. The date set is May 23 and the place—a farm ten miles outside the city limits. This will conclude the activities of the Philadelphia Alumni Club until next fall.

The tentative program for next season is as follows:

- OCTOBER 3RD and 4TH:—Annual shore party at Beach Haven, N.J. The price for the week-end covering room and meals usually amounts to \$4.50.
- OCTOBER 22ND:—Regular monthly meeting at Omega Chapter House. Time 8:30—Bowling match between alumni teams of Beta Nu and Omega.
- NOVEMBER 26TH:—Meeting at Beta Nu Chapter House. Time 8:30. Monte Carlo Night.
- DECEMBER 17TH:—Meeting at Beta Nu Chapter House. Time 8:30. Christmas Party.
- JANUARY 28TH:—Meeting at Omega Chapter House. Time 8:30. Pictures and Refreshments.
- FEBRUARY 27TH:—Meeting at Beta Nu Chapter House. Time 8:30. Election of officers. Theatre Party.—RICHARD H. BEABES.

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Baltimore Alumni Club Closes Highly Successful Year

WE GROW RETROSPECTIVE as we find that another year has passed. It has been a very enjoyable year fraternally, and we hope that we have contributed something of material value toward the advancement of the ideals of our fraternity. It was our objective throughout the year to make the name of Delta Sigma Pi a more prominent one in our city. Chi Chapter and the alumni club, in an effort to secure this publicity and, at the same time, render some service to the community, sponsored their third series of radio broadcasts beginning Tuesday, October 1, 1935. Talks were given by leading professors of Johns Hopkins University on educational and business subjects for a period of ten weeks over radio station WBAL of the National Broadcasting System. The response to this series was an inducement toward the sponsorship of another series, and accordingly, the two organizations went on the air again on Thursday, January 30, 1936, for ten more broadcasts over the same station. Each program was opened and closed with the playing of "Rose of Deltasig."

Delta Sigma Pi received its greatest publicity locally this year through articles appearing in our Baltimore newspapers relative to our presentation of a scroll to that young Baltimorean, not over thirty-five years of age, who was considered by the citizens to have performed the greatest service to his city. The award was given recognition in the editorial section as well as in the columns of our local newspapers. The scroll was won by a member of the fraternity! Robert Edward Vining of Omega Chapter, Temple University, by consensus of opinion, was selected as the one most worthy, because of his enviable record as an intensely active public servant. The space at our disposal unfortunately does not permit us to list his many civic achievements. The scroll was presented to Brother Vining at a dinner given at the Greenway Apartments.

We opened our social season last year with an evening of business and pleasure at the Montfaucon Club. Entertainment, food and beverages were blended so skillfully, and supplied in such a lavish manner, that there was not a dull

moment during the entire evening. It was our pleasure to have with us, other than members of Chi Chapter, representatives of Delta, Iota, Alpha Xi, Beta Nu, and Beta Xi Chapters. Two Monte Carlo parties were held during the year. The most popular games were roulette and the inevitable "rolling of the bones." In February, we were privileged to make a tour of Radio Station WBAL. The tour of the studios and a half-hour program of music were both entertaining and instructive.

The final meeting of the year was given at the Greenway Apartments on Thursday evening, April 30. After a fine dinner and the presentation of the scroll, already referred to, the following brothers were unanimously elected to serve the club next year: Charles Steinbock, president; Lloyd Barbon, vice-president; Walter Hopkins, secretary, and J. Elwood Armstrong, treasurer. Allan Fite, Edward Wieland, and George Dunkes were elected as members of the executive committee. Charles Steinbock was chosen as delegate to the Atlanta convention and Walter Baggs as alternate. All of these men possess those characteristics which insure for the club a large degree of success during the coming year.

We wish to pay tribute to the untiring efforts of J. Hugh Taylor, our retiring president, in the interests of his fraternity. The beautiful reading lamp presented him at our annual meeting expresses quite inadequately our appreciation for his many contributions to the advancement of our chapter. We also wish to congratulate George Missel and his active chapter for the excellent way in which they served this year, and for their cooperation in the affairs of the alumni club.

Two worthwhile services performed by the club during the year were the installation of our Alumni Placing Service, and the giving of a membership to the scholar attaining the highest standards of scholarship and character.

In closing, we extend our good wishes for the best possible representation of Deltasigs at the Atlanta convention this summer, and for the success of each chapter in Delta Sigma Pi during the coming year.—HOWARD E. WINSTANLEY.

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New York Ends Season With Annual Dinner

AT THE TIME of going to press plans are being made for the last large gathering of Deltasig alumni in the area of New York City. The date and place are not yet selected, but tentatively it is being arranged for probably a night in the first week in June. An unusually large attendance is anticipated. Since the last issue of *The Deltasig* the club has moved the location of its meetings to the quarters of Alpha Chapter's new house at 21 West 12th Street. The move has proved to be wise since the attendance at meetings has considerably improved. On April 7 there were approximately 38 alumni on hand to hear Walter Cooper lead an informal discussion of Social Security taxation. Many of the fellows have been meeting for dinner before the meetings. It is hoped that next year will bring out even more alumni to these pleasant groups.

The annual dinner by no means brings to a complete end all activity for the season. A fishing trip is planned for June 7 and arrangements are being made by Brother Anthony G. Meyer. Last year a bunch of amateur Deltasig fishermen brought back a record catch. This time it is hoped we will have a sufficient number to charter a boat of our own. There will also be a couple of golf tournaments and tennis matches in the summer months. Many of us will continue to meet at 21 West 12th Street and at luncheons.

The club is happy to have met or heard from the following alumni of chapters other than Alpha who are located in New York: John Quinn and Brendan J. Dodd (Northwestern); George R. Esterly, Richard S. Beatty and Harold Pagett (Kansas); Lorin E. Nelson and John L. Murphy, Jr. (Georgetown); Henry B. Fuller and Alexander W. Gallo (Georgia); Henry A. Francis and Harold R. Bixler (Ohio State); Albin E. Elander, Lincoln C. Cocheau, Jr., and Lodge D. Staubach (Michigan); Clarence G. Klopp, C. C. Kirk

and Joel M. Krogstad (Minnesota); Frank M. Daughety (North Carolina); James W. Mathews (Virginia); Oswald A. Krebs, Firman H. Hass and Romaine W. Dassow (Wisconsin); and Edward A. Uhler and W. R. McLees (Pennsylvania). It is hoped that many more alumni from other schools will visit us in the very near future.

It was with deep regret that the club received notice of the death of J. Perry Mitchell, Jr. (Michigan).—JAMES A. McBAIN.

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Wisconsin Alumni Attend Commerce Banquet

THE MADISON ALUMNI CLUB attended the University of Wisconsin School of Commerce banquet in a body, and together with the active chapter, comprised over one-third of the total attendance at the banquet. Brother Al Petersen made a very effective presentation of the Δ Σ Π Scholarship Key as a part of the banquet program, which was thoroughly enjoyed by all. The remaining alumni meetings of the year will be changed from noon to cool evenings, and will be held at the chapter house. An alumni stag, with sizzling steaks and beer, is being planned. A number of alumni attended the Psi Chapter annual spring formal May 16 at Lake Delton. Many of the out of town alumni have been frequent visitors at the chapter house, and we have always enjoyed renewing their acquaintance.—B. R. OESTREICH.

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Radio Star and Floyd Dean Wed

FLOYD BIGELOW DEAN, well known alumnus of the class of 1927 of our Epsilon Chapter at the University of Iowa, and Miss Alice Cecelia LeTarte were married on March 17, 1936 at Glencoe, Ill. Brother Dean's bride is better known as Alice Blue, featured pianist on WGN, where she is under contract at present. Originally from Albuquerque, N.M., she came to Chicago to study classical piano, made personal appearances as pianist with the Chicago Concert Company and the Chicago Symphony Orchestra, as well as tours of the Middle West and the west coast. She then turned to radio as a greater outlet, having acquired the rhythm and understanding for the interpretation of modern music as well as classical. She has been featured over both NBC and CBS systems.



ALICE BLUE—RADIO STAR
(Mrs. Floyd B. Dean)



BROTHER AND MRS. FLOYD B.
DEAN
Epsilon Chapter

Brother Dean is well known among Chicago Deltasigs, where he has been a regular attendant at all alumni functions for many years. He is assistant to the president of the Cord Corporation and the Aviation Corporation, 105 W. Adams St., Chicago. He is a member of the Lake Shore Athletic Club, a member of the Aviation Committee of the Chicago Association of Commerce, and a life member of Delta Sigma Pi. Both he and his wife are aviation enthusiasts, having qualified for private licenses in recent years.

Radio contracts prevented their leaving on their honeymoon until in April, when they made a cruise to the West Indies on the S.S. *Columbus*, visiting Haiti, Jamaica, and Cuba. They flew to New York from Chicago, having a very close connection to catch their steamer. Foggy weather delayed their arrival and it was only due to quick thinking and action on the part of the officials of the American Airlines, who had chartered a special tug to take Brother and Mrs. Dean out to the S.S. *Columbus* as it had already left New York when they arrived at the Newark airport. The Deans will reside in Chicago.

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Advances in Finance Field

THE BUSINESS CAREER OF Roy von Briesen, a charter member of Chi Chapter of Delta Sigma Pi, has constantly kept him on the go. Brother von Briesen was initiated as a charter member of Chi Chapter at the University of Maryland in 1922. After several years experience in the insurance field he entered the finance business, when it was in its infancy, and the very nature of this business has required him to travel extensively into practically every state in the union. In more recent years he has been located in Atlanta, Ga., and now in Memphis, Tenn., where he resides with his wife and five year old son at 1702 Kendale Ave. Where his next move will be isn't known, but it is just as likely to be to some point in Europe as to some city in America. On the other hand, he may reside in Memphis indefinitely. He has made many friends throughout the country and is well and favorably known within the circles of his business. He maintains offices in the Shrine Building, Memphis, Tenn., where he assists in the direction of regional credit and collection policies in five states for the Commercial Credit Company.



ROY VON BRIESEN

Mergers

John Gordon, *Missouri*, on February 22, 1936, to Shirley Sellers, at Kansas City, Mo.

Floyd B. Dean, *Iowa*, on March 17, 1936, to Alice Cecilia LeTarte, at Glencoe, Ill.

Frank G. Etheridge, *Georgia Tech*, on March 28, 1936, to Bertha Warren, at Atlanta, Ga.

Dividends

To Brother and Mrs. John F. Mannion, *New York*, on January 24, 1936, a daughter, Jane Elizabeth.

To Brother and Mrs. Alvin H. Holm, *Northwestern*, on February 20, 1936, a son, Alvin Herbert, Jr.

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Among the CHAPTERS



Texas Enjoys Greatest Year of Progress

A TEXAS CENTENNIAL will help Beta Kappa Chapter of Delta Sigma Pi celebrate her greatest year of progress. That progress was further signified on March 27, 1936 when a beautiful and impressive ceremony made proud brothers of Luther C. Gamble, Louis Caton, Jr., Wilson B. Garrett, Edward C. Edens, Jr., Lindsay J. Austin, Farrell D. Smith, William T. Neyland, William H. Arlitt, Jack E. Collier, James H. Doss, Jr., Phil D. Milliger, and Robert R. Hoffmann, Jr. In a third initiation performed May 15, pledges J. C. Suttles, Jim Gilliland, David Dial, Robert Kuldell, Sydney Reagan, Clyde Taylor, Joe Johnson, and Tom Lear were honored with brotherhood.

Unity of purpose and action has characterized Beta Kappa under the fine leadership of Head Master Ray Martin. Brother Martin is aided by Senior Warden Irby Cobb, Junior Warden Bill Bain, Treasurer Johnny E. Horany, and Scribe Louis Williams. Under these men Beta Kappa is making a splendid showing in the Chapter Efficiency Contest, with a rank of sixth on April 1, 1936. This is the highest position attained since installation of Beta Kappa Chapter in 1930. Our goal is first position, which class we hope to achieve by the end of the year. Bob Adkisson, who is in charge of the Chapter Efficiency Contest work, deserves much praise for his diligent work. The quota on membership has been surpassed and plans are being formulated for next year. The *Beta Kappa-Gram*, chapter news sheet, will soon go to each alumnus to revive the old Deltasig spirit. The main message will be: talk Delta Sigma Pi to prospective Texas University men this summer. Successful Deltasig business men all over Texas can soon prove what Delta Sigma Pi means to a man. In this way alumni can collect dividends for Beta Kappa in the Chapter Efficiency Contest next year. Beta Kappa is happy to work with some very active Austin alumni brothers. Outstanding on the faculty are: Chapter Adviser James C. Dolley, Cecil H. Fewell, William P. Boyd; and among business men are: Deputy Director Randolph T. Mills, William D. Craig, Emmitt Roscher, Ernest Best, Jr., Donald V. Yarborough, Joe K. Alexander, Theron J. Hemphill, and Sidney Sparks.

Beta Kappa will miss Deputy Director Mills in the coming year. A fine business position demanded that Brother Mills' residence be changed to Houston. Along with Brother Craig, Brother Mills was present at every fraternity meeting and social function. In appreciation of his constant devotion to Delta Sigma Pi, the brothers of Beta Kappa Chapter and their dates honored Brother and Mrs. Mills with a banquet on April 29 in the Crystal Ballroom of the Driskill Hotel.

In honor of some forty guests, a professional meeting in the form of an informal smoker was held on February 4 in the Texas Student Union. In speaking on "The Business Man's Attitude Toward Professional Fraternities," Mr. Waters, chairman of the State Insurance Board, said that acquaintances made in professional fraternities were a great help in the business world. Chapter Adviser J. C. Dolley in commenting on "The Faculty's Attitude Toward Professional Fraternities" stated that grades of men in professional fraternities were generally in the upper percentile of the university. The next professional meeting, a banquet, was held at the Driskill Hotel in honor of the new initiates and their guests. Honorable William McCraw, Attorney General of the State of Texas, in speaking on "The Government and the Student of Commerce," said, "regardless of how the future government may go, more interest is going to be taken by the government in behalf of business. The largest problem facing our government today is that of personnel. A happy medium must be reached between the spoils system and the Civil Service System in improving the personnel."

With pride we report that the Board of Regents of the University of Texas has appointed Brother James Clay Dolley, B.A., M.A., Ph.D., professor of banking and investments in the School of Business Administration, to the graduate school faculty of the university. At the initiation banquet Jack Collier was elected Keeper of the Parchment Roll. Installment into office was officiated by William P. Boyd. James H. Doss, Jr., will carry the banner of Delta Sigma Pi to Harvard University in September. He will work for his Master of Business Administration degree. It is rumored that a Yellow Dog initiation planned by Brother Mills and Brother Craig is to take place soon. And last, but not least, Ray Martin would have us elect his fair lady, Miss Beatrice Kubela, as Queen of Finance of the University of Texas. Last year Delta Sigma Pi elected the Queen of Finance; we shall do it again this time!

Before we say adios let us say that Texas and Beta Kappa invites Brother Deltasigs, one and all, to its next round-up, the Texas Centennial to begin June 6, 1936. Many say it is to be a second World's Fair; and we promise you brothers the best, the best only for Delta Sigma Pi. Adios.—ROBERT R. HOFFMANN, JR.



Missouri Closes Another Successful Year

INITIATION WAS HELD for nine men on Saturday night, April 18. Due to the illness of Head Master Gildehaus, the initiation was presided over by Brothers

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Henson, Monk and Sneed. The following were initiated: Oscar Henning, Jack Roller, Ed Jenkins, Carl Silber, John Howie, Ford Eads, Harold Fetters, Edwin MacMurray, and Paul Darby. Our scholarship rating for the chapter as a whole for last semester was .234. The all-men's average for the university is .206. Roy Davis, Jr., was elected to Alpha Pi Zeta.

The chapter celebrated its 13th birthday on March 24 with a dinner, followed by dancing. The anniversary party was attended by twelve of the brothers and their dates. Professor Bauer, one of the charter members of Alpha Beta at its founding in 1923, also attended. A professional meeting was held at the Lambda Chi Alpha house on April 28. The guest speaker was Professor Bauder of the Economics Department. He talked interestingly on "The Technique of Getting Jobs." The meeting was attended by fourteen members of Alpha Beta.

A successful Commerce Day was put on April 1, largely due to the efforts of Delta Sigma Pi and other business school organizations. The Commerce Day committee which directed the activities included Brothers Snyder and Gildehaus as president and treasurer of the B. and P. A. School respectively, Professor Bauer as faculty adviser, and Brother Osborn. Our chapter is planning to sponsor a second industrial tour to St. Louis in May. The Railway Freight Clerks' Association is conducting a trip over the Terminal Railway property, and has signified its intention of inviting us.

The chapter held its election of officers Tuesday, April 21. The following men were elected to serve during 1936-37: head master, Jim Davis; senior warden, Bill Stansfield; junior warden, Jack Roller; treasurer, Ed Jenkins; scribe, Bob Williams; correspondent, Carl Silber, and master of ceremonies, Bob Harman. We are going to have a nice start for next year, for twenty juniors are planning to return, and things should start out with a bang.

For Alpha Beta's present high ranking in the Chapter Efficiency Contest, much credit must be given to Head Master Gildehaus and Professor Bauer for their excellent work during the year. Alpha Beta has compiled a great record for the last two years under the leadership of Head Masters Gibson and Gildehaus. With the organization returning next year, good things should be in store with Head Master Jim Davis at the helm.—WILLIAM SNYDER.

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Beta to Initiate Twenty-Three

BETA CHAPTER, traveling along in high gear, stopped activities long enough to give serious and proper consideration to the election of officers for 1936-1937. They are: head master, Victor J. Payton; senior warden, Clifford P. Miller; junior warden, Francis F. Booz; treasurer, Sherman E. Pate, Jr.; scribe, Sterling L. Bassett; historian, Edison C. Nisbet; chancellor, Bernard H. Browne; master of festivities, William A. Brown; master of ceremonies, Elmer H. Schwartz; senior guide, William A. Fuller, and junior guide, Forrest J. Struble. To indicate the thoroughness with which the nominating committee handled this all-important problem, it is of interest to observe that their recommendations were so popular in the chapter that there were no additional candidates nominated from the floor.

Our present pledge class has seven members, and our 64th formal initiation and banquet will take place at the chapter house on June 6. Since the chapter has already initiated 15 active members and one faculty member this year, this will bring our grand total for the year to 23 initiates. We are proud of this record.

Under our professional meeting chairman, Frank Paul, we have had a varied and excellent program of speakers. In March we heard Mr. Peter Sandretto, who has charge of all communications for the United Air Lines, and who explained in a very interesting fashion the various methods of communication now in use between the planes and their

ground headquarters, and the effect of the development of these improved facilities on blind flying and similar conditions. Our next meeting brought a noted journalist and present picture editor of the Chicago *Daily Times*, Mr. J. Ray Hunt, who spoke on relationship of pictures to news, on the tendencies in the news, and on the development of the tabloid newspapers. Speakers at our next two meetings were equally interesting. Mr. Blaine Brooks Gernon, an eminent authority on the life of Abraham Lincoln, fascinated us with his knowledge of his field, and Mr. C. M. Morgan pictured by speech and camera the beauty spots to be found in the state of Illinois.

Sports kept its head held at its usual point in our activities. Our aquatic team preferred not to toy with the ambitions of any other organization on the campus in the All-McKinlock Swim Championship, April 4. With two men entered in every event, Beta Chapter won with 27 points scored. This total is more significant when it is mentioned that all the points scored by the other entrants, combined, equaled just that amount.

Our baseball team had trouble doing as well. Yet we lost only in the final stretch when we dropped a double-header in the championship play-off. After whipping Phi Sigma Phi, Lambda Phi Beta, Alpha Kappa Psi, and Tau Delta Kappa in decisive manner, the Deltasig soft ball team fell before last year's titleholders, Lambda Gamma Phi, but only after a spirited struggle. With track, tennis, and golf to come, Beta Chapter hopes to do well enough to hold the Commerce Club cup.

Despite our activity in other fields, social events have not been neglected. Our practice has been to have a major social function in the chapter calendar each month. These affairs, coupled with the program offered by other campus organizations keeps our social life at the proper level of activity. The last two classes of initiates entertained the actives and alumni with a highly diverting stag, May 1. A capacity crowd was on hand to enjoy the well prepared program presented at 42 Cedar Street. Arrangements for a summer formal to be held at the house, Saturday, June 20 have been completed by the social committee. Every report indicates that this will be a gala party. The year's full and varied program, which has done much to weld the boys of "42" into a powerful and harmonious unit, will come to a close with the annual picnic, Sunday, June 28.

Beta Chapter feels that with the fraternity machinery operating in the splendid manner it now is that next year's work will be accomplished in exemplary style and that Beta will be in a position to soar on to new heights.—WILLIAM A. FULLER.

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Kappa Prepares for Convention

KAPPA CHAPTER IS preparing for the national convention with all speed. We are busily planning a royal good time for you Deltasigs everywhere. Several committees have been appointed to insure for you one of the best and most enjoyable conventions yet held. Meanwhile, Kappa Chapter has enjoyed many varied forms of activity; and plans are being made for our summer activities.

Kappa Chapter has held four meetings since the last issue of THE DELTASIG. At the meeting on April 5 Mr. J. W. Setze, financial secretary of the Scottish Rite Hospital for Crippled Children, made an interesting talk on the work of the hospital. On April 18 Kappa brothers made a tour of the Fulton County Tower (jail). Strange to say, all members managed to escape. On April 19 Howard Johnson outlined the plans for the convention at our assembly. Professor Bates and John Clark were pledged at this meeting.

On April 20 Kappa Chapter's sporting blood asserted itself. The chapter entered the Atlanta Softball League—the only fraternity in Atlanta to do so. We've played one game and won by a score of 18-13. April 25 brought fun and

healthful recreation to Kappa. The Lodge was the scene of a wiener roast, various games, and general house-cleaning on this date. If plans work out satisfactorily, Kappa Chapter will be the proud owner of a new, larger, and better lodge by the time of the national convention. Material has been purchased and building will begin at an early date. Wait until you see it!

At the meeting on May 3, Kappa Chapter elected officers for the ensuing year. Those elected were: head master, Edwin Martin; senior warden, Carl Pruet; junior warden, Albert Clark; treasurer, Oscar Cornelius; scribe, Thomas Swafford; master of festivities, Jimmy Lacher; master of ceremonies, Elwood Amos; chapter adviser, Marion Mason; chancellor, Tom Mason; historian, Richard Respess. Edward Martin was elected delegate to represent Kappa Chapter at the national convention; Brother Trulove was elected alternate. Before the meeting, two films were shown through the courtesy of the General Electric Company. These were very interesting films showing the manufacture of flour, and the preparing of sugar for the market, respectively.

Kappa Chapter held its third initiation for the school year on May 16-17. Eight men were initiated at this time. They were Embry Eve, Jr., Walter Thompson, T. C. Bullard, John Clark, Prof. Louis Bates, Thobin Elrod, James Brandes, and Jimmy McClellan.

Kappa Chapter will probably hold its annual sport dance on June 18. This dance is one of the big affairs at the Evening School, and one of the most enjoyable. Kappa's plans for the summer, including softball games, outings, tours, and other forms of recreation, promise to provide unexcelled entertainment.

Kappa Chapter is awaiting the Twelfth Grand Chapter Congress with high anticipation and pleasure. If you Deltasigs haven't thought about attending, make your plans NOW to be present. Bring your wives—those of you who are married. Atlanta is an ideal vacation spot—a city possessing many points of interest and many places for recreation. We expect you, so don't fail us.—CHARLTON WIMBERLY.

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Pennsylvania Pauses in Retrospect

ONCE AGAIN SCHOOL CLOSING and vacation time beckons and we at Beta Nu pause in a midst of activities to look back upon another span of memorable moments that are associated with our life at the university. That our fraternal affiliation abets these experiences goes without saying.

The first in a series of professional smokers was held on November 6, and our speaker was Mr. E. J. Catell. Mr. Catell gave us his Philosophy of Life in General. The following evening, November 7, we enjoyed another smoker. Mr. E. J. Disston was our guest and he lectured to us on the Autogiro. The next event of importance was our annual New Year's party. This is always our biggest night of the year and all the actives and alumni present had a swell evening. On January 10 and 11 we held our first initiation of the school year. The new men were the guests of the active chapter at a banquet following the ritual, at which time they were formally introduced to all present. Following the dinner the chapter threw a party for the new brothers.

On the evening of January 16 we held another smoker featuring Mr. Joseph Breen of Hollywood. His topic was "The Motion Picture Industry." On February 1 Beta Nu held its annual banquet at the chapter house. This was our fourth Deltasig birthday but even in that short span the benefits of fraternalism proved themselves on more than one occasion. The evening of February 19 was set aside for another professional smoker. We had as our speakers Mr. A. Otter, sales manager for Philco radios, Mr. J. MacIver of the United States Customs Service, and Mr. George A. Reiminschneider, one of our alumni, who spoke to us

on the "Relation of Fraternities to School Life." On March 5 we had our annual election of officers at which time the following were elected to office for the ensuing year. H. P. Lippincot, head master; A. L. Bowles, senior warden; A. Steele, Jr., junior warden; Clayton G. Branch, scribe; John Merlino, treasurer; William Rhorer, chancellor; and Richard Boyajian, historian. In conjunction with the election, Frank Hickey was awarded a ring donated by the alumni for his outstanding service to the fraternity for the past year. On the evenings of March 20 and 21 we held another initiation followed by a St. Patrick's Day dance. Mr. R. A. N. Hillyer of the British Consulate Service was our guest speaker on March 29. His topic was "Consulate Service in its Relation to Business Activity."

Aside from the above there are several activities in the offing. The chapter is holding a grand prize drawing to terminate on June 6 when the lucky numbers will be drawn during our annual dinner dance to be held at the same date at one of the prominent country clubs. An interchapter ping-pong match has been arranged with Alpha Chapter to be held May 23.

Turning from the past to the future, we would like to state here that Beta Nu is setting aside a date in September for a trip to Atlanta.—RICHARD BOYAJIAN, JR.

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Florida Increases Activities

BETA ETA CHAPTER held its first business meeting of the semester on February 10, at which time we made plans to take an industrial tour to the Atlantic-Gulf Ship Canal. Twenty-one of us took this trip on February 21. We were first conducted through Camp Roosevelt, then to the scene of the actual operations on the digging of the canal. This trip was very interesting and we are proud to have such a project in our state. At the next regular meeting, March 2, Mr. R. C. Beaty, state director of the N.Y.A., gave us a very interesting talk on the National Youth Administration. Mr. Beaty was formerly the assistant dean of students at the University of Florida.

The annual election of officers was held on March 9. The officers elected for the coming year are: head master, Peyton Yon; senior warden, Bill Roman; junior warden, Cecil Avant; treasurer, Waldo Neikirk; scribe, Clyde English; chancellor, T. T. Turnbull; historian, Elmer Gross; senior guide, Salvador Taranto; junior guide, H. E. Black; master of ceremonies, Harold Davitt; master of festivities, Al Atkinson; co-chapter advisers, Dr. D. M. Beights and Dr. H. B. Dolbeare; DELTASIG correspondent, J. Pierce Smith. Ben Criswell, a Beta Eta alumnus, gave a very interesting talk on his experiences since finishing college.

At our regular business meeting, March 23, there were several men brought up for membership. The following were pledged: Kenneth Strickland, Tallahassee, Fla.; Chester Whittle, Sarasota, Fla. We installed the new officers at this meeting. David M. Batey, retiring head master, gave a short talk thanking us for our coöperation as a chapter.

The Burroughs Adding Machine Company gave a demonstration of all their new type machines on April 6. This was an open demonstration sponsored by Delta Sigma Pi under the direction of Brother Tom Lee Barrow.

Dr. S. de R. Diettrich, a faculty member, gave a talk at our last regular meeting, April 13, on Europe. Dr. Diettrich spent the first semester of our present school term at the University of Budapest. He gave a clear picture in his address of all present conditions in Europe as to political and military relations. Charles Springer, of Hollywood, Florida, was initiated at this meeting and several more were passed on by the chapter. We plan to initiate seven men this semester.

Five Deltasigs are candidates for degrees in June of this year. They are: Tom Lee Barrow, Raiford W. Conway, E. Reed Whittle, Sam G. Cox, and David M. Batey. We regret to lose these men, but in their going forward into the

business world we feel sure they will make us proud of their accomplishments.

A severe attack of pneumonia caused John D. Kicklighter to resign from school for this semester. The chapter regrets the loss of Brother Kicklighter from its ranks during this semester, but hopes that he may soon regain his health and return to school this coming fall.

Beta Eta Chapter wishes all other chapters a very delightful and successful year, and we are doing all in our power to further the advancement of Delta Sigma Pi.—J. PIERCE SMITH.

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Miami Closes Successful Year

BROTHERS OF ALPHA UPSILON smile wisely when they think of receiving free gum and mints at their chapter meetings next year. They engineered this deal by unanimously electing Brother Forrest Williams as head master for the coming year. "Forry" represents Beech Nut Gum and Mints here on the campus we feel that we are all set. Other officers that were elected for the coming year are: senior warden, Joe Shaw; junior warden, William Beynon; scribe, Richard Henry; treasurer, Jack Tatro; and corresponding secretary, Bill Postlewaite. Prof. J. B. Dennison was elected to succeed Prof. J. M. Peterson as faculty adviser. The chapter is also happy to announce the unanimous election of Prof. W. J. Vatter as "Honorary" Keeper of the Parchment Roll.

Under the guidance of our new officers we hope to have another year of Delta Sigma Pi as active and successful as the last. Last fall we started the year off on the right foot by being honored by a visit and a talk at our banquet by Brother "Gig" Wright. We have held our regular luncheon meetings twice a month at "Folkers" here in Oxford. These meetings are informal gatherings of student and faculty members of the fraternity to dine and to listen to short talks by professors and business men.

Among the numerous field trips the fraternity took during the year, those that stand out are a trip to radio station WLW at Cincinnati, the Armco Steel plant at Middletown,

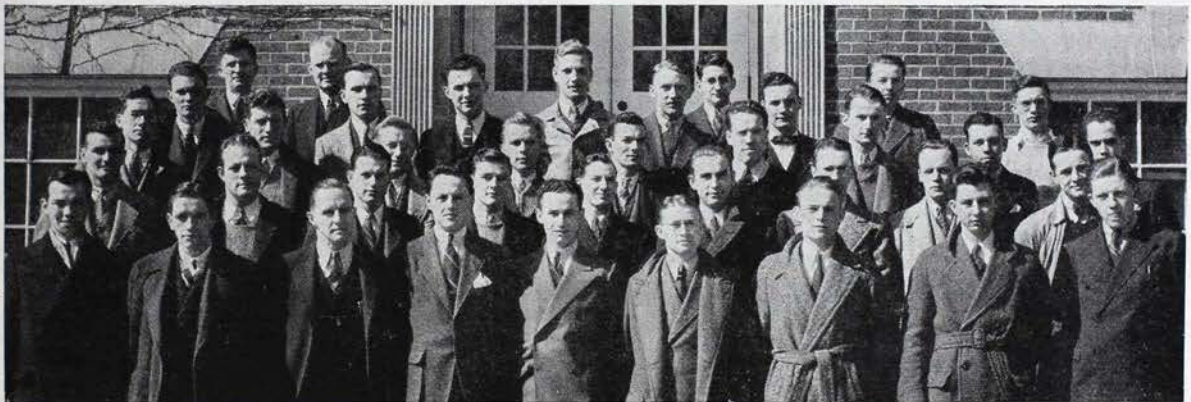
and a trip to Hamilton to see the operation of a city-management type government in a city that owns all its utilities.

We held numerous smokers for the entertainment of rushees and numerous professional meetings at which experts in various fields of business lectured to the fraternity.

Alpha Upsilon held its spring initiation on March 20. With impressive ceremonies we inducted the following twenty-five neophytes into the inner circle of Delta Sigma Pi: Charles Bain, I. R. Baker, Robert Beerman, William Cromer, W. G. Eitle, Arlin Greber, Edward Griest, Carlyle Jones, T. J. Kirkup, Jr., Karl Looker, Frank Browne, Bill Postlewaite, R. K. Mathias, Gerald McNeal, F. D. Norris, John Pearce, Jr., Edward Robertson, Joe Shaw, Jr., Richard Smeltzer, Richard Stilly, George Walter, Willard Werth, William Beynon, Prof. Gorton James, Prof. H. R. Nissley. Although the traditional initiation banquet was delayed until the following week it was none the less enjoyable to the new and old members.

Here at Miami, Delta Sig members are not only active in the fraternity itself, but in other campus activities as well. Our head master, Forrest Williams, is also president of the senior class, president of the Y.M.C.A., and member of Omicron Delta Kappa, national activity honorary. Jack Reber and John Pearce are members of the leading campus band, the "Campus Owls," which will this summer tour to Hong Kong, China, and points southeast aboard an ocean liner. Ken Thiele is president of Delta Kappa Epsilon, social fraternity; Robert McConnaughey is editor of the yearbook and member of Omicron Delta Kappa; Carlyle Jones has just retired as managing editor of the school newspaper; Charles Campbell is a prominent athlete and member of Omicron Delta Kappa; Joe Shaw is an active member of the yearbook staff; Bill Cromer is active in Phi Eta Sigma and Y.M.C.A.; Tom Kirkup is president of the Varsity Social Club and also of the Liberal political party as well as a Y.M.C.A. leader. So we feel that Miami Delta Sigs are representative men.

The delegate and alternate to the Twelfth Grand Chapter Council to be held in Atlanta next fall are Brothers Williams and Smeltzer. We hope to have quite a large delegation there and we are looking forward to meeting some of our Delta Sig brothers from other chapters.—BILL POSTLEWAITE



ALPHA UPSILON CHAPTER—MIAMI UNIVERSITY

BOTTOM ROW (left to right): John D. Reber, Alex B. McIntyre, Prof. Harold A. Baker, Kenneth W. Thiele, Robert McConnaughey, Edwin K. Griest, Richard S. Smeltzer, Ray K. Mathias, Carlyle H. Jones.

SECOND ROW: Charles H. Campbell, John W. Loose, William C. Postlewaite, George A. Walter, Charles E. Bain, Arlin Greber, Willard Worth, Frank W. Browne, Thomas R. Ramsay.

THIRD ROW: Joseph M. Shaw, Jr., William H. Bell, Walter G. Eitle, Richard W. Henry, J. E. Robertson, John M. Kerger, Carl Looker, Jerry McLean, Jack Tatro.

TOP ROW: Paul R. Liles, Prof. Jackson B. Dennison, Prof. James M. Peterson, John T. Lueker, Forrest E. Williams, William E. Cromer, Robert K. Beerman, Frederick D. Norris, William J. Beynon, Prof. C. Rollin Niswonger, Ford Fisher.

Zeta Soars to Unprecedented Heights

THIS PAST YEAR will be entered on the annals as one of Zeta's most successful years. Officers, members, and activities have all been of the highest caliber. We have participated in the intramural sports program with more or less success. Brother Wickstrum has recognized the chapter's successes and has donated a loving cup for the trophy room.

Our professional program for the year was very full and well planned from the standpoint of variety and interest. President Walter Dill Scott, the head of Northwestern University was our guest at dinner one evening last fall. It is hoped that this might become an annual occasion. Different members of the faculty were invited over to luncheon at various times throughout the year. Dean Hawkinson of the School of Commerce, also our chapter adviser, came over several times during the year. A very friendly relationship exists between the members of the faculty and the brothers in the fraternity. Dr. Gane, a member of the faculty who was initiated last fall, has since taken up work in Washington, D.C., on the Republican Advisory Council or brain trust if you please. The highlight of the spring season's business and professional activities came with the trip through the plant of the Inland Steel Company in East Chicago, Indiana. This was made possible through the efforts of Brother DeHerder.

Only one fraternity managed to hang up a better scholastic average than ours for the first semester. We hope to do even better the second semester. To John Scherm and Norman Strunk go the top honors for having made Beta Gamma Sigma. This honor has been conferred on one other of our members, R. Browning Egelston. We are also represented in Phi Beta Kappa by our head master for the past semester, Reynold Carlson. Graduating seniors have met with considerable success in locating positions.

The roll of active members in Zeta Chapter is longer than it has ever been before and each one makes his contribution to the work of the chapter. Three initiations were held during the year. At the present time there is some consideration being given a change in the location of the house. Just where we might settle is still in doubt.

At the final regular meeting of the year a new set of officers was elected for the succeeding year. On these men rest the burdens of the chapter's activities for the coming semester. The members are with them all the way and great things are expected. The new head master is Alfred Lambrecht of Milwaukee, Wis.; the senior warden is John Boergert of Saginaw, Mich.; the junior warden is Eugene Wilson of Oak Park, Ill.; chancellor, Chuck Stetson; scribe, Leonard Thomas; treasurer and house manager will rest in Ralph Thayer; the correspondent will be Bill Lindenberg. The appointive offices have not yet been designated. The representatives that will go to the Grand Chapter Congress in September will be Al Lambrecht and Chuck Stetson.

The Zeta alumni have been active during the past year. We are pleased to announce that an alumni chapter has been organized. Over ninety per cent of our alumni were contacted during the year through our new chapter paper, the *Zeta Zephyr*. While its date of issue has been irregular, each succeeding number was eagerly awaited. The alumni will be interested to know that one of their number, Robert Kohankie, was recently married.

Our progress for the year has not been illusory. Rather it can be traced to a careful selection of men, those who will take a constructive interest in the progress of the chapter and look out for its welfare. This is a sound foundation on which to build and surely great building activities will be going on in Zeta Chapter in the next few years.—STEWART CAMPBELL.

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Alabama Poly Initiates Eighteen

DOWN HERE AT Alabama Poly, Beta Lambda Chapter is setting the pace with Alpha Zeta at Tennessee for all the other southern chapters in initiating men this year.

We have initiated 18 men this year, including one member of the faculty. We believe this is something to be proud of when we consider the fact that we started the year with only 12 members. We have had two regular initiations and one special initiation for a brother who could not be initiated with the rest. But this is only one of many things accomplished by our chapter this past year.

Our chapter started the year off by giving an informal reception to all students of business administration for the purpose of getting the professors and the students better acquainted. This is an annual practice with Beta Lambda Chapter, and we suggest that other chapters do something similar to this because we believe it an excellent idea to start the year off. Our professional meetings throughout the year have been very helpful from an entertainment viewpoint as well as the educational viewpoint. Although we have not had as many of these meetings as we should have had, the quality of the meetings made up for the lack in quantity. But we plan to have more of these next year.

The brothers in our chapter have enjoyed numerous social events, both right here in Auburn and out of town in our chapter cabin. After both of the regular initiations, we all had a big time at banquets given the new brothers at Benson's Banquet Hall, with all of the accompanying merry-making that only Head Master Yank Jackson and Keeper of the Parchment Roll Wimpy Thornton could cause. And as far as our cabin in the woods, we believe we have the best spot in the South, or the country for that matter, to have an outing. With the full moon shining down through the pine trees, and a campfire burning, cooking a big juicy piece of steak—well, we'll just invite any Deltasig in the country to come down and see for himself.

With the Grand Chapter Congress held in Atlanta next September, Beta Lambda expects to have several brothers there as well as the official and alternate delegate. This is as near as the Grand Chapter Congress has ever been held to Auburn, or will be held again for a long time, so we are going to take advantage of it. Hope to see all of you good brothers there.

The brothers who were initiated into our chapter on March 24 are: L. Jefferson Fuller, Bowden, Ga.; Hamp Williams, Andalusia, Ala.; Joe Little, Spartanburg, S.C.; Bob Walthall, Greensboro, Ala.; Bob Creel, Fairfield, Ala.; Joe Stewart, Montgomery, Ala.; Victor Cherry, Opelika, Ala.; Fred Schomburg, Columbus, Ga.; Tom Karg, Sheffield, Ala.; and Prof. C. H. Donovan, Auburn, Ala., who is a professor in the department of Business Administration. Fletcher Bullard was initiated into the chapter on May 7.

New officers for our chapter have just been elected for next year and they are as follows: head master, Milton Roth; chancellor, Mills Thornton; scribe, Fred Schomburg; treasurer, F. Y. Conner; senior warden, Joe Stewart; junior warden, Hamp Williams; senior guide, Bob Walthall; junior guide, Billy Radney; historian, Dan Smith.—MILTON D. ROTH.

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News from Xi Chapter

XI CHAPTER is bringing to a close another successful school year, and is already looking forward to another good year with the election of officers. The new officers are: head master, Frank Brown; senior warden, Max Frisinger; junior warden, Edward Stevens; treasurer, Byron Wells; scribe, Kenneth Kilgore; historian, Howard Doud; chancellor, Louis Landon; master of festivities, Howard Parsons; chapter adviser, Dr. John W. Riegel; Grand Chapter delegate, Edward Stevens. The new officers have entered into their work enthusiastically and with the desire to duplicate the achievements of the officers whom they succeed.

As we look back over the school year we find that Xi chapter has much to be proud of. Twelve new men have been initiated into the sacred mysteries of Delta Sigma Pi, and we intend to initiate several more before we leave in June. Our athletic teams have been successful, although handicapped by a late start which has probably prevented us from capturing the professional fraternity championship

on the campus. The basketball team was runnerup for the Class B basketball championship, and our soft ball team is a power to be reckoned with by other houses. In class activities we also took a fair share of the honors with one class presidency and several other offices.

The month of May is a very happy one for us. On May 8, the annual business conference sponsored by the School of Business Administration was held. At this conference graduates of the school who are engaged in business return to discuss the problems of business with the faculty and students. On the week-end of the conference, we welcomed many returning brothers, and the house was the scene of many happy reunions. On May 14, we are holding a professional meeting at which Robert O. Morgan, secretary of the Michigan Alumni Association, will be the speaker. On May 16 our spring formal will be held at the Washtenaw Country Club. This is our biggest social event of the year, and one we have been looking forward to for a long time. Many alumni are expected to be with us on this night. At the present time we are planning to present the coveted Delta Sigma Pi Scholarship Key on May 20.

Brother Don Rohn is confined in the university infirmary at the present time with a severe cold, but we hope for his recovery in time for the spring formal, if not sooner.—ROBERT P. THOME.

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Minnesota Initiates Nine

FORMAL INITIATION has just been held for nine men who successfully went through the preceding period of pledgship: Maxwell Johnson and Harry Higgins of Minneapolis; Roger Comer, St. Paul; John Gray, Rochester; Eugene Latham, Waseca; Gerald Hartson, Lyle; Arthur Calderwood, Traer, Iowa; Howard Carlson, Ashland, Wisconsin; and Kenneth Kirk, Bottineau, North Dakota. This brings the total of undergraduate initiates for the year to twenty-three, a new high for some years back.

The local fraternity depression seems to be over. We found this year that good men were easy to find as evidenced by the fact that we have a holdover pledge list of twelve, besides the twenty-three initiated during the year, for next year. Naturally much of this success is due to the particular initiative on the part of certain men in the fraternity. In this respect Belford Gunderson and Lawrence Nelson must be mentioned for their excellent work in the fall and spring quarters, respectively. Consequently, the outlook for next year is much better than it has been for some time. Whereas in the past we have returned to school in the fall to find a mere handful of actives, next year we will begin with approximately twenty plus an active and interested pledge list of twelve. What pleases us particularly is the fact that many of the men are sophomores and juniors and will have more than one year in which to get acquainted with the activities of the chapter. We have found that men initiated as sophomores and juniors do the best work for the chapter.

The university spring elections were held Friday, May 15. Brothers Vaananen and McGarraugh were nominated to run for the offices of Board of Union Governors and President of the Board of Associated Business Students, respectively. They were both successful in being elected to those positions and consequently our political domination continues to hold in the School of Business Administration. The position as manager of the Business School Bookstore, which is appointive, is expected to fall on Brother Benson, who has done yeoman service as assistant to Brother Nelson during the past year.

The annual Business School Banquet was held May 7 at the University Union Ballroom. Brother Vaananen, chairman, was mainly responsible in putting over this annual function. It was at this meeting that the annual School of Business Administration awards were presented. The Delta Sigma Pi scholarship key was awarded to Alan Ruvelson although our own Orem Robbins was very much in the

running. However, Brother Robbins did receive signal honor when he was presented with the Tomato Can, an award given to the student who is high scholastically and has done much in participation of Business School activities. He was also one of three students elected to the Alpha Kappa Psi plaque. During his junior year, Brother Robbins was elected to Beta Gamma Sigma, honorary scholastic business fraternity.

Recently announcements were made that Brothers Nelson and Gunderson had served as members of Grey Frairs and Silver Spur, respectively, during the past year. These are secret societies whose function is to serve the university. Members are elected on the basis of service to the university.

Treasurer Don Loban was elected delegate to the national convention with Belford Gunderson first alternate. We know that either one of these men will do a good job of any duties given them at the convention. It is quite possible that we will have four or five active members represented at the meeting as we are planning to send a carload down, so until that time may I say, "Yours fraternally."—KUNO JANZEN.

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Beta Delta Rounds Out Another Successful Year

SOME FOLKS MAY "watch the Fords go by," but speaking now to all our fellow chapters, with reference to our Chapter Efficiency Contest, we say you will have only to watch Beta Delta go by—on the way up. For as the race nears its end and we look back over the year's record, we find that all our plans have met with success. We have been very active and our work has been worthy.

Since the last issue of DELTASIG we have kept up our professional activities by obtaining two speakers for our open meetings. Mr. Karl Hudson, well-known Raleigh merchant, spoke to us concerning "Modern Sales Methods." On April 28 Mr. George Ragsdale, Raleigh insurance man, explained many of the phases of activity in his line of work. He pointed out the difference between the old and the new insurance sales approaches. Under the old method, you had to "back an ambulance up to the door." But the modern approach looks more at the positive side of the picture and a well-planned program of how the money will be spent is formulated long before payment is made.

On April 21 the members and pledges were delightfully entertained at a dance at the home of Dr. R. O. Moen, our faculty adviser. On May 4, J. E. Caudill was initiated into the fraternity. Also the members took an industrial tour, visiting the Edwards and Broughton Co., one of the oldest and leading printing establishments in North Carolina.

The following have been elected new officers for next year: head master, Mario Comolli; senior warden, Herbert Fisher; junior warden, R. V. Keating; scribe, Raymond Jordan; treasurer, James Fulghum; senior guide, D. L. Gilbert; junior guide, J. E. Caudill; DELTASIG correspondent, Alfred Templeton; and historian, Alton Smith.

Looking back over the whole year, we see that we have obtained seven men to speak at our open meetings. The members have enjoyed three socials, two smokers for prospective pledges and two banquets, and have made an industrial tour. Ten men have been initiated. Eleven men received recognition on our annual college Scholarship Day. At the same time Brother James Renn received the award which is each year given the business senior having the highest scholarship record. Brother Comolli, our newly-elected head master, has also been elected president of the rising senior class. And we have all worked hard in the efficiency contest.

At the last meeting this year we will make plans for our representation at the Twelfth Grand Chapter Congress to be held in Atlanta next September. Speaking in general, we have "kept that old ball rolling" and will be looking forward to a big year when we return next fall.—ALFRED J. TEMPLETON, JR.

Chicago Initiates Seven

LOTS OF ACTIVITY and enthusiasm has been the order of the day with Alpha Psi Chapter throughout the year, and especially during the last quarter. The activities of the spring quarter got off to a good start with a professional meeting at which Prof. D. J. Duncan, instructor of marketing at Northwestern, discussed the latest developments in retailing. The meeting was well attended by members and friends who greatly appreciated Professor Duncan's interesting and instructive treatment of the topic.

More recently, about twenty members and pledges made an inspection tour of the Merchandise Mart. This brief study of the largest building in the world proved to be an "eye-opener" even for those of the group who are old residents of Chicago. The furnishing department on the fifteenth floor, and the NBC studios in the tower of the building appeared to be exceptionally interesting to the group.

One of the high points of the year was the celebration of the chapter birthday with an excellent steak dinner at the Triangle Restaurant, South Wabash Avenue, on the evening of April 27. Twenty-five were present for the dinner, and the genial Deltasig spirit prevailed throughout. After the serious business of eating was completed, Brother "Gig" Wright congratulated the chapter on the celebration of its eighth birthday. Prof. S. H. Nerlove then spoke on the topic, "Hedging against Inflation," and found himself bombarded with some very practical questions in the lively round-table discussion which followed. The following night found the majority of the fellows functioning again at the annual banquet of the School of Business.

On Sunday, May 3, seven neophytes were formally initiated into the fraternity, after they had successfully passed through the trials of "Hell Week." The ceremony was carried through with an impressiveness which could not fail to make the occasion a vital experience in the life of each new member. Several alumni were present for the initiation and remained for the dinner which followed. Our ranks have been materially strengthened by the addition of these seven members, and we are happy to welcome them into the fraternity circle.

The members of Alpha Psi feel that the year thus far has been a very successful one, and are now making a strong finishing run. Despite the usual expressions of misgivings concerning the approaching tests, it appears that the fellows are handling their studies effectively, and should make good showings in the finals. We are sorry to lose a number of our senior members from the chapter; we have appreciated their leadership and friendly help during the year, and are wishing them all success in the future. Meanwhile new officers have been elected, and Alpha Psi keeps plugging along. —WALTER N. JOHNSON.

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Johns Hopkins Fulfills Hopes

CHI CHAPTER HELD its final initiation of the college year on Saturday night, April 25. We joined Mu Chapter at Georgetown University nearby for our second joint initiation. Hell week was brought to a close on Friday night with the evening of inquisition and indignities held at Levering Hall, Johns Hopkins University. The formal initiation and banquet were held at the Mayflower Hotel, Washington, D.C. Thirty-two Deltasigs traveled to Washington from Chi Chapter to bring the total attendance at the banquet to seventy-five. Our worthy toastmaster was none other than Earl Nash of Mu. We are proud that we can say that we successfully filled our quota of new men for the year. In addition to the undergraduate pledges we were also able to initiate a faculty member at this time. We are pleased to welcome the following men to our rapidly swelling ranks: Dr. C. W. Smith, and Brothers Burgess, Gronert, Wiedly, Byron, Geffert, Cooper, Connors, and Sanger.

On Tuesday evening, April 14, Chi Chapter held its annual

election of officers for the year 1936-37. The nominating committee selected two possible men for each office. The candidates chosen were especially well qualified for their respective offices. Our new officers are as follows: Paul Leroy, Head Master; Arthur Bliss, Senior Warden; Park Roberts, Junior Warden; Walter Watts, Treasurer; Joseph Oberle, Secretary; Davis Hogendorp, Historian; and James Reese, Chancellor. Dr. Leslie W. Baker was again elected as our faculty adviser. At the same time we elected Paul Leroy as our delegate to the Grand Chapter Congress.

Recently four professional smokers were held. These smokers were well attended by both brothers and visitors. Some of our recent speakers have been Dr. H. E. Cooper and Dr. Jacob Hollander, both professors at Hopkins.

On Thursday, April 23, we were the guests of the Baltimore Alumni Club at their annual meeting and party. At this time we witnessed the first Chi Chapter award of the Delta Sigma Pi Scroll. This award to the "First Young Citizen of Baltimore," was presented to Robert Edward Vining, of Temple University. The scroll was presented for the most constructive work in behalf of the city, in order that there may be a proper record made of the leading individual civic achievement each year by the young business men. Forty-one Deltasigs heard Mr. Bonnell, president of the Rotary Club and a director of the Baltimore Association of Commerce, deliver the presentation speech. Our meeting was attended by both city and state officials.

Our spring dance, the last open dance of the year, was held at the Maryland Country Club on April 18. A large crowd including many men from out of town attended to make the affair a big success. At this time the second drawing was made of the contest of the alumni club. We are glad to say that two out of three prizes went to members of the active chapter.

We are pleased to announce that we have two new C.P.A.'s in our midst. These men are Al Hardesty and Ben Shilling. Chi Chapter now has the unique distinction of having twenty-one of its members in that select group.

On Thursday May 14 we are giving a surprise party for our retiring head master, George Missel, Jr., and Miss Irene Cook, who plan to be married in June. We can credit much of our success this year to George, who has been one of the mainstays of the active chapter in recent years. The chapter will miss him and regret his loss but wish him all the success in the world. But we must remember the old saying that you can't keep a good man down, so good luck, George.

Our last formal business meeting of the year will be held on May 19. Our last social event of the year will be our much anticipated event of the year, the annual dinner-dance. This, our crowning event, will be held at the Five Farms Country Club on May 23. This is our fourteenth dinner-dance and we are looking for a large turnout.—PARK ROBERTS

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Alpha Rides to Prosperity

OF THE EIGHT fraternities belonging to Violet Skull, the New York University Interfraternity Council, Alpha Chapter of Delta Sigma Pi ranks first for chapter house accommodations, character of membership, and in prominence in undergraduate activity. Starting the current college year under the guidance of Head Master John Byrne, and in the chapter house we had occupied for many years at 26 West 11th Street, several monster smokers, never before seen on the N.Y.U. campus, were inaugurated. Prominent business executives, bankers, members of the faculty, journalists, and other outstanding members and guests were present at the largest smoker ever held, in October. The impression created far exceeded our expectations, resulting in 18 pledges, nine of which have been initiated this year. This pledge class has been further augmented, and we expect to have a large group for initiation early in the fall.

Alpha Chapter also has an asset that no other N.Y.U. fraternity can compete with. Its new chapter house, obtained through the untiring efforts of Head Master Byrne, is the talk of the campus. Further details about this wonderful house will be found elsewhere in this issue.

Our activities of the past year have included two large formals, one at the Ritz Carlton hotel, and the other at the Glen Island Casino. Our basketball team was undefeated in six straight games, but lost the final game to Theta Nu Epsilon, 27-21, much to our regret. The outstanding honor society on the campus, Sphinx, which elects four members each year, selected two Deltasigs, Kingsley Jones and James P. Hackett.

As we approach the close of the college year, it is with deep regret that we lose four of our most active workers: Head Master John Byrne, Leonard Colwell, the capable chapter treasurer, Kingsley Jones, our efficient house manager, and Walter Sargent, whose efforts last fall assisted materially in our successful rushing program.

The recent chapter election selected the following officers for the coming year: head master, James P. Hackett, senior warden, Paul F. Diggins; junior warden, Robert L. Nevin; treasurer, William Gorey; scribe, Russell Fairbanks, and chancellor, Thomas Meade. Although Alpha Chapter had but 11 undergraduate members at the beginning of the current college year, we fully expect to have 18 active members next fall which, with the large class of pledges ready for early initiation, should give us a wonderful start. With the impetus given the chapter by Head Master Byrne, we fully expect 1936-1937 to be one of our best years.—JAMES P. HACKETT.

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Retrospection at Wisconsin

PSI CHAPTER HAS hung up a record during this school year which will require some real effort on the part of Deltasig actives at Wisconsin during 1936-37 if they aspire to equalling or bettering that goal. There is a rumor at 132 Breese Terrace, however, that the committee going on the road this summer in Psi's behalf and the new pledge class of twelve are to play an important part in aiding the twenty returning actives who plan to make a noticeable imprint on the annals of Delta Sigma Pi.

Just what has Psi done this year?

Membership has been increased by eleven, three under the chapter quota, but these eleven are all men with two or three years ahead of them, and of the type that has put one on the editorial staff of the major campus publication and on the business staff of the Haresfoot dramatic organi-

zation, one on the varsity golf team, one on the varsity baseball nine, one on the varsity football squad, and three in major offices of the chapter.

In the Chapter Efficiency Contest Psi has fallen just below its quota in scholarship and membership, but will reach the goal in the lines of professional activities and finances. In chapter initiative and administration the established goal has been reached and passed. The contest, certainly, is not concluded at the date of this writing, and Psi warns Zeta that it has its eye on fourth place.

Wisconsin Deltasigs entered interfraternity sports this year with a determination to "go places," and under the tutelage of two competent athletic managers we did very nicely. Division championships were won in football, volleyball, and bowling. The soft-ball matches have not been completed as yet, but Athletic Manager Armstrong predicts success. In the Badger Bowl contest there are forty-five fraternities competing. In this group Psi holds seventh place.

The three major social functions of the year were all regarded as more than successful. Twenty-five couples attended the Christmas formal which was held at the house. The Bowery Party, also staged at the house, and enlivened by some forty enthusiastic couples was—well, what is any Bowery Party? Costumes which would make a Frankenstein hide in shame, sawdust covered floors, an old time band, and a bar and all that goes with it were the items best remembered by those capable of performing feats of memory after the party was over. Spring formal took place at Lake Delton, located sixty miles from Madison. Horseback riding, canoeing, speed-boat racing, hiking, tennis and golf in the afternoon followed by a formal dinner dance in the evening made the affair one which will be pleasantly recalled for some time. Psi has also held two radio parties a month for the past several months in order to lift the mortgage from the chapter's latest liability, a new Zenith radio. Elementary amortization, what? Socially then, too, the year has been a success. Congratulations Brother Social Chairman.

Chapter elections on May 4 resulted in several changes in the executive personnel. The following hold Psi's destiny in their hands during the coming semester: head master, Harold Berkholz; senior warden, Eugene Davis (relected); junior warden, Alan Skowlund; scribe, Karl Storck (relected). Harold Kailing, elected treasurer last December will continue his duties until the next treasurer election to be held next December. Clarence Bloedorn, ex-head master was elected to represent Psi at the Twelfth Grand Chapter Congress. Senior Warden Eugene Davis was voted alternate.



BETA KAPPA CHAPTER—UNIVERSITY OF TEXAS

TOP ROW (left to right): Phil D. Milliger, David J. Dial, Robert L. Adkisson, Woodrow W. Cruse, James C. Suttles, B. W. Johnson, Tom H. Lear, Robert C. Kuldell, William H. Arlitt, William T. Neyland.

MIDDLE ROW: James H. Doss, Jr., Lindsay J. Austin, Farrell D. Smith, Clyde H. Taylor, Luther C. Gamble, Louis B. Williams, William W. Bain, Ray J. Martin, Jim H. Gilliland.

BOTTOM ROW: William P. Boyd, Sidney Sparks, Jack E. Collier, Freeman I. Cobb, William D. Craig, J. E. Horany, Sydney Creagan, Wilson B. Garrett, Edward C. Edens, Jr., Robert R. Hoffmann, Jr.

These men, backed by four or five other members from Wisconsin, are looking forward to the convention.

In closing this last DELTASIG letter of the present school year the actives, pledges and alumni of Psi Chapter extend an invitation to all their brothers in all the other chapters to drop in and see them. The house had a new coat of paint last fall and during the summer the furniture is to be recovered and the interior of the house will be redecorated. We know that you will be comfortable, and we want to see you. If you can't make it we'll see you at Atlanta in September.—EUGENE DAVIS.

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Baylor Has Spring Social

CLIMAXING A SUCCESSFUL YEAR, members of Beta Iota sponsored a farewell spring social at the Waco Fish Pond Club honoring returning alumni members Fred Horner, A. G. Weaver, Fred Pfaeffle, and C. H. Ruebeck and guests. It was an informal date affair with a program crammed full of activities, including a swim in the concrete pool, a chicken dinner, dancing, and boating. Fred Horner spoke to the group at dinner on "Business and Politics," a subject with which he has become well-acquainted since graduation last June.

Seven members were initiated into the fraternity on April 11, bringing the total active membership to seventeen after having only six to start with last fall. New Beta Iota Deltasigs are Allen Havemann, Jack Buckley, Neal H. Rose, Jack Dahmer, Henry Alexander, Ward Handy, and Robert Berry Cook.

Rene Paul Henry, past head master, was chosen as official delegate to the Grand Chapter Congress in Atlanta. Other Beta Iotans who plan to make the trip are C. J. Adams, Harry Hipple, Frank Johnson, Curtis Hankamer, Cecil Lasater, Henry Alexander, Ward Handy, Allen Havemann, and W. G. Kirklin. We are looking forward to a great convention, and the fact that it is being held in the South will enable us to have a large representation.

The Beta Iota members extend the honor of the Delta Sigma Pi Scholarship Key to Marion Thornton Sterling, of Waco. We plan to present the key to him in a meeting of the Baylor business students.

So until we meet in Atlanta, au revoir and good luck to every chapter.—CECIL LASATER.

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Baby Chapter Welcomes Deltasig Conventionites

YOUR BABY CHAPTER is drawing near the close of its second year as Deltasigs, with a spirit that has never been seen before at Rider College. Starting the year off right with twenty members the boys refused to rest on their laurels, and as a result our second initiation held on May 2 welcomed five more new brothers into our fold. Following the initiation, the annual spring dance was held at Bucks County Country Club. This proved to be a gala affair which brought together the active members and an unexpected large number of alumni. The fine setting, pleasing decorations, and smooth music by Ray Callahan and his band lent a touch to the affair which sent everyone home happy. The following day the alumni members gathered at the house for a banquet and meeting to decide upon future activities of the organization and how a closer affiliation with the active chapter could be gained.

But the social program of the chapter is not the only thing which has been outstanding. The professional committee has been doing their part also, and the result has been a series of meetings and tours which have proven very valuable and educational to the brothers. These include

talks by Dr. Leroy H. Mayes, member of the New York Bar Association; Sergeant McBride, of the Trenton police force; Mr. Eisenstat, comptroller and vice-president of Goldberg's Department Stores; and a tour of the New Jersey State Prison.

The house at the present time is filled to capacity, which is another indication of prosperous days ahead. The present plans of the fraternity include refurbishing of the house, farewell formal to be held in August, at which time a great effort will be made for a record breaking alumni return, and a large representation at the Grand Chapter Congress this September at Atlanta.

The baby chapter heartily wishes to extend an invitation to any representatives of their big brother chapters who may be in Trenton on their way to or from the Congress or at any other time. The house at 810 Greenwood Avenue will be open all summer and these visits are not only welcomed, but solicited. We will see you at Atlanta in September.—CHARLES L. PLANT.

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Marquette Reviews College Year

DELTA CHAPTER AGAIN comes to the time when it must pause to review the events through which it has passed in the college year just closed. Jack Laubenheimer served as president of the Commerce Club, while William Curran and Frank Sheridan have been active on the Marquette Union Board. Elmer Behrens and James Helmer have served as senior and junior class presidents, while Behrens has been an active member of Alpha Sigma Nu honorary society. John Schoonenberg is our chapter representative in Beta Gamma Sigma, and also in the Marquette Accounting Club.

In athletics our first victory of the year was the Interfraternity Wrestling Tournament, due to the fine efforts of Brothers Bjorkholm and Kuehn, who placed first in their weight divisions, and Brothers Sullivan and Bendickson, who were runners-up. Brother Watry also secured a first place, so a shiny new trophy adorns our mantel. Our indoor baseball team is going strong under Manager Jacquart, and the ability of Brothers Bishop and Watry promises to bring us a tennis title. Chet Nigbor, weighing only 106 pounds, landed first place in the 115 pound class event, and now is the proud possessor of a championship medal. Brother George Knick has joined the coaching staff at Marquette University, where he will be in charge of the varsity golf squad. Don Elert is one of the mainstays on this squad. Carl Sterbenk and Joe Doherty are varsity track lettermen.

Our trophy winning ability is not confined to athletics alone. Two of the three members (Brothers Curran and Laubenheimer) of the College of Business Administration debating team are members of the chapter, and this team won first place in the university debating tournament.

Our active chapter turned out en masse to the annual Delta Chapter Founders' Day banquet held at the North Hills Country Club on May 9, with over 100 members present. On June 13 we will have our annual spring formal dinner-dance, and the Milwaukee Yacht Club will again be the scene of this enjoyable event.

Hope to see you in Atlanta next September.—JAMES HELMER.

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De Paul Elects Officers

TO BRING THE YEAR 1935-1936 to a climax Alpha Omega Chapter held its annual election of officers on Friday, May 8, at the Lake Shore Athletic Club, Chicago, and takes this occasion to announce its new officers for the coming year. Jack Loughnane, a junior, succeeded Brother Hoyler to the office of head master. Brother Hoyler was elected to the office of senior warden. The new junior warden is Donald MacAllister. Willis Porter will act as scribe, Emilio

de la Garza as treasurer, and James Strickland as historian. Brother Mueller will continue in the role of chapter adviser. To represent Alpha Omega Chapter at the Twelfth Grand Chapter Congress at Atlanta this September, Jack Loughnane was selected as delegate. Bill Porter will act as alternate. Nick Kohl will handle the news for the magazine and edit the *Alpha Omega News*.

And as plans are laid for the next year, college life is drawing to a close for three Deltasigs of Alpha Omega Chapter. Eugene Gacki, Dominic Ferro, and George Umhofer will depart from the active chapter when they graduate on June 10. To these men Alpha Omega Chapter extends its best wishes for their success in the future.

The active chapter is planning for 100 per cent attendance at the convention in September. For those who missed the 1933 convention this one will be an innovation; and for those who attended the last one this will be an even greater incentive to be there when the first session opens. The chapter feels confident that it will be well represented, not only by its regular delegate, Jack Loughnane, but by the remainder of the actives and by alumni as well. Aside from the business sessions, everyone is anxious to meet some of those Georgia "peaches."

The social activities at De Paul have consumed a great deal of the Deltasigs' time at De Paul. The spring season opened with the Panhellenic dance on April 18, in the Crystal Ballroom of the Blackstone Hotel. Alpha Omega Chapter contributed a table of twelve couples. The ensuing weeks saw a series of smaller school dances which were well attended by the Deltasigs. The Senior Ball climaxed the season on Saturday, May 9, at the Congress Hotel. And, on Saturday, May 23, the annual Evening Commerce Dinner Dance, headed by Brother J. J. Sullivan, was held in the Grand Ballroom of the Lake Shore Athletic Club.

Honors of the school have been well distributed among the Deltasigs during the past year. Brother Sullivan was chairman of the Evening Commerce Dinner Dance. Brother Roy Mills was elected to Blue Key honorary fraternity. Brother Umhofer, president of the Interfraternity Council, was chairman of the Panhellenic Dance, secretary of Blue Key, and treasurer of Phi Beta Epsilon. Dominic Ferro headed the senior banquet committee.

Inasmuch as this is your correspondent's last article, he would like to take this opportunity to bid his brothers good-by and good luck. And, don't forget, we'll meet at the convention.—GEORGE UMHOFFER

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Cincinnati Completes Busy College Year

NOW THAT THE year's activities are over, Alpha Theta Chapter can look back over a highly successful year. Each member has expressed himself as being well pleased with the interest shown in the chapter functions. New associations and friendly attitudes have been responsible for the addition of ten new members this year, and the prospects for next year are exceedingly bright. We are handling



KAPPA CHAPTER

our membership problem in a much more effective manner than heretofore, and we hope to continue making progress along these lines. A series of smokers, with a cooperative spirit prevailing at each smoker, was the plan used at our last rushing season. Delta Sigma Pi Founders' Day, and also Homecoming, were celebrated by the chapter with a well planned program. Our winter formal at the Gibson Hotel was particularly enjoyable. The activities of the Student Council and the Commerce Club were directed largely by members of our chapter, and we hope to have even more members prominent in these organizations next year. We particularly remember the visit of Grand Secretary-Treasurer "Gig" Wright at our chapter last fall, and his message so inspired the brothers that everything we heard from them on was "let's do this for Gig."

Several brothers who are launching out in the business world in June are also expecting to enter matrimony during the summer, which brings to mind the annual picnic we have each summer for members of Alpha Theta Chapter, their wives and girl friends.

No definite plans have been formulated for our delegation to Atlanta to attend the Twelfth Grand Chapter Congress in September, but judging from the interest and conversation around the chapter we should have a large delegation. We extend to each member of the Grand Council and to every member of the fraternity our wish for a pleasant summer vacation and a hope of seeing you in Atlanta next September.—EUGENE ZIMMERMAN.

Nebraska Holds Spring Initiation

ALPHA DELTA CHAPTER at the University of Nebraska has shown marked progress this year. A brief résumé of our activities indicates that we have held business meetings once a week and two professional meetings each month, when prominent business men of Lincoln have spoken before our chapter and guests in our club rooms at the Hotel Lincoln. Preparations are now under way for a late spring initiation, with six initiates, which will bring our total for the year to 15, which isn't so bad when we started the year with fewer than half a dozen members. We are also looking forward to an enjoyable spring party with Phi Chi Theta, commerce sorority, which will be held in May at the Lincoln Shrine Country Club.

Our newly elected chapter officers are: head master, Robert Williams; senior warden, Frank P. Holms; junior warden, Edward D. Markytan; treasurer, Quinn H. Scott; scribe, James L. Gray, and DELTASIG correspondent, Richard N. Becker. We hope a number of our members will be able to attend the fraternity convention in Atlanta next September.—RICHARD N. BECKER.

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Looking Toward Atlanta

HERE AT COLORADO we are excited, and of course we are anxious, for the Grand Chapter Congress of Delta Sigma Pi causes just that feeling. We are one of the chapters which will fully appreciate such an opportunity as a national convention affords, to provide a mighty fine vacation, as well as to make desirable contacts, both undergraduate and alumni, with many fraternity brothers from near and far. Our head master of course will be our delegate next September, but we hope to have at least three or four other members present with him, and we are looking forward to meeting many Deltasigs in Atlanta.

Our spring initiation was held late in May, which brought our total number of initiates for the year to around 15. We feel we have had a mighty fine year, and prospects for next year are equally satisfactory.—ROBERT M. RAZOR.

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Drake Holds Farewell Dinner

ALPHA IOTA CHAPTER at Drake University entertained the members of the Des Moines Alumni Club of Delta Sigma Pi, members of the faculty of the College of Commerce, and eight rushees, at a banquet held April 29 in the tea room of Bishop's Cafeteria. Ralph L. Powers, municipal court judge, was the guest speaker, and Arthur Erickson acted as toastmaster. Members of the alumni club and their wives or lady friends entertained members of the active chapter on May 17 at the Ledges State Park.

Recent chapter elections resulted as follows: Merlen Correll, head master; George Kautz, treasurer, and Wendel Wendt, scribe. Our membership is quite small but we hope to formulate plans for the coming fall which will mean a revival of chapter activity, and our alumni will render valuable service in assisting us in putting over this program. Recognizing that our chapter should play a very important part in the campus life of the College of Commerce, we are making extensive plans for well organized rushing activity next fall and we hope to achieve a much higher standing in the Chapter Efficiency Contest sponsored by the fraternity, at that time.—MERLEN CORRELL.

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Georgetown Initiates Fourteen

WITH ANOTHER SCHOOL YEAR drawing to a close, there is very little time to look back on the mistakes

we have made. Things happen so quickly that one has to look ahead even when attempting to keep up with the modern trend of commerce, science or history. Corrections have to be made as you go along at a breakneck speed.

Men of Mu hang their heads in shame, at this writing, but vow that next year they will do better. We initiated only 14 men this year . . . our quota was 15. Eight the first semester, six the second. Our last initiation was also a joint Chi-Mu initiation banquet, held as usual, at the Mayflower Hotel in Washington. One usually does not realize what it is to be a Deltasig until he has attended some kind of a gathering where he meets only his fraternity brothers. Friendships are there made that last a lifetime . . . and what is better than a friend who has proven his worth? That afternoon, on April 24, these new men were taught their lesson at the house. Then we went to the Mayflower, and there, together they stood with the new men that Chi brought over from Johns Hopkins and learned that life was worth living if you lived the right way. The Chi ritual team did their work admirably. Brother "Bob" Vining of Omega Chapter was the guest of honor at the banquet. Brothers McKewen, Armstrong, Nash, Rinaldi, Missel, Baker, Coutinho, Taylor, and Baggs were at the head table, while the remainder of the 70 odd present were spread over the rest of the dining room. Congratulations must be extended to Chi for the representation that came over. Brother Vining proved to be a good speaker.

But even though we did not quite reach our goal, events that created interest have taken place since the last publication of this quarterly, and we think that some of this space could be spared to let us brag about them. We had two professional smokers since then, and there is another one scheduled. The first one was held in April at the Mayflower Hotel. Our guest speaker that night was His Excellency Youssef Bey, Egypt's ambassador to this country. For a half hour he held the gathering of Chi and Mu alumni, undergraduates and guests interested in matters concerning future commercial relations between Egypt and the United States, and spoke on the future possibilities a man of commerce has in his native land as compared to our own United States.

Our other smoker was held at the house at 1809 R Street. Professor Verner of our Economics department spoke on the set-up of The Great Atlantic and Pacific Tea Co. He explained the workings of the organization from the top to the bottom. This happened on April 13, and it lasted three hours.

As is customary within the realm of Delta Sigma Pi, the election of officers takes place once a year in each chapter. Pat Rinaldi, our helmsman for the past year, was reelected head master. He successfully steered us through many narrow channels, and when stormy weather was brewing, Pat was right on the job, day or night. He steered us to the port we are now in, and the trading has been very profitable. His reward will be success, and another chance to steer our ship of progress. Dave Gilsinn was chosen for the post of senior warden. Dave is an ex-army officer, so his charges will be well taken care of. Our junior warden is Bob Wilks, and he has a job on his hands for next year. In spite of the fact that John Sheldon is our treasurer, he is well liked by the fellows. Even the Central Office should have a warm spot in their hearts for him, for I never saw a man that would make a better dues collector. Tom Bayard is still our scribe and stenographer. He did a good job last year and has promised to keep the same high standard during next year.

Our last social event of the year was a combination of our spring formal and our chapter birthday. It was held on May 16 at the Hamilton Hotel. There were over 30 couples present, and a grand time was had by all, because the food was good, the speeches were short, and the dance floor was not crowded. Earl Nash, our deputy director, was the toastmaster. Among those at the head table was Brother B. Carroll Reece, Alpha. Brother Reece is now on Capitol Hill as representative from the first Congressional district of Tennessee. He told us the part Delta Sigma Pi played in his early struggle for success.

There is only one thing that we have left to look forward to, and that is the Grand Chapter Congress in September. Our head master is going to be our official representative,

but there will be more of us on the register, so save your dimes and we will see you in September. Before you start down, find out where our new house is located, and we will attempt to show you the high spots in Washington. Until then, have a cool and prosperous summer.—TOM RADZEVICH.

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Boston Holds Interesting Professional Meetings

SINCE THE LAST report of our activities events at Gamma have transpired in such rapid succession that the dexterous pen of our worthy historian has been traveling at an accelerated pace. An inventory of our present and potential progress indicates we have not forgotten our bigger and better New Year's resolutions. Outstanding among all events has been the noticeable increase in alumni attendance.

On Wednesday, March 25, the bells in the Gamma Tower pealed their invitation to the local Deltasigs to convene at the Brunswick Hotel for a professional smoker. Such was the turnout that the foundation of this palatial hostelry sagged beneath the weight of the members and their guests. The speaker of the evening was Mr. Edward E. Chute, manager of the transit department of the Shawmut National Bank. Our guest speaker dealt with current problems in connection with the recent disastrous flood and the functions of a bank as a business agent of the people. The subject of the flood was a timely one as a few of the brothers came from districts covered with water. Some of them were even heard humming the Broadway Gondolier even though the song has long since passed from the public fancy. Following the talk by Mr. Chute, many took part in a lively discussion period which was instructive and interesting. As a climax the audience polished off the ice cream and cake with great gusto.

For our professional meeting on Monday, April 13, we had as our principal speaker Brother Leo Caldwell, a prominent lawyer and attorney for the Gillette Razor Co. His topic was current legal problems in a keen industry. Without exception he was by far the best speaker in many a moon. Rather noteworthy was his expression that conveyed the idea that he expected to be laid off, as for example, "In 1931, I again put the mattress outside the window." In spite of taking this precaution many times he is still holding forth at the same old stand.

The following Thursday was election day. Chapter officers elected for next year are: head master, Lou Gilbert; scribe, Bob Wallace; treasurer, Tom Walsh; senior warden, Ed Batchelder, and junior warden, Jack Mara.

Brother Gilbert, who sings in the B.U. Glee Club and is Lawrence Tibbetts' only dangerous rival is one who believes in starting from scratch and has already made considerable progress in laying the foundation for an active and successful year. Lou is chairman of our spring formal which will be held June 5 to celebrate Gamma Chapter's twentieth birthday. To date ticket returns indicate the affair will be well attended by the Gamma boys and their guests.

Our activity at the moment consists of keeping the oven warm for the ten sturdy neophytes who are going through. With our capable chapter officers and the additions to our ranks, we perhaps may be pardoned for donning rose tinted glasses as we look toward next year.—JOHN F. PELROSE.

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Denver Elects New Officers

AT THE BEGINNING of the third quarter the Alpha Nu Chapter passed into the hands of a new administration. The results of the election were as follows: head master, James McCool; senior warden, Robert Bass; junior

warden, Gene Stewart; chancellor, Tharpe Baldwin; treasurer, Robert Miles; secretary, Glenn Davis; chapter adviser, Ernest A. Zelliott. The retiring administration was given a vote of thanks for their great work in maintaining the high level of Alpha Nu. The new officers have pledged themselves to uphold the high standards of the chapter.

The spring quarter initiation will be held on May 29, with preparation being made for the initiation of three new members. On May 22 the chapter held its annual senior farewell frolic consisting of a dinner held at the Parisienne Rotisserie Inn and a dance held at the Lakeside Park. Herbie Kay's orchestra officiated at the dance. The three seniors graduating, William Jacobs, Royal Gelder, and Robert Moore, were given a big send-off into the business world.

As the school year is nearing its closing we find Robert Bass and Gene Stewart with their two heads together figuring out the rush program for the summer months. At the writing of this article they are still figuring.—GLENN R. DAVIS.

I Hitch-Hiked to Mexico

(Continued from page 128)

and the next morning I headed east. On that day I managed to get a lift that took me into Louisiana. For 50 cents I secured a tourist cabin and took a shower. The next morning I got a ride for about a hundred miles and then had to stand in a store doorway for hours because of a heavy rain. When you need a ride most, you can't get one. However, I managed to reach New Orleans that night. I spent a day looking the town over. I also spent some time in attempting to land a job on a ship bound for an eastern port, but was unsuccessful. I did receive an offer of a chance on a ship Liverpool bound, but the thought of the opening day of college in the fall and the prospect of another year at college deterred me.

A kindly truck driver carried me all the way to Birmingham, Alabama. From there on my rides were short and numerous. I secured rides from all types of people, farmers, laborers, professional men, insurance salesmen (a good many of these), truck drivers. I had an itinerary fairly well mapped out in advance which I stuck to as close as possible, but I had to go where the drivers were headed for. I visited Atlanta, Georgia, went through South and North Carolina, and two days after I left New Orleans I landed in Richmond, Virginia. The next day, nine days out of Monterrey, Mexico, and a mighty tired boy, I arrived in Washington. Outside of Washington I secured a lift into New York, having to do part of the driving, and also purchase part of the gas, but it was worth it. I spent all of the next day in New York, and since I didn't feel sleepy I checked my suitcase and wandered around the city all night, fascinated by the lights and activity. I saw some pitiful sights, and I also bought a young fellow a meal and gambled away a few coins in a slot machine. Entirely fed up with the whole affair, I finally walked into a bus station and invested the last of my money in a ticket for Boston.

The next day, which was the last of August, and twelve days after leaving Monterrey, I arrived home. I counted the change in my pocket. I had 20 cents.

Atlanta—Gate City of the South

(Continued from page 104)

lively, gay. There is always something to do, something to see.

Atlanta also possesses an attraction that will be of particular interest to you Deltasigs, and that is the Deltasig Lodge. Situated about 14 miles from the heart of the city, there are facilities for tennis, baseball, swimming, steak fries, billiards, etc. Situated in the country in a picturesque setting, our lodge is a veritable park in itself. Our members secure a lot of enjoyment in frequenting this country estate of ours, and we hope you will be our guest there next September.

On behalf of Kappa Chapter I wish to extend a cordial and fraternal welcome to you Deltasigs everywhere to attend the Twelfth Grand Chapter Congress next September. Help us to make this Grand Chapter Congress one of the best, if not the best, the fraternity has ever held. You will not only enjoy yourself, but you will have the opportunity to broaden your knowledge of our fraternity, your fraternity, my fraternity, to realize the value of membership in Delta Sigma Pi, and to make new acquaintances, as well as to further old acquaintances already made. You will be a different person upon your return from the convention. We will be looking forward to seeing you all in Atlanta next September.

The Young Guard Advances

(Continued from page 112)

charge of the Washington office of Wooden and Benson, he is now a practicing C.P.A. on his own account.

Thus we complete the brief story of 20 of the young guard of Chi Chapter, all of whom have carved a niche for themselves in the business, the professional, and the civic world. It is also interest-

ing to note that eight of these twenty outstanding Chi members are also life members of Delta Sigma Pi. I am marking a notation on my calendar twenty years hence, to rewrite this little story about these outstanding men of Chi Chapter, bringing it up to date at that time. I am curious to know what the years will tell, but I am also confident that it will be a story of further advancement up the ladder of success for each of them.

With the Alumni

(Continued from page 131)

To Brother and Mrs. Thomas E. Feten, *Northwestern*, on March 21, 1936, a daughter, Judith Ann.

To Brother and Mrs. James D. Smith, *Georgia Tech*, on April 6, 1936, a son, James Donald, Jr.

Obituary

ROBERT M. STUEBING, *Alpha Theta 64*. Born September 3, 1908, at Cincinnati, Ohio; initiated into our Cincinnati chapter October 21, 1928; died September 11, 1935. Brother Stuebing died suddenly at his home in Cincinnati. He received his education at the University of Cincinnati, where he was exceedingly active in all Delta Sigma Pi functions.

CHESTER BERNARD HILL, JR., *Theta 70*. Born May 20, 1898, at Dayton, Ohio; initiated into Theta Chapter March 24, 1923; died January 25, 1936.

JOHN PERRY MITCHELL, JR., *Xi 82*. Born March 30, 1899, at Sterling, Massachusetts; initiated into our Michigan chapter as an honorary member on October 8, 1926; died suddenly February 23, 1936, from an abdominal operation in New York City. He received his education at Dartmouth and Harvard, where he received his A.B. and M.A. degrees, and was also honored with membership in Phi Beta Kappa. From 1925 to 1929 he was assistant professor of Business Administration at the University of Michigan. In 1929 he left Michigan to teach at the Harvard Business School. Later he left Harvard to become an assistant director of the General Education Board of the Rockefeller Foundation in New York City where he worked under Dr. Edmund E. Day, former dean of the School of Business Administration at the University of Michigan. Brother Mitchell was a man who took a very active interest in Xi Chapter while at the University of Michigan.

THE DELTA SIGMA PI OFFICIAL FRATERNITY RING



Here is a real man's ring! Of sterling silver, beautifully designed, and containing a large amethyst stone, it is bound to please you. (Photographs are approximately 1½ times actual size.) Orders should be sent to the Central Office of the fraternity, specifying ring size. (Can also be supplied in gold on special order for \$23.)



TWELVE DOLLARS, POSTPAID

- GEORGETOWN** (Mu, 1921), Georgetown University, School of Foreign Service, Washington, D.C. Chapter House: 1809 R St. N.W.
- GEORGIA** (Kappa, 1921), University System of Georgia Evening School, School of Commerce, Atlanta, Ga.
C. Edwin Martin, 122 E. Mercer Ave., College Park, Ga.
- GEORGIA** (Pi, 1922), University of Georgia, School of Commerce, Athens, Ga.
Walter P. Moore, Kappa Sigma House.
- INDIANA** (Alpha Pi, 1925), University of Indiana, School of Business Administration, Bloomington, Ind.
Richard McCracken, Jr., Sigma Chi House.
- JOHNS HOPKINS** (Chi, 1922), Johns Hopkins University, School of Business Economics, Baltimore, Md.
Paul G. Leroy II, 2562 Edmondson Ave.
- KANSAS** (Iota, 1921), University of Kansas, School of Business, Lawrence, Kan.
George M. Flint, 1603 Louisiana St.
- LOUISIANA STATE** (Beta Zeta, 1929), Louisiana State University, College of Commerce, Baton Rouge, La.
Kermit A. Williams, 646 North St.
- MARQUETTE** (Delta, 1920), Marquette University, College of Business Administration, Milwaukee, Wis. Chapter House: 604 N. 14th St. (Broadway 0503).
- MIAMI** (Alpha Upsilon, 1927), Miami University, School of Business Administration, Oxford, Ohio.
Forrest E. Williams, 7 Elliot Hall.
- MICHIGAN** (Xi, 1921), University of Michigan, School of Business Administration, Ann Arbor, Mich. Chapter House: 1502 Cambridge Rd. (5518).
- MINNESOTA** (Alpha Epsilon, 1924), University of Minnesota, School of Business Administration, Minneapolis, Minn. Chapter House: 1029 Fourth St. S.E. (Geneva 9309).
- MISSOURI** (Alpha Beta, 1923), University of Missouri, School of Business and Public Administration, Columbia, Mo.
James H. Davis, 1002 University.
- NEBRASKA** (Alpha Delta, 1924), University of Nebraska, College of Business Administration, Lincoln, Neb.
Robert W. Williams, 900 S. 14th St.
- NEW YORK** (Alpha, 1907), New York University, School of Commerce, Accounts and Finance, New York, N.Y. Chapter House: 21 W. 12th St. (Gramercy 5-9898).
- NORTH CAROLINA STATE** (Beta Delta, 1929), North Carolina State College, School of Science and Business, Raleigh, N.C.
Mario Comolli, Box 3037, State College Station.
- NORTH DAKOTA** (Alpha Mu, 1925), University of North Dakota, School of Commerce, Grand Forks, N.D.
William A. Kunkel, 2808 University Ave.
- NORTHWESTERN** (Chicago Division—Beta, 1914), Northwestern University, School of Commerce, Chicago, Ill. Chapter House: 42 Cedar St. (Delaware 0957).
- NORTHWESTERN** (Evanston Division—Zeta, 1920), Northwestern University, School of Commerce, Evanston, Ill. Chapter House: 1914 Sherman Ave. (Greenleaf 9348).
- OHIO STATE** (Nu, 1921), Ohio State University, College of Commerce and Administration, Columbus, Ohio. Chapter House: 1968 Iuka Ave. (University 1576).
- PENNSYLVANIA** (Beta Nu, 1932), University of Pennsylvania, The Wharton School of Finance and Commerce and Evening School of Accounts and Finance, Philadelphia, Pa. Chapter House: 3902 Spruce St. (Baring 9096).
- PENN STATE** (Alpha Gamma, 1923), Pennsylvania State College, Department of Commerce and Finance, State College, Pa.
Richard C. Holland, Theta Xi House.
- PITTSBURGH** (Lambda, 1921), University of Pittsburgh, School of Business Administration, Pittsburgh, Pa.
James A. Sands, 514 Berkshire Ave.
- RIDER** (Beta Xi, 1934), Rider College, College of Business Administration, Trenton, N.J. Chapter House: 810 Greenwood Ave. (2-4215).
- SOUTH CAROLINA** (Beta Gamma, 1929), University of South Carolina, School of Commerce, Columbia, S.C.
Patrick C. Smith, University of South Carolina.
- SOUTH DAKOTA** (Alpha Eta, 1924), University of South Dakota, School of Business Administration, Vermilion, S.D.
J. Carlton Poole, 105 N. Yale St.
- SOUTHERN CALIFORNIA** (Phi, 1922), University of Southern California, College of Commerce and Business Administration, Los Angeles, Calif. Chapter House: 700 W. 28th St. (Prospect 7683).
- TEMPLE** (Omega, 1923), Temple University, School of Commerce, Philadelphia, Pa. Chapter House: 1857 N. 17th St. (Poplar 9093).
- TENNESSEE** (Alpha Zeta, 1924), University of Tennessee, School of Commerce, Knoxville, Tenn.
James V. Watson, 309 Minnesota Ave.
- TEXAS** (Beta Kappa, 1930), University of Texas, School of Business Administration, Austin, Tex.
Raymond J. Martin, 304 E. 10th St.
- UTAH** (Sigma, 1922), University of Utah, School of Business, Salt Lake City, Utah.
Cecil E. Crawford, 453 Edith Ave.
- WASHINGTON** (Alpha Chi, 1928), Washington University, School of Business and Public Administration, St. Louis, Mo.
William J. Randall, 4943 Odell St.
- WISCONSIN** (Psi, 1923), University of Wisconsin, School of Commerce, Madison, Wis. Chapter House: 132 Breese Terrace (F-1725).



DIRECTORY OF ALUMNI CLUBS

The frequency of meeting of each alumni club is shown immediately following the name of the city in which the alumni club is situated; the telephone numbers of the president and secretary are shown immediately following their names and addresses:

- ATLANTA**—Luncheons, every Friday, 12:30 p.m.
Pres. R. L. Brandes, General Electric Co.
Sec. Alex A. Lindholm, Fulton National Bank WA 1571
- BALTIMORE**—Luncheons, every Thursday, 12 noon
Pres. J. Hugh Taylor, 3634 Old York Road Chesapeake 6262
Sec. Charles Steinbock, 1931 E. 31st St. Chesapeake 5872
- BOSTON**—
Pres. Edgar B. Pitts, 525 Boylston St.
- BUFFALO**—Dinner, second Friday each month, 6:30 p.m.
Pres. Ronald E. Daniels, 138 Elmer Ave.
Sec. Gustav H. Poppenberg, 10 Carlton St.
- CHICAGO**—Dinner, second Tuesday each month, 6:30 p.m.
Pres. D. L. Toffenetti, 225 S. Wabash Ave. Wabash 7683
Sec. Leslie H. Korsan, 4314 N. Keystone Ave. Palisades 9780
- DENVER**—Meeting, first Monday each month, 8 p.m.
Pres. Coval Diehl, 3040 Tennyson St. Gallup 0958
Sec. Griffin Wright, 1660 Washington St. Main 6355
- DES MOINES**—
Pres. Lee A. Shelton, 3206 Center St.
- DETROIT**—Luncheons, every Tuesday, 12 noon.
Pres. Arthur W. Schultz, 2360 W. Grand Blvd. Garfield 3097-M
Sec. John T. Birney, 1317 Penobscot Bldg. Townsend 7-7300
- HOUSTON**—
Pres. F. E. Wallace, 3617 Montrose Blvd. H-8060
Sec. R. Earle Palmer, 2003 Colquitt Ave. F-2141
- KANSAS CITY**—Dinner, third Thursday each month, 6:30 p.m.
Pres. Roy W. E. Pemberton, Shell Petroleum Corp. Grand 0722
Sec. Lloyd W. Lobb, Washburn-Crosby Co. Victor 7630
- LOS ANGELES**—
Pres. R. J. Stubbs, 1227 Redondo Blvd.
Sec. Clarence E. Reese, 700 W. 28th St.
- MADISON**—Dinner, fourth Wednesday each month, 6 p.m.
Pres. Roy D. Ormond, 3336 Norris Court Fairchild 1076
Sec. Berlyn Oestreich, 132 Breese Terr. Fairchild 1725
- MILWAUKEE**—Dinner, first Monday each month, 6:30 p.m.
Pres. Ivan Carlson, 925 W. Clarke St. Concord 1920-J
Sec. Dale Stenz, 839 N. Marshall St. Beacon 0495-W
- NEW YORK**—Dinners, first and third Tuesdays, 6 p.m.
Pres. J. Joseph Keane, Snowden & McSweeney Co. Plaza 3-0153
Sec. James A. McBain, 18 Pine St. John 4-2000
- OMAHA**—
Pres. Floyd E. Walsh, 2869 California St. JA 4573
Sec. Rudolph E. Nordgren, 204 Paxton Court
- PHILADELPHIA**—
Pres. Frank P. Greenwood, 6215 Wayne Ave. LOCust 3800
Sec. S. A. Johnson, 234 Buckingham Place RITtenhouse 4550
- ST. LOUIS**—Meeting, second Monday each month, 8 p.m.
Pres. Shelton Phillips, 779 N. Euclid Rosedale 4283
Sec. Walter A. Schaefer, 148 Sylvester Republic 1748

Plan to Attend the

TWELFTH

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DELTA SIGMA PI



September 15-18, 1936

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