

# THE MASK

OF KAPPA PSI  
PHARMACEUTICAL  
FRATERNITY



## “LEST WE FORGET”

FROM THE  
CONSTITUTION AND BY-LAWS

4. SEC. 2. *Objects and Purposes.*—The Objects and Purposes for which this body is formed are to conduct a mutual fraternal organization, having for its object the mutual advantages of its members; and, to this end, to unite in fraternal bonds persons of good character and sound mental health, by conferring upon them such degrees as are prescribed by the ritual of the Fraternity; which degrees are designed to exemplify industry, sobriety, mutual fellowship and esteem; to inculcate nobility and courage of mind and heart; and to further in every way possible the advantages of its members, socially, morally and intellectually; also to foster pharmaceutical research and high scholarship.

*April, 1938*

# THE MASK

*of Kappa Psi Pharmaceutical Fraternity*

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## THE PENALTY OF LEADERSHIP

☛ In every field of human endeavor, he that is first must perpetually live in the white light of publicity. ☛ Whether the leadership be vested in a man or in a manufactured product, emulation and envy are ever at work. ☛ In art, in literature, in music, in industry, the reward and the punishment are always the same. ☛ The reward is widespread recognition; the punishment, fierce denial and detraction. ☛ When a man's work becomes a standard for the whole world, it also becomes a target for the shafts of the envious few. ☛ If his work be merely mediocre, he will be left severely alone—if he achieve a masterpiece, it will set a million tongues a-wagging. ☛ Jealousy does not protrude its forked tongue at the artist who produces a commonplace painting. ☛ Whatsoever you write, or paint, or play, or sing, or build, no one will strive to surpass or to slander you, unless your work be stamped with the seal of genius. ☛ Long, long after a great worker or a good work has been done, those who are disappointed or envious continue to cry out that it cannot be done. ☛ Spiteful little voices in the domain of art were raised against our own Whistler as a mountebank, long after the big world had acclaimed him its greatest artistic genius. ☛ Multitudes flocked to Bayreuth to worship at the musical shrine of Wagner, while the little group of those whom he had dethroned and displaced argued angrily that he was no musician at all. ☛ The little world continued to protest that Fulton could never build a steamboat, while the big world flocked to the river banks to see his boat steam by. ☛ The leader is assailed because he is a leader, and the effort to equal him is merely added proof of that leadership. ☛ Failing to equal or to excel, the follower seeks to depreciate and to destroy—but only confirms once more the superiority of that which he strives to supplant. ☛ There is nothing new in this. ☛ It is as old as the world and as old as the human passions—envy, fear, greed, ambition, and the desire to surpass. ☛ And it all avails nothing. If the leader truly leads, he remains—the leader. ☛ Master-poet, master-painter, master-workman, each in his turn is assailed, and each holds his laurels through the ages. ☛ That which is good or great makes itself known, no matter how loud the clamour or denial. ☛ That which deserves to live—lives.

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## RELATION OF PHARMACIST AND PHYSICIAN

By DR. CHARLES E. WILSON, Sigma

Past President of the Mississippi Pharmaceutical Association and  
of the Mississippi Board of Pharmacy

As an after thought to the above heading it would seem that to deal with this subject under present day conditions the heading PHARMACIST vs. PHYSICIAN might be more appropriate!

To those of the two professions who have been practicing for any length of time, it is evident that there is not only need for a better relationship between the two, but plenty of opportunities whereby it might be undertaken and with results pleasing to both.

In many localities we find a friendship existing between the two when it comes to hobbies or sports, and there it seems to come to a rest. When a professional basis is reached, there seems to be an aloofness that often is termed as "the cold shoulder." Just why this should be it would no doubt be difficult to say, at least to say in words so appropriate that the answer would really answer the question.

For years the professions have, generally speaking, "fought" one another "from hell to breakfast." There have been statements made by individuals of both professions which were detrimental to the welfare and understanding of the other. In many instances these assertions have been only too true. Time has shown that such tactics have never accomplished anything but a widening of the breach, when, by a closer relationship and a little actual give and take, it would have been possible to reach a closer understanding and thereby make friends instead of enemies.

Some people have been fortunate in being in a position where they could rub elbows with the physicians and the pharmacists, and in so doing determine if there were any methods that could be used to heal wounds that centuries of selfishness and bickerings have kept in an ulcerated condition. These people are frank to say that it can be done, but that it will require an adjustment which education and sincerity alone can accomplish, and to this must be added the element of time. In other words, it cannot be accomplished over night; but a mighty good start can be had in almost that short period of time.

If there were ever two professions which were so interlocked, which were so dependent upon each other in order to seek perfection, and yet were so independent in their actions, efforts to find them have not as yet proven successful.

There is an old saying "DO NOT PICK AN OLD SORE." That trite saying would make a good motto for the two professions to adopt in an effort to increase better relations. What good does it do to cuss the doctor for dispensing? What good does it do him to cuss the pharmacist for the so-called counter-prescribing? In many instances, if we sift the accumulation of evidence from the chaff of testimony, we

will find that hatred and pure unadulterated selfishness are the background for these actions.

We can improve our relationship with the physician, and in more instances than we imagine he will accept our efforts at their face value and show an inclination to reciprocate. This is not an idle statement, it has been proven year after year, and during the past three or four years it has been proven more conclusively than ever. The physician welcomes an opportunity to improve his service to his patients, and he will welcome your efforts if you actually have something to show him. Convince him that you wish to work for instead of against him, and back this up with sincere efforts to do so.

If the pharmacists are willing to let go of some of the time and the efforts, as well as money for advertising, that they have placed on soda water, patent medicines and toilet articles, and place this on the rebuilding of their prescription department and making it mean something more than an empty phrase, they will have then started at the foundation and have something to build upon. The prescription department is the keystone to the drug business. The past twenty-five years however, would indicate that many pharmacists have taken the keystone and shaped a tombstone therefrom!

The pharmacist, the physician and indeed no one, can expect the other fellow to have more respect and admiration for their business or profession than they have. We cannot have such respect when we ignore all laws of civil or professional life. We must create a confidence and back that confidence with sincerity if we wish it to permeate into the mind of the physician or layman.

The numerous side lines that the average drug store has carried in the past have been torn down by ruthless "so-called" merchandising, until there is little left to turn to for an existence but the prescription end of the business and the medical profession.

We cannot expect them to give us any consideration professionally if we are always cutting their throat, professionally speaking. It's just human nature for one to resent such conditions. We do ourselves, when we claim that so-and-so is just an old dispensing doctor, and every time we make such a statement or think of it we are building a barrier between the two professions that will take a long time to tear down.

How can we improve our relations with the physician? Before we go further it is well to remember that "WE CANNOT SERVE TWO MASTERS." Before we attempt to improve our relations with the physician, we will have to improve ourselves. If we are interested in the professional end of the business, we must start with our prescription department. See that it is neat and clean; that we have equipment with which to practice the art "Secundem artem"; and be sure that in this equipment are at least the latest editions of the U.S.P. and the N.F. The more professional books you have the better equipped you will be.

The next move is to decide whether you are willing to face facts, those

that are yours and of your profession; then, are you willing to admit yours and overlook or minimize those of the medical profession? Are you sincere in your desire to know your physician better, can and will you demonstrate to him that you are, day in and out? Will you remember that when you graduated you failed to know all there was to be known, even about your own profession? Will you make an effort to recall that graduation was only COMMENCEMENT for you, and that in order to keep abreast of times you are willing to study and study and keep on studying in order that you might at least make an effort to know what you want to say, when you want to say it to the physician? To many of you these questions and their answers will seem foolish, but they are no more foolish than the activities we have dealt with for many years, and they will appear more foolish to those who are not interested in the professional side of the drug business than to others.

We spend nice sums on advertising everything pertaining to our store each year, but how many of us pay any attention to the greatest single factor that we have in our midst, the PHYSICIAN? How many of us pay any monies along sensible lines in order to promote our professional business?

The physician wields a far greater power in your community in shaping the thought of the public toward the success or failure of your business than most of us realize. The only reason that thousands of retail drug stores have not been put out of business by the physician can be attributed to the fact that he is MERCIFUL. Had he used the information at his command plus the resentment that had been built up in his mind to advantage, then many retail drug stores would have realized actually what real antagonism could mean.

With closer relationship it means that both professions can and will improve, mentally, physically and financially. It means also that with this improved relationship petty jealousy is not permitted to cloud the issue to the extent that both professions forget their duty to humanity, which in reality is our only excuse for being either pharmacist or physician.

There are more physicians in the United States who are desirous of changing these deplorable conditions than one would imagine. There are a greater number who are sincere in this desire than you would think, but, their thoughts and desires amount for nothing unless they can find among the pharmacists a corresponding disposition. There are more physicians in the United States who want to consult the pharmacist about professional matters than there are (in proportion to the number) pharmacists who are equipped or even willing to help them. These statements are borne out by actual facts, and will apply to any State where certain interprofessional work has been going on for sometime.

There is no desire in this article to suggest that you eliminate your soda fountain, your patent medicines, your toilet articles or any other commodity, and resort to the so-called "Ethical Pharmacy." If you are

capable, have the experience and the equipment, and will promote your professional department, you can do just as good prescription work as any other type store.

If you will make an effort to include with your equipment and your knowledge the thought that you will build each prescription up to a standard instead of down to a price, you will have made a start that will show results that please you and the banker, or whoever is furnishing the financial backing. A cheap looking container for a prescription is a boost to indifference, and indifference soon runs amuck. Indifference betrays the inner thought of ourselves; its breeds discontent but it never builds confidence. Trying to sell a prescription at a loss in order to keep the corner store from getting it, usually means that the corner store eventually gets the business and you get the experience; and it is seldom one can pay off a note and interest with such net results.

For years we have tried our present relationship to the physician; it has not been productive of good results; isn't it about time that we changed our tactics? We cannot do any worse than we have done, and there is an opportunity to improve conditions. The opportunities are so great that the surface has not been scratched.

Are you big enough to admit a mistake and then big enough to help correct it? Let's improve our relationship with the medical profession.

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## MOSQUITOES

By THE UNITED STATES PUBLIC HEALTH SERVICE

It is important that every pharmacist should know something of the rôle played by insects in the spread of disease. The purpose of this article is to tell something about an insect which is a menace to health, namely the mosquito, particularly that mosquito belonging to the genus *Anopheles*, commonly known as the malarial mosquito.

Mosquitoes differ greatly in their habits. Some species of mosquitoes are most commonly found near the home of man. These species are almost exclusively found close to human habitations. This is particularly true of the species commonly known as the yellow fever and dengue mosquito. Another species which may be called the wild mosquito frequents the common salt marshes such as those which are found on the Atlantic coast and seldom frequents the habitations of man. A third class, sometimes called the semi-domestic class, may be found both about human habitations and in swamps and fields. It is to this semi-domestic class of mosquitoes that the genus *Anopheles* belongs. The genus *Anopheles* is the mosquito commonly associated with the spread of malaria and known as the malarial mosquito.

In order to understand the ways and means by which mosquitoes may be eradicated and malaria prevented it is necessary to know something about the life history and habits of mosquitoes. Mosquitoes pass through four stages, the first stage, the egg or embryo; the second

stage, the larva; the third, or pupa stage, and fourth the imago or adult winged insect. The three earlier stages in the life of a mosquito are aquatic, that is, these stages are passed in water. A great many people still think that mosquitoes breed in wet grass, woods, or bushes, because they have seen the winged insects frequently resting in such places. Mosquitoes do not breed in vegetation or on the wet grass or bushes.

Mosquitoes differ not only in their habits but also in the character of their breeding places. The yellow fever mosquito and others of the first species mentioned, sometimes known as domestic mosquitoes, may be found breeding in almost any collection of water near human habitation. They have been found in old tin cans containing water, in broken bottles, in tubs and barrels, in cisterns and wells, in flower pots, in eave gutters, in stagnant roadside pools, ditches and puddles, sewers and cess-pools.

The species of mosquito to which the malaria-bearing insects belong may be found breeding in partly filled water barrels, in the hoofprints of animals, in old tin cans, in hollow tree stumps, and in postholes. They usually seem to prefer, however, grass bordered pools, ditches through which water flows but slowly, the margins of lakes and streams, especially if these marginal reaches are shallow and are more or less choked with water plants and reeds which afford protection to the mosquito from small fish.

Some species of *Anopheles* breed frequently on the edges of fairly free running brooks. The wild mosquito selects a breeding place of much the same character. They are frequently found associated with the malarial bearing species, except that these breeding places are more or less remote from the homes of man, in swamps, coastal marshes both fresh and salt, and in forests.

Male mosquitoes are vegetarians. The females of many species of mosquitoes have developed a taste for blood and blood has become indispensable to nearly all female mosquitoes for the development of their eggs. The female mosquito usually lays her eggs upon the surface of the water. The eggs of some species float separately on their sides. This is true of the eggs of the *Anopheles*. The eggs of other species adhere and float in the form of an irregular mass, like a small raft. In a day or two, under ordinary conditions, the eggs hatch out into larvae, commonly known as wiggle tails. The larva is in reality an aquatic animal, but it is a true air breather. The larva of the malarial mosquito ordinarily rests and feeds at the surface of the water, it usually lies in an almost horizontal position, its tail touching the filmy surface of the water. While in this position the larva breathes through a very short breathing siphon.

The larvae of other species of mosquitoes move about more or less in search of food but at intervals of a minute or two they come to the surface of the water for air. Here, at the surface, they hang head down, attached by conical breathing tubes to the film surface. The mosquito remains in this larva stage for about a week. The length of time,

however, that a mosquito remains in the larva stage varies with the species and for each species varies again with the temperature. The larva is then transformed into a curiously shaped creature known as the pupa.

The pupa remains quietly at the surface of the water except when disturbed. It has no mouth and does not feed. It breathes through a pair of tubes shaped very much like trumpets, which project from the under side of the throat. The pupal stage lasts for two or three days, at the end of which time the adult winged insect emerges from its pupal case through a rent near the breathing tubes.

As short a time as nine days is often all that is required for the life stages of mosquito development. Nine days from the time the eggs are laid, in many cases, the winged insect appears. The time depends upon the temperature and the abundance of food supply. Warmth favors the rapid development of the mosquito, cold retards the growth. Because of that fact, mosquitoes are much more abundant in the summer, early spring and late fall months in the temperate climates. In the tropics, wild mosquitoes become more abundant during the wet season.

Mosquitoes manage to pass through the rigors of the winter. The way in which this is done probably varies with the different species. The malarial mosquito, the *Anopheles*, hides in sheltered places, cellars, dark crannies, and out of the way nooks. Other species survive through the power of the larva or egg to resist cold. The larvae or eggs of some species will hatch even after they have been frozen.

Mosquitoes breed in water, in still water, and in the pools and grassy edges of running water. They lay their eggs on the surface of the water. These eggs float and in a few days hatch into larvae or "wiggle tails." These live in the water and in time turn into pupae or "tumblers" which turn into mosquitoes. There are four changes in the development of mosquitoes, just as there are in the development of butterflies. For mosquitoes, all these changes must take place in water and for *Anopheles* will take from 12 to 16 days in summer weather—longer in cool weather. The larva of the malaria mosquito lies at the top of the water and parallel to it. The larvae of other mosquitoes hang from top head downward. If these hanging larvae are touched they will dive. If the *Anopheles* larva is touched, while it may dive, it will generally scoot backward along the top of the water. They are not a particle alike and once seen, no one will ever mistake one for the other. It is important to recognize the larvae of *Anopheles*—far more important than it is to recognize the mosquitoes themselves because this enables man to find the breeding places of these mosquitoes and destroy them while in the larval stage. *Anopheles* prefer to breed in clean water in small shallow, shady pools with grassy edges. If grass is growing in these pools, so much the better. A marshy piece of ground with small pools among bullrushes and sedges is an ideal place. The grassy edges and quiet pools formed by obstruction on small streams are also favored places as are cattle tracks. They have no objection to running water unless the current is very swift. They occasionally breed in almost any collection of water unless it is very foul

—shallow wells, water barrels, and tin cans, especially if these have leaves or grass in them or frog moss. Generally, however, they avoid barrels, cans and other artificial containers.

It takes usually about fourteen days for the egg to produce the mosquito. If a collection of water dries up completely in less than fourteen days it is not apt to breed mosquitoes. All mosquitoes have a bill and two palpi which lie close to the bill, one on each side. Outside the palpi are two antennae which spread apart. The antennae of the male are plume-like, those of the female are not. One can tell the male from the female because the male has plumes on his head. You can tell the *Anopheles*, malaria bearing mosquito, from the other kinds in the United States which do not convey malaria, by looking carefully at the heads of the mosquitoes. *Anopheles* have straight bills and palpi nearly as long as their bills. The females of the other kinds have short palpi except one kind which has a curved bill. There are other differences. The malaria mosquito is slight and graceful. The wings are generally spotted or dusky.

There is still another important difference. That difference is in the way that they rest on a wall. *Anopheles* rests in a straight line, frequently standing on her head. The others rest "humped up." This is a good way to identify the adult live mosquito and is the one method usually used in practice.

*Anopheles* rarely bite in the day time in the United States. The day mosquito of the South is the yellow fever mosquito. *Anopheles* is shy and easily driven off and will rarely bite you when you are moving about. She is more apt to bite you when you are asleep. Her bite is less painful than that of other mosquitoes and she does not sing so loudly. On this account when mosquitoes are much complained of they are rarely *Anopheles* and there can be many *Anopheles* about without much complaint.

Attention is called to "Key-Catalogue of Insects of Importance in Public Health" prepared by Prof. C. W. Stiles of the U. S. Public Health Service and Dr. Hassall of the U. S. Bureau of Animal Industry. The different genera of insects are cross-referenced to the following subjects:

A, biting insects; B, on cadavers or in graves; C, control of public health pests; D, dermatology (lesions, dermatitis, eruptions, exanthema, parasites, urticaria); E, edible (food, drink); F, excreta; G, food and drink; H, jurisprudence; I, laity (fear, superstition); J, parasites and pseudoparasites (abdomen, ear, external, eye, head, intestine, miscellaneous, mouth, nose, stomach, subcutaneous, throat, urinary system); K, pests (books, clothes, drugs, records, miscellaneous); L, pinching insects; M, poisons (arrows, defensive, food, spines, miscellaneous); N, pollution (air, water); O, stinging insects; P, therapeutics (lay, professional); Q, vectors (*Aspergillus*, bacteria, filth, Protozoa, Trematoda, Cestoda, Nematoda, Acanthocephala, Insecta).

The cross references make it possible to look up the diseases trans-

mitted by insects, or by referring to diseases the names of insects can be found. The price of the Bulletin is 20 cents and may be obtained from the Government Printing Office, Washington, D.C. The purpose in giving the foregoing information is to be helpful and aid pharmacists in their public health service.

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## PROFESSIONALISM AND BUSINESS IN PHARMACY

By **HERBERT W. HESS**, Lecturer in Business,  
Philadelphia College of Pharmacy and Science

The scientific aspect of pharmacy as a supplementary and beneficent agent in the treatment and healing of disease is readily recognized as professional by the public. By professional we mean the extension of service in the form of knowledge whereby the pharmacist surrenders himself primarily to the truth aspect of his field in terms of medical assistance with the profit idea secondary. The extent to which the impersonal attitude of science and its consequent truth in relation to the treatment of sickness is deliberately disregarded in the diagnosis and treatment of the sick or afflicted is the extent to which both the physician and the pharmacist have broken away from the evolving standards and practices of their professions.

To say, however, that it is impossible to make money or to have a right to make it for extending one's service to help others professionally, is not in conformity with either modern social or economic thinking. There is, however, a recognized feeling that business, as such, is not and cannot be ethical in the same sense that professionalism is ethical. Certainly, there is no economic group today which shows the conflict between the professional and so-called mercenary business motives so much as pharmacy. This is, of course, due to the nature of pharmacy itself. Without governmental regulation in dispensing drugs, pharmacists are compelled to think of store location and a variety of goods in relation to stock control, volume, turnover and profits, as well as to administer to the health requirements of their community.

This conflict, however, is also taking place in medicine where professional efficiency and capacity for business organization are combined in the personality of the physician. As a result of such talents, we have witnessed the rise and success of the modern clinic. At this point in his personal achievement and success, jealousy and envy often result in accusations of the conduct of such establishments as being unethical. Although a physician of ability, pronounced business success often subjects him to the unfriendly criticism of many of his fellow physicians.

Another unethical situation often maintains in the practices of the physician in relation to the pharmacist. The physician himself often dispenses drugs which it is the inherent right and privilege of the phar-

macist, alone, to dispense. Ethically, howsoever much the need for medical preparations to serve the interests of the patient, there should be specific codes of behavior whereby the druggist is entitled to some percentage of profits on the transaction. In an economic sense "something for nothing" or a "leader," even though it be in the name of an emergency and comfort for the patient, should not be permitted to violate the spirit of business professionalism by the physician at the expense of the pharmacist.

The incidents above cited are part of our present-day thinking and practice in relation to the professions and the business systems of which each group is a necessary part.

The crux of our discussion implies public acceptance of the absolute goodness of professionalism as contributory to the common good, whereas the conduct of its business in competition with others to extend these services is often accused of motives involving greed and unwarranted aggressiveness.

Business at its best is operative in terms of what we are pleased to term a law of averages. It stands in a constant relation to the needs, wants, and desires of human beings. To accomplish its purposes business is a constant challenge to men of initiative and organizing capacity to satisfy increasingly greater numbers of people in terms of a profit. A part of the stigma of business consists in the fact that often neither consumer nor science is considered in the merchandising of goods. Moreover, business as a system is so organized as to integrate the majority of human beings, each at his particular level of capacity, in his effort to make a living. The pressure of business is evolutionary and stands in a constant relation to change. As such, in the compulsion of adjustment, it brings out both the weaknesses of human beings as well as their strength. And simply because the ordinary man in business has not been tested out through schools and discipline, as has any highly specialized professional group, human weakness is more in evidence.

In reality, business operation over a long period of time is found to be the testing ground of the individual in his development of character and virtue. Business is to be thought of as challenging men to acquire traits as honesty, co-operation, the capacity for change and justice, rather than being a place where virtues respond full grown. This mental attitude is what we really mean when we speak of reality. Tests imply the revelation of both right and wrong. Too often we are inclined to observe the wrong rather than admit the strength and growth which business progress implies. For instance, no matter through what trying times the pharmacist might conceivably pass in attempting to claim his share of profits for his services, so indispensable is he that under conditions of chaos, the community, as in the instance of utilities, would rise to insist upon governmental preservation of its indispensable health services. Such is our progress where the public has come to recognize the social contributions made by specific businesses.

Undoubtedly, those who are ethical and scientific in their passion to serve often resent the business system with its implied weaknesses which compels them to think in terms of soda fountains and sandwiches and so-called patent remedies and ginger ale in order to compete and to survive. Not being subjected to governmental supervision wherein pharmacy, as such, is protected by limiting the number of stores and establishing a minimum livable income in terms of drugs alone, the modern druggists as well as the physicians are compelled to think in terms of overhead, turnover, volume, and profits. In becoming a business man, the pharmacist is at the same time compelled to compete with other forms of business in order to maintain his place in the general economic structure.

As a student of business, while recognizing the purity of professionalism, I believe that the challenge of capitalism in relation to the extension of both professional services and goods stands in a constant relation to the ever increasing capacity of so-called business or professional men so to organize as to extend the use of their services to the greatest number. With this capacity go rewards. This constitutes our rights for compensation consistent with our success.

But in the struggle to organize, as already indicated, the more elemental tendencies are often stimulated. Where self-preservation and competition are involved, under uncertain and changing conditions, unfair trade practices often begin to operate. On the other hand, we must also observe that under the same pressure the activities of creative business organizers often discover new laws of business procedure, as, the advantages of mass buying, the co-ordination of telephones and direct mail campaigns, or co-operation in scientifically organized display and layouts, such that the total volume of business is greatly increased in all departments. This results in lower prices to the consumer. These newer forces on the whole are constructive, yet because of their power and influence, their inherent weaknesses are also intensified. As such, these weaknesses, often described as "cut throat" methods finally challenges business to put rules into the game whereby the non-morality of a new system is compelled to become moral. Such, as I see it, is the effect of such suggested bills as the Capper-Kelly Bill to bring justice in the new relations which organizing genius has brought into existence.

The reality of modern business is the factor of change in relation to the ever increasing needs and wants and desires of people. Professionalism as in the instance of professional service, as well as a specific article like an automobile, are both absolute in relation to the inherent laws resulting in service to people. It is the extension of the services which each performs to the greatest number in terms of additional rewards to those who know how to extend the uses and purposes of goods which constitutes the drive of modern business enterprise.

It would seem to be as much a challenge of heroism and character attainments on the part of business to attempt to bring about constantly

honest methods in establishing relations pertaining to legitimate profits as it is to challenge one's intellectual capacity to diagnose a disease or to compound a drug where a desperate situation arises.

There is a certain sense in which business on the whole reflects the evolution of ourselves in relation to science, honesty and ethical relations.

Those of the Middle Age generation remember the brutality of football in its earliest days. Today, the game is cleaner by far with fewer injuries. Intelligence and a sense of fairness have displaced brute force.

Undoubtedly, the general price situation involving our concept of "leaders," or advertisements, wherein the public is deceived as to price, or show windows which entice by creating wrong impressions, are part of the technique found in all types of businesses. The Capper-Kelly Bill is a governmental attempt to control the price situation. There is recognition of the necessity to put rules into business. There are those who are resenting the brutality of price without rules governing its use. We are searching for a way out.

To the scientific merchandiser, business has the constant task to put specific rules into the game of business. The tremendous growth of business enterprises warrants a reasonable amount of protection from predatory methods. Whatever is unwholesomely competitive must be rooted out. The social loss involved by unfair failures is too great not to constitute a challenge to our intelligence to bring fair trade practices into existence. For instance, generally speaking, every article, product or service in our economic structure has a right to a legitimate profit. It is parasitic for any article to make money at the expense of another article. A price range in conformity with our different concepts as to what constitutes profit needs to be formulated. It is within this realm that our thinking should be confined. And it is our largest business enterprises which are under social compulsion to help solve this problem for it is they who have created it.

Thus, our chain store drug systems, independents, department and whatever stores are competing as to specific goods should be subject to such scrutiny as will insist that each economic unit, on the whole, make a legitimate profit. At the same time, there should be an evaluation of the distributive process in keeping with the spirit of the times as gives to the promoter reward for his initiative in being able to render greater service at decreasing costs, and lower prices to the consumer, and still maintain a profit.

The ethical challenge to every druggist is to see that each department makes a profit in keeping with the instruments of increased selling; namely, advertising and salesmanship. The pharmacist who grows, consistent with the progress made by business, as a whole, will find, as in the instance of chain store management, that instead of doing so many things himself he will be compelled to develop men capable of performing their specific tasks in terms of profits. In this concept, business is challenged to become more scientific. In so becoming, business as a process becomes more professional.

This is a day when science is a recognized factor in selling goods. As this psychology comes to maintain, business is as professional in adjusting each article in terms of wholesome needs and wants and desires as is the professionalism of knowledge pertaining to pharmacy and medicine.

Food in a drug store sold as vitamins and calories in relation to health is professional. If shoes were sold in a drug store in relation to correct measure, posture and the general health of the customer, the service rendered is professional. The effort to make me anticipate the medicinal goods and hygienic equipment which every household should possess is professional. From the pharmacist's point of view—from a business point of view—the druggist has the task to assemble in his store such departments as can be run profitably in his particular neighborhood. As pharmacists extend their influence by emphasizing the science of the use of the goods in each department, they become as professional in business as their claim to professionalism because of their pharmaceutical knowledge. To do this, however, the inertia and resistance of the community must necessarily be overcome by the instruments of profits—namely, advertising and salesmanship.

Thus, without governmental control, the professionalism of pharmacy is as much a part of the competitive evolutionary pressure to survive as any other business. In surviving, store location, taxes or high rents, the changing needs and wants of people, competition, advertising publicity and salesmanship, are daily problems. It is the uncertainty of the struggle and the challenge which change implies which often gives us the impression that fear, self-preservation and aggressiveness rule. In spite of this conflict, there is a professionalism in business consistent with the status of growth which we have actually obtained. If we at times see failure in others, may it not be that we ourselves have not yet been tested under conditions wherein our own failures are in evidence? But—on the whole—in the long run, the problems of today constitute a struggle in the solution of which character is established to withstand the greater prosperity of tomorrow. Business is thus a challenge wherein new traits are ever in the making. Moreover, it is also a process where old ways of thinking and old methods are shuffled off.

The pharmacist, as a human being, has the same aspirations for leisure, a beautiful home, the advantages of travel or the right to leadership as any other economic group. The economic structure is under social pressure to give each his share in relation to such a business organization and wholesome competition as will insure him these rights and privileges.

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## COMMITTEE ON COLLEGE SOCIETIES

## DEFINITIONS

1. An organization shall be deemed an "Honor" society, only if it receives into membership, irrespective of membership in or affiliation with other organizations, those who attain its standards of high scholarship, professional merit, proficiency or distinction, upon approaching the completion of at least three years residence study in a college or university of recognized standing; such membership being conferred on no basis of selection other than character and eligibility upon scholastic or professional record, and being consummated without formal pledge or secret order training. In no case shall election include more than the upper 20 per cent of the class from which members are drawn.
2. Organizations shall be considered "Professional" if they be established in schools or colleges of recognized standing devoted to vocational or professional training and if membership be drawn exclusively from students regularly enrolled in and pursuing courses in such schools, or from persons actually engaged in such vocations.
3. Organizations meeting all requirements of the "Honor" society classification except that of late junior year election shall be classified as "Recognition" societies.
4. Organizations whose members are selected on any basis other than scholarship or professional attainment shall be classified as "Campus Leadership" societies. (This to be interpreted as including societies electing members on the basis of leadership, service, or extra-curricular participation of any kind with or without scholastic requirement.)
5. Organizations whose members are selected as a result of interest or participation in racial, religious, social, political, or avocational activities shall be classified as "Interest" groups.
6. Where group life is the central interest of an organization, it shall be classified as "Social."
7. Where class Six groups restrict their membership as indicated in paragraph two, they shall be classified as "Social-Professional."

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**NEEDED—A NEW PHILOSOPHY OF LIFE**

By **NORMAN S. MEESE**

If any proof were required that a new philosophy of life is needed by most of us, it is in constant evidence on every page of our daily newspapers and on the faces of those about us. The one fundamental for meeting this need can be outlined in four words: "Stop lying to yourself."

The average American is a good natured person and consequently is inclined to deceive himself at times without fully realizing it. He accepts what others tell him without much question as to the value of what he

hears. He listens to the clamor about him and does not appraise properly the things that fill his day. Actual worth means little to him, although to be satisfied only with the best has always been an outstanding characteristic of excellence of mind; to be satisfied with mediocrity in either things or thoughts is to stultify one's self and to make of the business of living a meaningless and hateful task.

Never before has life been able to thrust upon us so many experiences out of which we might construct a sound personal code and at the same time to prevent us, through their very multiplicity, from obtaining the necessary understanding of them. To use them, they must be absorbed—made a part of us. In these days of bewildering rapidity of change we do not have time to use them to advantage, or even to determine just what constitutes an advantage. We are too busy making a living in spite of the crushingly obvious fact that the real object of life is not the making of a living but *is living, itself*.

If we accept as reasonable and true the statement that to live is the real problem before us, the solution must find its beginning in a correct conception of living. To earn honestly a small competence and know how to use it is wealth beyond words. To earn a comfortable or large income and not know how to live is direst poverty, the commonest poverty in the world today.

No architect can build a house without a plan; he cannot even draw that plan unless he has a fairly clear picture of the house as a completed structure in his mind. Living, unless it is to be a chaotic hit-or-miss procedure, has to be planned with equal care and, further, the plan as drawn must be followed without deviation.

Whether or not we agree on the particularities that constitute right living, it is so described not because of any sanctity imparted to it by time and habit. Rather, it has become an accepted procedure because, out of recurrent experience and a profound insight into human nature, men have found that only through the careful and harmonious adjustment of their wants to the hard facts of life in a totally indifferent world can happiness be attained.

There is but one way of determining what right living may be, and that is through the individual interpretation of our personal experiences in combination with the experiences of the past. None can make this interpretation for us but ourselves, otherwise the path we follow is neither a choice nor our own, but is the dictate of a will imposed upon us from without. No other individual has the right to force upon us a given way of life; neither has the community that right so long as our manner of living interferes in no wise with that of others. If the right to determine our courses for ourselves is usurped by the unworthy or unregenerate without protest, we are guilty of the worst form of treason. It is, of course, outside our power to choose freely except as the discernment, the thoughts and the emotions of the moment dictate, but we make little or no effort to insure the excellence of those factors when choices are to be made. Instead, we permit, even ask, that our decisions be made for us.

The way to happiness is not through a will other than our own, and so long as we believe that some power entirely outside ourselves can direct us toward it, just so long will it elude us. The sorrows and frustrations that come to us help us to learn that they are not avoidable through supplication to some hardly compliant extraneous authority but are qualities of our relationship to things about us dispersible only through our own effort. Hence, the only effective form that prayer can take is that of a will to regenerate desire in the light of a mature understanding of reality. If this is in any part what the apostle Paul meant when he said, in the thirteenth chapter of his first letter to the Church at Corinth, that when he became a man he put away childish things, then self-deception discloses itself as a most puerile form of dishonesty because it is the way in which a child, deeply resentful of an unaccommodating world, attempts to reverse the process of adjustment.

A man's conduct is the true portrayal, the real reflection, of his philosophy of life, and it is determined solely by the relative value which he, in his own mind, places upon things. He can be sure that these values are right only if he has chosen wisely the reference points from which to judge their relationships. If he is not honest with himself to the absolute best of his ability, if he cannot think straight and carry his thoughts to their logical conclusion in truthful action, he has sold his birthright.

The obligation to be truthful with and to ourselves is followed directly by that to assist others to find and understand the truth. We are unquestionably responsible for the mistakes and sorrows of others if our intentional failure in this respect has caused them anguish. We lie just as effectively sometimes by keeping our mouths shut as we might have done by crying an untruth upon a street corner. Not to help others struggling in the fog of uncertainty and doubt is a betrayal of trust only slightly less heinous than self-deception. From this it is not to be implied that we are to judge other men as such because of what they do. It is impossible for us to know all the circumstances leading to their acts. But it does mean that we are obligated to express a judgment of the acts themselves if these are of social consequence. Tolerance becomes an abominable crime when it degenerates into laziness or indifference to moral responsibility.

If, then, we are to advance individually and collectively, we must be scrupulously honest with ourselves. Further, we must bring the light as we see it to the common meeting place and share it so far as possible without expectation of material gain except such as may come to us through a community of interest in the result of that sharing. When we can do this, out of a conviction that it is right, we shall be well on our way. Truth is within the reach of every man who will open his eyes and see.

## NEW YORK GRADUATE CHAPTER

The first meeting of 1938 was held at "Pete Lehr's," 235 W. 52nd Street, on February 4, with 48 in attendance and a special speaker.

Dr. Otto Canis of Fordham University and O. E. Ostberg of the Armour Laboratories, were elected to membership.

Gamma's annual dance was announced for April 22 at Hotel Mayflower.

The next New York Graduate meeting was set for April 1, with R. W. Rodman, managing editor of the *Druggist Circular*, as speaker.

Brothers Harold Carter and C. Egry were appointed the membership committee.

G. E. MILLIMAN, *Regent*

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## PITTSBURGH GRADUATE CHAPTER

The monthly meeting of the Pittsburgh Graduate Chapter was held at the Downtown Y.M.C.A., Wood Street, on March 23 at 8 P.M., in the form of a smoker with movies, eats, speakers, and entertainments.

Brother Dave Young showed movies he took on his trip to South America, Mexico, and Hawaii. He also told many interesting stories connected with his tour.

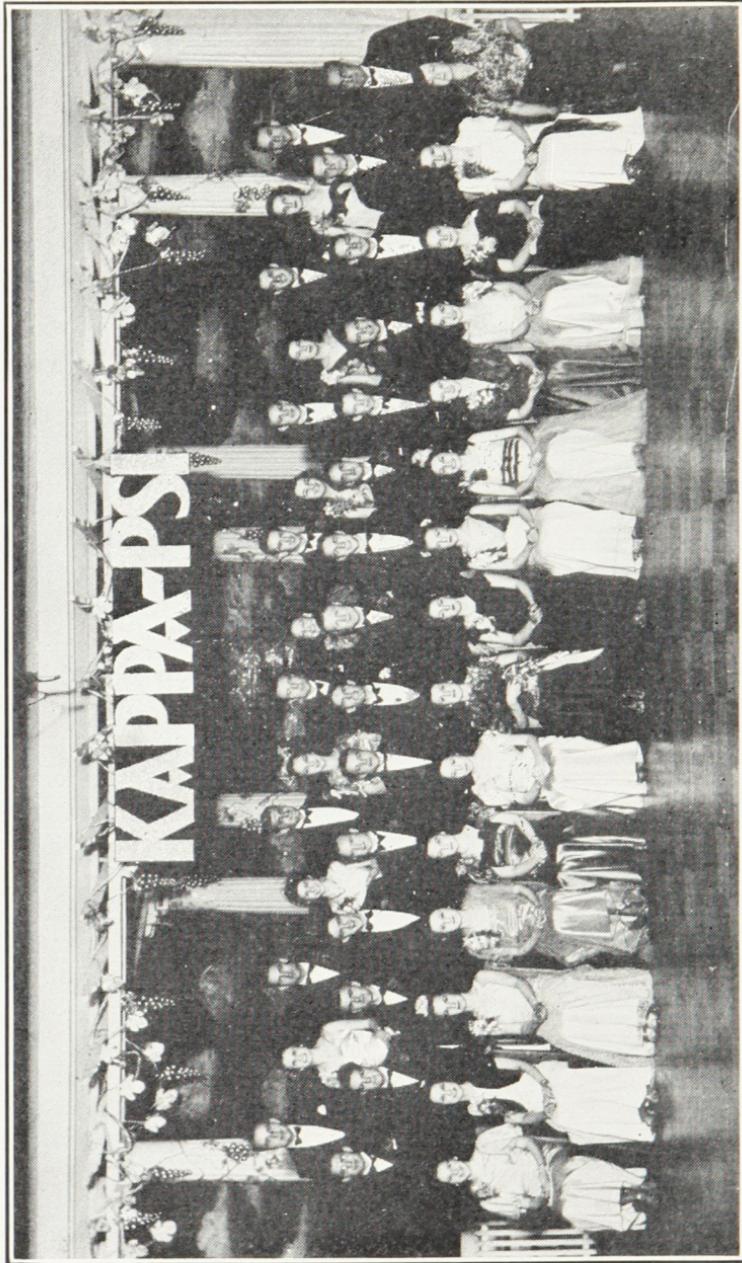
There were many guests present and the Regent, Brother Schaefer, called on various members and guests to give short talks. The Graduate chapter was extended an invitation by Beta Kappa chapter to attend their formal dance to be held at the Roosevelt Hotel, April 22.

F. J. STEELE, *Historian*

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## KAPPA PSI LUNCHEON OR DINNER AT MINNEAPOLIS

The members of the Kappa Psi Pharmaceutical Fraternity who are in attendance at the meetings of the American Pharmaceutical Association and Allied Bodies, to be held in Minneapolis in August, will assemble, as usual, around the luncheon and dinner table for the customary "get-together." THIS IS NOT A CONVENTION OF KAPPA PSI. The exact time and date of the "get-together" will be announced just as soon as the A. Ph. A. Local Committee of Minneapolis announces the tentative program. Members of Kappa Psi will be informed through the pages of the July issue of THE MASK.



GAMMA-ZETA'S ANNUAL FORMAL

Front row, left to right: Thelma Brown; Betty Ford; Joyce Brown; Margaret Meadows; Mary Frances Garlington; Charlotte Hicks; Mildred Massey; Marie Smith; Polly Jones; Margaret Cain; Margaret Throckmorton; Bebe Anderson; Jeffoline Whitworth; Ouida Nelson; Mrs. A. Richard Bliss, Jr. Second row, left to right: Roy Payne; Tom Jones; Joe Jordan; George C. Cowgill, Jr.; Aubrey Miller; William Walker; Benton Shafer; Harvey Johnson; Billy Wood; L. W. Fady; Willard Collins; Nason Keltum; Charles Griffith; James Hayes; Dr. A. Richard Bliss, Jr. Third row, left to right: Robert Waldrop; Catherine Lanier; Henry Cobb; Eva Sims; Joe Vance; Penelope Prewitt; Edgar Thomas; Louise Johnson; LaFawn Pair; Louise LaFullic; Frank Landers; Jappie Bryant; Norman H. Massengill, Jr.; Arlene Patterson; George Groff.



One of the most important officers of the collegiate chapters of Kappa Psi is the Grand Council Deputy. Such an officer is essential to the success of all chapters, and yet there are some trying, for some unknown reason, to get along without one.

**The Grand  
Council  
Deputy**

Here are the provisions of the constitution:

#### ARTICLE VIII

##### OFFICERS OF THE CHAPTERS AND THEIR DUTIES

76. SEC. 1. *List of Officers.*—The Officers of the Chapter shall consist of: the Regent, the Vice Regent, the Secretary (also an Assistant if necessary), the Treasurer (also an Assistant if necessary), the Historian, the Chaplain, the Grand Council Deputy, and such other officers as the Ritual of Initiation may provide for.

77. These several officers shall be chosen from the Collegiate membership of each Chapter, with the exception of the Grand Council Deputy, who shall be chosen from the Graduate or Facultate membership (not necessarily of the same Chapter), and shall be elected annually, viz., before the 15th of February of each year, and they shall hold office until their successors are duly chosen and installed.

86. SEC. 9. *Duties of the Grand Council Deputy.*—It shall be the duty of the Grand Council Deputy to act as the advisory and supervising official of the Chapter. He shall, through visitations at least once every two (2) months, see that the Chapter is carrying out the provisions of the Constitution and By-Laws, is properly conducting the work of the Ritual, that officers and committees are functioning properly, that Chapter books, records, etc., are being properly kept, that Chapter House affairs are being properly conducted, and that the Chapter is making every effort to insure its successful continuation (through the initiation of men of proper qualifications, etc.) and working. He shall also act as an official Representative or Deputy of the Grand Regent and the Grand Council, conducting such investigations and making such reports concerning the Chapter as may be requested by this Grand Officer or the Council. In short, he shall act for the Grand Regent whenever this Grand Officer finds it impossible to himself visit the Chapter, or have some other Grand Officer conduct such visitation.

Grand Council Deputies (graduate or faculty advisers) should be

governed largely by the rules, customs and by-laws of the fraternity. If it is expected that they look into certain things, and check on same to see how well a chapter is complying, that should be done first of all, at least in so far as is compatible with local conditions, which vary widely and must always be considered.

Assuming that the basic fundamentals of fraternity life are inherent and mutual, these suggestions are offered in a spirit of constructive helpfulness in solving general problems common to all chapters of all fraternities. To describe the Grand Council Deputy in specific terms is not an easy task. Environment and heredity (fraternity and college tradition) will modify him, whether he will or no, and if he would survive as fittest he will surely have to acquire the grace of adaptability. Though no two Grand Council Deputies will encounter exactly the same problems, their work has enough in common to make it worth while to consider briefly what they should be and what they should do.

The chapter adviser in one of our prominent fraternities relates how, one night, as a part of a midnight session with the president of the chapter, he asked him what he regarded as the function of a chapter adviser. After a moment's thought the lad replied, "Why, he's a handy man to run to." The boy explained himself by saying that the undergraduates many times need to get a point of view other than their own. In a single phrase this boy comprehended the matter in about as comprehensive a manner as it could be stated.

Qualifications for the position of Grand Council Deputy are fundamental. Character and ideals must be beyond question. These should be investigated before appointment, for no matter how brilliant his other qualifications may be, he will fail if he can't be looked up to as an example. Then, there are qualities of temperament that are extremely important. The ideal Grand Council Deputy must have patience in an unlimited degree; he must be willing to forget and forgive; to begin each year at about the same place he started the year before; he must not grow bitter if he sees some fine idea, nourished perhaps through years, discarded and trampled on by some boy's thoughtlessness. He must expect to be misunderstood and misinterpreted, and not retaliate; he must be ready to be complimented and not strut, and he must always remember that youth is impulsive and irresponsible. As such an adviser must look at questions through the boys' viewpoint of today. The most valuable quality in the undergraduate to work with is enthusiasm, and the wise counselor will seek to direct, rather than curb it. A fraternity chapter these days is a complex thing; no man can expect to succeed as adviser unless he studies the problems which arise. His knowledge must not be superficial, but expert—he should know his fraternity and the general progress of the whole fraternity system in a way that will enable him to speak authoritatively—to keep abreast of the times on this one matter is no easy task.

It is always desirable if a Grand Council Deputy can be found who is associated in some capacity with the college in which a chapter is located.

The fraternity is an integral part of the college, and he will be the best interpreter of the one to the other who knows both intimately. An unfortunate tendency of the time is the disposition of some fraternity men to think that their chapters exist outside the college, instead of within it; that they are a law unto themselves. Such an attitude creates too much independence and sophistication, incompatible with fraternity ideals, and destructive to both fraternity and college spirit alike.

The Grand Council Deputy should be chosen with tact and care. He should be a man of diplomacy and enthusiasm, who enjoys the full confidence of the boys and is acceptable to them. Best results are not secured by forcing graduate influence on a chapter if it is not welcome. For this reason a chapter should select its own Grand Council Deputy, and having done this, he is clothed with sufficient authority by the Grand Chapter to command necessary weight and prestige.

#### DUTIES OF A GRAND COUNCIL DEPUTY

1. Discretion should be exercised at all times to avoid being dictatorial. College boys covet their rights as active members and can be handled better by suggesting things be done in a certain way rather than demanding it of them. Only in extreme cases, where it is obvious that neglect or radical disregard for the welfare of the chapter has become too prevalent, should the Grand Council Deputy show his authority. Boys can always be persuaded more effectively than compelled.

2. The spirit and harmony of a group should be watched constantly. No chapter can remain in a healthy condition if there are friction, factions or dissension. When these disturbing conditions arise, the Grand Council Deputy should get at the seat of the trouble, then reason with the dissenting factions, swinging them into by appeal, not demands—unless the case is of such a stubborn or flagrant a nature, the welfare of the chapter would be protected better by the offending person or persons moving out of the house, which action should be taken without delay. Such an example often tends to swing the other in line.

4. Since finances are apt to be the chief problem in most chapters, the Grand Council Deputy can render no more helpful service to a chapter than by watching and guiding this department assiduously. When a chapter is solvent it is usually the case that morale, harmony, spirit and everything else are all right. It is advised that chapters operate on a budget system, carefully prepared with the help of the Grand Council Deputy at the beginning of the year. An adequate bookkeeping system is essential, and such a simple system is provided by the Grand Chapter. Books should be audited at least once a year. A detailed report should be made to the chapter each month, and a summary at each meeting. Itemized bills should be delivered to the individual members on the first day of each month, payable not later than the 10th of the month. Failing to comply by the 20th, bills should be sent home and no boy allowed to room or eat in the house when over a month in arrears, unless by special permission of the executive committee and Grand Council Deputy. Per-

mitting a member to run up a bill of \$50 or more ought never be tolerated. That is the principal reason for most of the financial trouble in chapter houses. After a boy gets into the chapter so deep, his ability to square the bill is usually nil, causing him to drag along to his own detriment and that of the chapter. It is advised that letters be sent to the parents after a boy is pledged stating nicely just what the costs of joining the fraternity are, and expressing the hope that parents will co-operate with the chapter in the prompt payment of all bills, for the importance of teaching the boy that he must meet his financial obligations with fidelity and promptness. Pledges should be taught at the start that it is expected of them, thereby developing a spirit of pride among the members toward their financial integrity. Only in cases of extreme emergency should extenuation be given, and no man allowed to graduate or leave college until all of his chapter's bills are paid, even if the dean has to be appealed to for a talk with the boy, and possibly taking the matter up with parents. Economy pertaining to the running of the house, extravagant social affairs, careless use of electricity, etc., should be enforced. A Grand Council Deputy can bring his mature, business experience into the picture, by lending his advice in the matter of renting houses, maintaining mortgages, drawing up leases or contracts, determining salaries of employees, and wherein to curtail general expenses, make necessary repairs and improvements.

5. The general organized discipline of a chapter house is important, without it having the semblance of being too much so. This should be started with freshmen as soon as they are pledged by explaining definitely to them at the start, just what is expected of them by way of obedience, subserviance, proper respect for authority and upper classmen. A Grand Council Deputy can make them see the reason for it all and that freshman duties are imposed on them, not to humiliate them, but to humble—that they are all for a purpose by teaching a boy the value of service and how to obey—two fundamentally important lessons, necessary for any young man to master if he hopes for ultimate success in life. In the discipline of freshmen and sophomores, they should not be driven, or treated as menials. Forceful but kindly treatment at all times is urged, and all explained on the basis of part of what a fraternity training aims to do for a boy in character development. Emphasis should be laid on proper social amenities, treatment of guests and visiting brothers, as well as tolerance and kindness toward each other. The rule that all should come to dinner in a complete suit, with collar and necktie, should be insisted upon as part of the cultural tone and training of the group, as well as for teaching the members of a chapter to keep up to the mark in the smaller things, if they would attain high standards in more important relations.

6. The question of discipline also embraces neatness and order, especially as to individual rooms and closets. Rough house, so detrimental to the furniture, should be discouraged in all rooms. The note of refinement and culture should be sounded at all times. This includes table etiquette,

conversation, manners, etc. A national meeting of Educators recently declared that college men need more spiritual and cultural training. What finer medium could a college faculty have to bring this about than the fraternity! In that one respect alone, a Grand Council Deputy can accomplish much good, by trying to raise the conversational tone of the house, by discouraging the use of so much wise cracking and swearing. On the subject of neatness and order, it is further recommended that attics and cellars should be inspected by the Grand Council Deputy, to see that they are free from rubbish causing fire hazards, also that bath-rooms and all sanitary conditions are well looked after.

7. Study rules should be rigidly enforced by insisting on quiet in the house during study periods, and men not allowed to disturb others when studying by entering their rooms, merely for chin-fest purposes. The temptation to waste time and loaf is apt to exist to a considerable extent in an attractive fraternity house, with its cozy nooks and comfortable lounge. This should be watched by the Grand Council Deputy, and the attention of the head of the house called to it, if it is proving detrimental to scholarship. Freshman grades should be looked after carefully. A monthly check should be made on them, and assistance given to a boy by upper classmen if it is found he is in danger. Often in such cases, the interest of the Grand Council Deputy can be of help to a freshman by making him realize the importance of budgeting his time and studying correctly. A little fatherly talk with a wayward, lazy freshman once in a while from the Grand Council Deputy can accomplish much good, if proffered in the right spirit.

8. Quality of men should be stressed at all times. No man should be considered for membership, without some knowledge of his family background, habits of study, character, general ability, whether or not he can afford to join a fraternity, and his parents are willing he assume the extra cost. A more careful selection of men would automatically solve many fraternity problems.

9. Rushing methods should be looked into. Due to the tremendous competition and the fact that not so many men are joining fraternities now, the difficulty of getting a full quota is one of the most important questions confronting every chapter. The Grand Council Deputy can render invaluable assistance by urging all the men of the chapter to co-operate, not leaving the work of rushing in the hands of a few willing members. Good rushing technique is selling themselves by their friendly, warm-hearted manner, a nice harmonious atmosphere, the house clean, orderly and well managed, absence of liquor, gambling, swearing and such tendencies which are apt to disgust a rushee and create an unfavorable impression in his mind toward a house. A chapter should remember at all times that while it is primarily rushing a man, he, in his mind, is rushing the chapter to discern whether or not that is the crowd he can be congenially a part of during his four years in college. It is the impression made upon him that counts, and if a house can point to the fact that it is solvent, stands well in scholarship along with a commend-

able number of men in activities, it has a big advantage. Mud slinging at other Fraternities should not be tolerated. Nothing will turn a rushee against a Fraternity quicker than that. The Fraternity cause is a common one. There is good in all of them, and what affects one, affects all. Expensive, elaborate rushing parties should be discouraged. Simplicity and naturalness should be the key note. The mandate to practice clean fraternalism at all times should govern.

10. The development of a library should be encouraged. It cultivates a love for books, looks well, and adds a note of intellectuality and culture to a house. Fraternity magazines have devoted considerable space recently encouraging the idea, college presidents and deans are alive to the need for it; in short, it is a general movement quite current at present, and can be fostered to a large extent by Grand Council Deputies. Mention should be made of it in letters to the alumni of a chapter, asking them to send any books they may not need in their personal libraries. Each member of a chapter should be expected to contribute one good book a year to the library.

11. Loyalty to the college and its best interests should be stressed at all times. Fraternities should remember that they are a part of the educational system and are expected to walk hand in hand with the college. As a social laboratory the Fraternity can put into practice what the curriculum teaches, thereby being an invaluable aid in helping to put that coveted stamp on a man—the college bred gentleman. Dr. Nicholas Murray Butler has said, "I consider character, the art of being a gentleman and mental efficiency, the three most important qualifications of a college man and among the essentials for a career of social usefulness." In the development of these qualities, fraternities can contribute in large measure, and all Grand Council Deputies will do well to bear them in mind.

12. Grand Council Deputies can help chapters materially by guiding them in such social problems as the treatment of chaperons, inviting faculty guests, and proper hospitality shown parents and alumni when visiting the house. They can be of inspirational help by supervising ritualistic renditions at the time of initiation, as well as planning programs for talks by various faculty and graduate members.

No Grand Council Deputy can be very effective unless he goes to the house or meets with the chapter often enough to know his men and have them feel friendly enough to discuss their problems with him. At the same time, the Grand Council Deputy should not permit the chapter to become dependent upon him for the proper transaction of its business. When needed he should be available and should go out of his way to serve the chapter if necessary.

Strong as is the Grand Council Deputy's opportunity with the chapter as a group, he will find his greatest opportunity in the personal relations which he can establish with the members. Based on fine understanding of man to man, they rest on the sound foundation of mutual respect and esteem. No class of men are finer companions than college men.

In this relation, the older brother becomes the sharer of the joys and problems of the younger. He will enter with zest into their pleasures and sympathize with them in their disappointments. He should advise but seldom preach to them. In a word, he should at all times be their best friend.

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### SOME CORRESPONDENCE OF INTEREST TO ALL KAPPA PSIS

We are printing the correspondence below because of the benefit we hope will be derived from it by all of our chapters. The correspondence brings out the fact that at least some of our chapters are not "educating" their members in the fundamentals of our Fraternity, its history, its workings, its objects and purposes, its organization, and its rules and regulations, in spite of the fact that each chapter is supposed to offer such instruction and to see that the initiate possesses an acceptable and adequate familiarity with these essentials. If a member of Kappa Psi does not receive this "education" while he is an active member of the Fraternity, there is but little likelihood of his acquiring it after graduation.

Another shortcoming of many of our chapters is likewise stressed by the correspondence, and this item has been discussed again and again in the pages of *THE MASK*. We refer to the frequency with which initiates pay to the chapter their Grand Council Membership Fee (\$2) and their *MASK* subscription (\$10), but the chapter fails to remit these fees to the Grand Chapter. As a result of this shortcoming on the part of some chapters, this office receives letters at all too often intervals from members who graduated three, five, ten years ago complaining that they have never received their membership certificates and do not receive copies of *THE MASK*.

Now is a good time to check up on your chapter's efficiency in conducting its routine business. Is your chapter insuring that each initiate learns something about the organization of which he is a part—and an important part at that? Is your chapter insisting that its members become reasonably well acquainted with the major points in the Constitution of the Fraternity? Is your chapter providing each initiate with a copy of the Constitution? Is your chapter aware of the fact that there is a model set of By-Laws in the back of the Constitution for the convenience of chapters in compiling your chapter's By-Laws, and are you requiring your members to become acquainted with them? Some chapters, at times, are at a loss to find something worth while for their chapter meeting program; why not conduct a systematic 15- to 30-minute study of the more important parts of the Constitution as a part of the program of chapter meetings?

The visitation of chapters is quite desirable, but one visit a year by a national officer is not going to prove the "Elixir of Life" for a chapter. Even "kangaroo-action" visitation is not going to insure stability and success. During the difficult times all have been going through, the

Grand Council wisely determined to practice the utmost economy, and the wisdom of that policy is now evident to all of us. The marked decrease in individual chapter numerical strength due to members dropping out of school, and the decided drop in the number of initiates would have forced a stringent policy of economy anyway. Years ago, by the establishment of the office of Grand Council Deputy, as an additional officer of each collegiate chapter, the Grand Council felt that it was adding a potentially strong and helpful officer to the staff of each chapter. It felt that in this chapter officer each chapter would have present, as a member of the chapter itself, an official representative of the Grand Council. A glance at the Constitution's provisions concerning this office of Grand Council Deputy brings out clearly the purpose of the office. Grand Regent Youngken's reorganization of the Provinces which has resulted in making each Province smaller, more compact, and workable, and in making individual national officers responsible in a general way for the workings of these Provinces, has also for its purpose better and more frequent contact between the chapters and the national organization. This is added to by establishing the possibilities of improved contact between the chapters and their own province officers. If Grand Regent Youngken were to visit each and every chapter, something all of us would welcome heartily, the expense involved would represent a very "tidy sum." If each of the national officers visited each of the chapters within a normal geographical radius, the total expense would be less, but still an amount "not to be sneezed at." In order to spend money, one must have adequate funds.

Kappa Psi's national income is limited to the per capita tax or national monthly dues of 50¢ per active member for the months of October through May of each session (no dues during June through September); the Grand Council Membership Fee (\$2), which officially registers the initiate and provides him with an engraved membership certificate at graduation; THE MASK subscription (\$10) which provides the initiate with our quarterly; and the annual chapter *Agora* Assessment of \$4 per chapter per session, which helps to defray the expenses of printing revisions of our directory at five-year intervals.

These amounts have never been increased down through all the years. Active members are paying today, what active members of Kappa Psi were paying back when the chapter roll consisted of a half dozen chapters all of which were in a radius of about one hundred miles. We do not know of any college (liberal arts) fraternity or of any professional fraternity whose fees are as low as those of Kappa Psi. But still a few of our chapters have expressed the opinion that our national fees are too high; have asked that the monthly national dues be reduced to 25¢, that the G.C.M.F. be reduced to \$1, and that subscription to THE MASK be made optional and that the subscription rate be 50¢ or at most one dollar a year. With the potential income thus slashed to less than

50% of what it is now, they want a much larger, well-illustrated MASK, annual national conventions, each chapter visited at least once a year by a national officer, more frequent revisions of our directory—*The Agora*, scholarships and prizes for high scholarship, loans to chapters for the building of chapter houses, a traveling secretary, etc.! We wonder what brand of mathematics these individuals were taught. All of us would like this, that and the other thing, and so would Kappa Psi, but both individual and fraternity must have the “wherewith” to make these purchases from “Life’s Shop Window.” So individual and fraternity alike must be satisfied with what they can “afford.”

What we cannot afford now, certainly would not be possible with the very modest present income reduced by 50 or 60%. The fact of the matter is that Kappa Psi as a national organization could not exist on an income of less than its present income, and attempt to carry on what it is even now doing. If Kappa Psi were to carry out most of the things which have been suggested, including even one paid national officer, the national fees would have to be quadrupled, and our initiates, instead of paying \$12 to the Grand Chapter at initiation, would have to pay about \$50; and our monthly national dues of 50¢ per month for eight months each session increased to at least \$1. So let’s look at the matter frankly, considering the facts. Only 23 of the collegiate chapters have paid anything thus far this session; 10 other chapters which we know are functioning have paid nothing to date; Iota, Xi, Tau, Beta-Gamma, Beta-Epsilon, Beta-Eta, Beta-Nu, Beta-Omicron, Beta-Rho, Beta-Psi, Gamma-Gamma, and Gamma-Epsilon do not respond to repeated communications and apparently are dormant. The average numerical strength of the chapters which have reported is 15; the average number of initiates is 4; the total reported active membership this session is 395; and the total number of initiates for the current session to date is 113 (this number is included in the 395).

By continuing the conservation of income, Kappa Psi will be in a position to hold the next scheduled national convention, and in the meantime each Province has the right to hold a Province Convention (the expenses to be met by the chapters constituting the Province), and the annual get-together meeting of Kappa Psis in attendance at the A.Ph.A. and Allied Bodies meetings will be continued, of course. We hope we have succeeded in correcting the incorrect information or impression given some of our chapters that the get-together meeting of Kappa Psis at Minneapolis in August is to be a convention, for such is not the case, and to make it quite definite and clear we wish to inform all chapters and members of Kappa Psi that there will *not* be a convention of Kappa Psi at Minneapolis in August, 1938. The gathering of Kappa Psis there will be the usual annual Kappa Psi “get-together,” as it has been for the past fifteen or twenty years.

The correspondence referred to above follows:

216 Mountain Ave.  
Boundbrook, N.J.  
March 11, 1938.

Dean A. R. Bliss, Jr.,  
East Lake Sta.,  
P.O. Box 7  
Birmingham, Ala.

DEAR DOCTOR BLISS:

Inasmuch as you are undoubtedly more familiar with the Constitution of Kappa Psi, would you please inform me when the nominations for the national officers for 1938-39 will be held?

Many of the members of the metropolitan groups, having taken a very active part in the affairs of Kappa Psi believe that we should have some voice as to whom is nominated and when the nominations shall be held.

With that thought in mind:

1. May we have an active participation in the nominating of the new officers?

2. May the balloting be held at the National Meeting in Minneapolis?

3. Inasmuch as the Grand Officers seldom if ever meet as a body other than at the National Convention of the A.Ph.A., may the Minneapolis meeting be considered a regular Grand Chapter Meeting with all authority invested in the officers?

4. May I have a copy of the Constitution of Kappa Psi?

Yours very truly,

Copies sent to:

(signed) GEORGE E. MILLIMAN

Dr. H. W. Youngken  
Dean C. L. O'Connell  
Dr. H. C. Wood  
Dean C. E. Mollett  
Dean G. C. Schicks  
Professor L. Templeton  
Dean A. O. Mickelsen

Dr. C. E. Wilson  
Dr. H. A. B. Dunning  
Dr. James C. Munch  
Mr. R. W. Rodman  
Mr. W. E. Sowersby  
Dean H. S. Johnson  
Dr. R. L. Swain

March 14, 1938

Mr. George E. Milliman,  
216 Mountain Ave.,  
Boundbrook, N.J.

DEAR BROTHER MILLIMAN:

I have your welcome letter of March 11, which arrived in this morning's mail. The revision of the Constitution of Kappa Psi is now actually in press; we are expecting galley proof this week; and hope to be able to mail them out to the membership within a week or two after. You will, of course, receive a copy. In the meantime, I am sending a copy of the old (to January 1, 1927) edition. The new revision

contains the changes made since January 1, 1927, and, of course, you will not find them in the old copy. The revision will have the errors made in the old issue corrected, too. Because of the labor involved in attempting to make the changes and corrections in the old edition, and the fact that the new edition will be in your hands very shortly, I have not attempted to enter them in the copy going forward, under separate cover.

All chapters, collegiate and graduate, in good standing, have a voice in the nominations of national officers. Nominations are called for eight months in advance of *National Conventions*, every collegiate and graduate chapter being notified by letter, as well as in the pages of THE MASK closest to that date. These nominations are then published in the issue of THE MASK immediately following.

*National Conventions* of Kappa Psi are held every *four years*. (The "District Conventions" referred to in the old edition of the Constitution were stricken out in 1932. These were really regional meetings of two or more provinces, and, since *Province Conventions* are provided for, it was felt that the district conventions were unnecessary.) Provinces may hold their conventions every four years, too, so arranged that they alternate during even-numbered years with the national conventions. Thus, the last Grand Council meeting was held in 1932; the next national convention was scheduled for 1936 (see below); then there will be one in 1940, one in 1944, etc. The Province convention years are, therefore, 1934, 1938, 1942, etc., national and province conventions alternating in that manner. The matter of holding province conventions is up to the individual Provinces.

The chapters voted to hold the 1936 National Convention in St. Louis, Missouri, during the Christmas holidays of 1936, since that was considered the most geographically central, and therefore, economical, location. However, when an accurate estimate of expenses to the collegiate chapters was made, it was found that each collegiate chapter would have to be assessed \$4.08 per active member to finance the meeting. Due to economic conditions, the numerical weaknesses of the chapters as a whole, the poor financial status of practically every chapter in the Order, etc., the chapters voted then not to hold the convention, but to hold an election of national officers by mail, instead, and to install the new officers at the usual dinner-meeting (not convention) held during the A.Ph.A. meetings in 1937. This, as you know, was done. It seemed, however, that many individuals who attended the luncheon-meeting in New York last August thought that it was a national convention, which of course, it was not.

These annual dinner or luncheon-meetings of Kappa Psi members in attendance at the A.Ph.A. meetings were started informally some years ago. As I recall it, the first one was held during the A.Ph.A. meetings in New York back in 1919 at the Pennsylvania Hotel. They are very enjoyable, valuable and desirable, and shall be continued. Phi Delta Chi does the same thing, and the pharmaceutical sorority does too. A Kappa

Psi luncheon or dinner-meeting will be held during the A.Ph.A. meetings in Minneapolis, but it will not be a national convention, and new national officers will not be elected at that time. Doctor Youngken and the other officers only assumed office last August, and the projects which Brother Youngken, Brother Schicks and others undertook have just gained momentum. For example, Brother Youngken undertook the very desirable and necessary reorganization of the Provinces. This work will take probably two years alone to complete.

Brother Schicks has just worked out the details of his plans for securing a history of each of the individual chapters for publication as they are completed in *THE MASK*, and then finally to constitute a small volume entitled "The History of Kappa Psi." This will take two or three years to compile.

Among other routine matters Brother Wilson and I have undertaken the revision of our directory, *The Agora*, a "small matter" of some ten or twelve thousand names and addresses assembled by chapters alphabetically, and also geographically—another two-year job at least. I mention these things as just a few of the important duties and functions of national officers which cannot possibly be completed in 12 months. That is why fraternities and other similar organizations all make the terms of at least the major number of their national officers at least 4-year terms. National work with most of the officers would hardly have been started well along the road when an election of new officers would take place, if the term were for one or two-year periods. The situation is all the more acute with college fraternities because of 8-month sessions.

*The next National Convention* of Kappa Psi is scheduled to be held in 1940, the regular year, and, since that will celebrate the 60th anniversary of the founding of Kappa Psi, it should be a special event. Nominations for national officers to be elected at that Convention will be called for soon after January 1, 1939.

By the way, at the usual dinner-meetings of Kappa Psis held during the A.Ph.A. meetings suggestions, recommendations and resolutions are in order, but legislation can only be carried out at national conventions, or in times of stress by the action of the chapters through the mails. There seemed to have been confusion about this at the New York luncheon, the luncheon at Dallas, and the dinner or luncheon at Portland, Oregon. I am looking forward to seeing you at the A.Ph.A. meetings.

Fraternally yours,

A. R. BLISS, JR., G. S. & T.

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216 Mountain Ave.  
Boundbrook, N.J.  
March 30, 1938.

Dean A. R. Bliss, Jr.,  
East Lake Sta.  
P.O. Box 7  
Birmingham, Ala.

DEAR BROTHER BLISS:

Thank you for your letter explaining that the next National Convention of Kappa Psi will be held, according to the constitution, in 1940 and that the 1938 Meeting in Minneapolis will be a non-official meeting merely voicing the expressions of the members attending.

Inasmuch as I never receive THE MASK, I remain in ignorance of news of the Fraternity except as I receive letters from you. However, it is my sincere belief that letters such as your reply do more towards maintaining a national unity than anything else that I know.

It is the opinion of many of the alumni that the 1940 Convention should be held in conjunction with the National Convention of the A.Ph.A. Has a definite meeting place been decided upon? If not, could not the Grand Chapter decide this point now?

Inasmuch as many of the active and alumni chapters will be unable to attend any meeting, it seems advisable to have some sort of proxy by which they might express their desires at that time.

It appears to me, although *The Agora* and *History of Kappa Psi* are desirable, that it would be even more desirable to establish a traveling secretary to more effectively acquaint all chapters with the aims and accomplishments of the Grand Chapter and Fraternity welfare in general. Is the idea feasible?

Can a chapter, which is in good standing vote for National Officers that are not on the official ballot, or can they only select names that the nominating committee has recommended?

Fraternally yours,

(signed) GEORGE E. MILLIMAN

Copies of this letter sent to:

C. L. O'Connell  
H. C. Wood  
C. E. Mollett  
G. C. Schicks  
L. Templeton  
A. O. Mickelsen  
R. W. Rodman

H. S. Johnson  
R. L. Swain  
W. E. Sowersby  
H. A. B. Dunning  
R. P. Fischelis  
J. G. Noh  
H. W. Youngken

April 16, 1938.

Mr. George E. Milliman,  
216 Mountain Ave.,  
Boundbrook, N.J.

DEAR BROTHER MILLIMAN :

I have your welcome letter dated March 30, 1938, and postmarked "Rahway, New Jersey, April 4, 1938."

You are correct about the year for the next national convention of Kappa Psi. The Kappa Psi luncheon or dinner meeting at Minneapolis will be of the nature they have always been since they were instituted back in the nineteen twenties.

All of the questions you have asked are answered in the Constitution. The fact that you are not receiving *THE MASK* is due to the nonreceipt of your subscription. Graduate members, you know, in order to be in good standing with their chapters must have met all of their financial obligations to their chapters and to the Grand Chapter. ALL initiates of Kappa Psi are required to pay the Grand Council Membership Fee (\$2) and *THE MASK* subscription (\$10). These are usually collected by the initiating chapter as a part of the candidate's initiation fee, and are supposed to be forwarded to the Grand Chapter the same day the individual is initiated. I would suggest that you go into this matter with your old chapter, and find out why they did not forward these fees. One who receives *THE MASK* is kept fairly well informed as to the activities of Kappa Psi, and along the very lines of our letters, which you have so heartily approved.

In the matter of national conventions and province conventions. The Kappa Psi Constitution sets forth provisions for (1) national and province conventions alternating at two-year periods, which is recognized by all fraternities as being ample and adequate, especially for the organizations which have been in existence in excess of ten years and are no longer in their formative stages, and (2) for an annual luncheon-meeting or dinner-meeting during the A.Ph.A. meetings. I am sure that all will agree that the frequency of all of these gatherings is quite enough.

The matter of the time for conventions has been thoroughly threshed out, and the discussions carried on in the pages of *THE MASK*. The overwhelming concensus of opinion is that the best time, all things taken into consideration, is during the Christmas holidays. The fact we graduates so often fail to take into consideration is that our *ACTIVE*, our collegiate membership constitutes the group (as the term "active" defines) which is the most important functioning part of any Fraternity; this is the group who pay all the bills, since our graduate members pay nothing into the national body; this is the group who carry on the major activities of the fraternity; this is the group on whose shoulders rests the responsibility of providing for the future of the Fraternity by the annual initiation of new members; this is the group which is really enjoying most the practical advantages of Fraternity membership; this

is the group then entitled to greatest consideration in all matters pertaining to the Fraternity in which they constitute the actual LIVING, FUNCTIONING, SUPPORTING part. (We, the graduates, for decades were referred to as passive members.) In short, the consensus of opinion is that national and province conventions should be held when and where the greatest advantages will accrue to the ACTIVE membership; at a place which will keep the expenses down to a minimum (since they bear the expense); at a time which will permit as many members as possible of each active chapter to attend, and which will be so placed that any inspiration resulting from attendance at the convention will not have had time to "cool off."

We, of the graduate membership, of course, prefer to have such meetings at a time which may suit our own personal preference and convenience. We forget that when we attend the meetings of the A.Ph.A. that our real purpose is participation in the activities of the A.Ph.A. meetings, and if we are also interested in and active in the College Association meetings, the Secretaries' Association meetings, the State Board Association meetings, the National Conference on Pharmaceutical Research, the Plant Seminar, etc.—all of which bodies meet during the same period—we find ourselves in the dilemma of one who would like to be in three or four places at the same time. Kappa Psi and many other fraternities have tried the summer convention plan, and all are unanimous in dropping the plan, usually after just one trial. None of the medical, the dental or the law fraternities hold their conventions during the conventions of the American Medical Association, the American Dental Association or the American Bar Association, but instead have luncheon-meetings just as we do. When we attend the A.Ph.A. meetings, we are attending for a very serious purpose, which may involve the unfortunate necessity of "dividing our time" among the meetings of several groups. When a fraternity convention is sandwiched in, the decided disadvantages are quite obvious, and definitely outweigh any possible advantages. *These boys who constitute the functioning backbone of Kappa Psi should have the privilege of holding the national and the province conventions at times which are most convenient, suitable and valuable to them.* During the past six years the active chapters have most definitely expressed themselves on three occasions on this point, and we graduates, recognizing the common sense indicated in their stand and recognizing also their rights in the matter, should gracefully accept their decision, and not bring up a matter, already definitely settled, at apparently any and all occasions and more especially during our A.Ph.A. gatherings. With an annual "get-together" during the annual A.Ph.A. meetings, and either a national or a province convention every two years, it seems reasonable to agree that "frequency" has been well provided for. Furthermore, no graduate or faculty member would care to be placed in a position which might suggest that his attendance at A.Ph.A. meetings is dependent on his expenses being met by Kappa Psi assessment.

Most pharmacy students today are dependent in whole or in part on what they are able to earn during the college sessions and during the summer vacation periods, and we who have worked in drug stores under such status know that it is not an easy matter to "get off" to attend a fraternity convention during the summer—there are too many others without jobs to step in while we are vacationing.

The constitution provides that announcement of the time and the place of national conventions be made at least six months in advance of the meeting. Consequently, this item is carefully provided for. It would serve no useful purpose to announce two years in advance that the next Kappa Psi convention will be held at Newark, New Jersey, for example. During the interim conditions might demand a change in place of meeting. If governed by A.Ph.A. place of meeting, Kappa Psi would be confronted with the necessity of raising funds to send delegates to "the corners of the earth." Kappa Psi has always taken into consideration the geographical location of prospective places of meeting, and has endeavored to hold its conventions at centrally located cities, thus practicing the brand of economy which keeps active members' expenses at a minimum. Although we might like to hold a national Kappa Psi convention in, say Seattle, Washington, that is in itself no good reason for penalizing our collegiate membership by insuring a much larger pro rata assessment than would be the case if the convention were held in St. Louis, Louisville or Chicago, for example. Each time a vote is called on place of meeting for national conventions, a list showing the railroad and Pullman expenses from each city in which Kappa Psi chapters exist to the proposed convention city and return, and minimum hotel rates, is submitted to the chapters so that they may vote intelligently. Another point raised by a great many of our chapters is that they feel that Kappa Psi has the right to independently determine the place and time of meeting of its own conventions, and not have this decided for them by the A.Ph.A. or any other body.

The place of the next national Kappa Psi convention will be determined by the chapters—not by the Grand Chapter—and their decision announced at least six months in advance of the meeting.

The Constitution of Kappa Psi provides for proxies for chapters unable to send delegates.

*The Agora*, as with any organization, and as is true also in the case of an index of a book, is one of the most necessary records of Kappa Psi. It is our directory of membership, and any organization without a directory of its membership, available to all of its members, is like a telephone system without a directory or a dispensary without an index. Kappa Psi revises its directory only at five-year intervals, and makes these revisions portions of *THE MASK*, thus materially reducing the cost not only of production but also of mailing. An organization without a history is like a country without a written history, or a college of liberal arts without any courses in history.

No, it is definitely not feasible for Kappa Psi to have a travelling

secretary. This is a matter which has been discussed during the long years of Kappa Psi activities. I do not know whether you are acquainted with the serious study and investigation of fraternities which is going on in many of our largest universities. The major question raised is "are fraternities worth what it costs the college student for membership," and one of the major question marks described by college and university officials is the amount of money students must pay for the upkeep of paid national officers, their traveling expenses, and well equipped national headquarters. The results of these studies in some institutions include the passing out of many chapters on many college campuses. All through the decades Kappa Psi has successfully carried on without such items of expense. In fact, Kappa Psi has insured itself against such expenses by providing that no national officer shall receive any salary; and the income of the fraternity past and anticipated demonstrates the wisdom and practicability of such provision. Within the next four or five years I fear we shall see (1) an appreciable decrease in the number of pharmacy schools, and (2) a decrease in the total number of students. The effects of these developments on pharmacy fraternities are obvious, viz., fewer chapters and smaller chapters.

Four of our faculty members in schools in which Kappa Psi has no chapters have told us that chapters of Kappa Psi cannot be supported in their schools because of (1) the relatively small number of students eligible to Kappa Psi, and (2) those who are eligible, in most cases, are unable to finance fraternity membership.

The only sources of income of Kappa Psi are (1) the per capita tax or national monthly dues (October through May—8 months) or 50 cents per month per active member; (2) the Grand Council Membership Fee of \$2.00 per initiate (for which membership certificate, etc., are provided); (3) MASK subscription of \$10.00; and *The Agora* Assessment of \$4.00 per chapter per year. A glance at the table below will show you our financial "possibilities" of paying salaries to national officers, and these figures represent the best Kappa Psi has enjoyed since "B.D." ("before the depression").

Session 1937-88

Receipts up to April 9, 1938

	<i>Mask</i>			
	<i>Agora</i>	<i>Per Capita</i>	<i>G.C.M.F.</i>	<i>Subscriptions</i>
Gamma	-	-	-	\$ 30.00
Epsilon	-	-	-	-
Eta	-	\$ 87.50	\$ 68.00	-
Theta	-	56.00	-	-
M O Pi	-	43.50	-	-
Mu	-	-	-	-
Nu	-	-	-	-
Pi	\$ 4.00	66.00	-	-
Rho	-	10.00	4.00	20.00
Sigma	-	-	-	-

Upsilon	-	-	-	-	
Chi	-	-	-	-	
Psi	4.00	-	28.00	-	
Omega	-	14.00	-	-	
B-Beta	4.00	12.50	8.00	40.00	
B-Delta	-	38.50	24.00	-	
B-Zeta	-	-	-	-	
B-Iota	-	9.00	-	-	
B-Kappa	-	16.50	32.00	160.00	
B-Lambda	-	10.00	-	-	
B-Mu	4.00	49.00	12.00	120.00	
B-Xi	-	-	2.00	10.00	
B-Pi	4.00	26.00	14.00	60.00	
B-Sigma	-	-	-	-	
B-Upsilon	4.00	47.50	10.00	50.00	
B-Phi	4.00	47.00	-	74.00	
B-Chi	-	6.00	12.00	60.00	
B-Omega	4.00	52.00	8.00	40.00	
G-Delta	4.00	60.00	12.00	60.00	
G-Zeta	4.00	21.00	6.00	30.00	
G-Eta	4.00	19.50	12.00	60.00	
G-Iota	-	28.00	-	-	
G-Omicron	-	-	-	-	
TOTALS,	44.00	719.50	252.00	814.00	\$1829.50

The receipts for the two years 1935-36 and 1936-37 totalled \$4,293.50, an average of \$2,146.75. The average annual expenses for these two years was \$1,395.57—the result of strictest economy. The average annual balance for each of these two years was \$751.18, and there was practically nothing spent on chapter visitation, nothing spent on conventions, the size of THE MASK kept down to government required minimum, etc. The total active membership reported to date (4-9-38) for the

current session of 1937-38 is ..... 395  
 This makes the average for reporting chapters ..... 15  
 The total number of initiations reported to date for the current session of 1937-38 is ..... 113  
 This makes the average number of initiates per chapter reporting .. 4.3  
 The estimated normal values for the next decade are:

Total active membership each year ..... 450 (maximum)  
 Total initiates per year ..... 120 (maximum)  
 Maximum income (450 × \$3.00 and 120 × \$12.00) annually ..... \$2790.00 (maximum)

“The aims and the accomplishments of the Grand Chapter and the fraternity welfare in general,” as you have expressed yourself, are very clearly stated in the Constitution. The functioning part of Kappa Psi is the *active* membership, so the accomplishments are those of the chap-

ters—not of the Grand Chapter or its officers whose duties are clearly defined in the Constitution; and the welfare in general is the composite welfare of the individual collegiate chapters. The caliber of our Kappa Psi graduates is determined wholly by the ability of the chapters to select future members of the desired type and ability; and the knowledge our graduates possess of the Kappa Psi Fraternity itself, its aims, objects and workings is determined by the manner in which collegiate chapters require their initiates “to toe the mark.”

The Constitution provides that every collegiate and graduate chapter be notified at least 8 months prior to a national convention that the Nominating Committee is prepared to receive nominations for the Grand Officers who shall be balloted for at the Convention. It provides that chapters may nominate for any or for all Officers, and forward the same certified by the Regent and Secretary of the Chapter to the Nominations Committee and the Grand Secretary and Treasurer at least 3 months prior to the Convention. It provides further that a complete list of the nominees be published in THE MASK. It provides further: All nominations for Grand Officers shall be presented in the above manner and in no other, except in case all nominees for any office withdraw their names, or for any reason are unable to serve; in such instance nominations for that office may be made by individual members on the floor of the Convention, but under no other circumstances. Since ALL chapters have every opportunity and certainly ample time to send in their nominations, it does not appear to be likely that any chapter would want to make additional or subsequent nominations at the last moment on the floor of the meeting, but, be that as it may, the matter is clearly provided for by the Constitution. Please note that the Nominations Committee does not itself make or recommend nominations; it simply presents the names of the nominees which the *chapters* have nominated.

You may be interested to learn that the Committee on Fraternities of one of our largest universities, after a study of the Constitution of Kappa Psi, stated that it was the best fraternity constitution they had studied, and commended the individuals who originally framed the scope of the same.

I am looking forward to meeting you at the Kappa Psi gathering in Minneapolis. Please accept my best wishes and kindest regards.

Fraternally yours,

A. R. BLISS, JR., G. S. and T.

Copies sent to:

C. L. O'Connell	H. C. Wood	H. W. Youngken
C. E. Mollett	G. C. Schicks	H. S. Johnson
A. O. Mickelsen	R. W. Rodman	L. Templeton
W. E. Sowersby	H. A. B. Dunning	R. L. Swain
J. G. Noh		R. P. Fischelis

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# Kappa Psi Pharmaceutical Fraternity Directory

CENTRAL OFFICE: Address—Kappa Psi Fraternity, East Lake Sta.,  
P. O. Box 7, Birmingham, Ala.

## EXECUTIVE CHAPTER

Founded December 15, 1879—Incorporated 1903

### Alpha.....Grand Council, Wilmington, Del.

Grand Regent—Dr. H. W. Youngken, H.....179 Longwood Ave., Boston, Mass.  
First Grand Vice-Regent—Dean C. L. O'Connell, B-K.....  
.....U. of P. College of Pharmacy, Pittsburgh, Pa.  
Second Grand Vice-Regent—Dr. H. C. Wood, Jr., H.....  
.....P. C. of P. & S., Philadelphia, Pa.  
Third Grand Vice-Regent—Dean C. E. Mollett, F-H.....  
.....M. S. U. Sch. of Phar., Missoula, Mont.  
Grand S. & T.—Dean A. R. Bliss, Jr., F.....  
.....East Lake Sta., P. O. Box 7, Birmingham, Ala.  
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Collegiate Chapters: 51

Graduate Chapters: 34

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40995	35	Waist belt style—heavy leather 1¾" wide, plain metal plate, leather throg (advise color black, brown, red) .....	each, 3.50
<b>BALLOT BOX (1 required) Exclusive of ballots (See next item)</b>			
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82722A	41	China, glazed, per set of 50 .....	.25
82722C&D	42	Rubber—noiseless—black cubes, white balls, per set of 50 .....	.80
<b>Gavels: (4 Required)</b>			
82729	45	Oak .....	each, .60, per set of 4 ....2.40
82730	46	Walnut .....	each, 1.00, per set of 4 ....4.00
82731	47	Rosewood .....	each, 1.85, per set of 4 ....7.40
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82701	50	Leather, velvet lined, metal eye caps are permanent .....	each, 2.25
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Additional price per stone

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