

# The Kleos



## National Exposure for APD at Annual Italian American Conference

by Steve Feraca

Imagine attending an Italian American conference and hosted at a hospitality suite by a large, enthusiastic gathering. Conversation is inspiring, refreshments abundant. Overheard is talk of a fraternity and its role in the Italian American community. Above you, their banner is prominently displayed. Information is disseminated regarding the history, and prospects of this fraternity. Deans of universities ask of its expansion program; academicians offer assistance to existing chapters; and a mayor offers to make introductions in his area on the fraternity's behalf. The fraternity's name? Why, Alpha Phi Delta, of course!

The Conference on Italian Contributions before the Civil War occupied three days, beginning April (continued on page four)



John Volpe, former Governor of Massachusetts, Secretary of Transportation and Ambassador to Italy, discusses Conference highlights with Executive Vice-President Anthony Carfang, right.

PHOTO BY JOE GAMBATESE

## Medici Hired as Chapter Consultant

### First paid staffer in APD history

by Neil Anastasio

President Santo Barbarino recently announced the hiring of Michael Medici, Beta Beta '79 (Manhattan College) as Chapter Consultant effective July 1, 1980. Mike has begun his professional training at Indiana State University, participating in a National Interfraternity Conference sponsored seminar for chapter consultants and fraternity administrators.

Having graduated with a degree in management and business administration, Mike's first months of

employment will focus on classroom training in fraternity policy, management, administration, and practical learning of APD and its inner workings. Spending time at Central Office, coordinating various convention details, and mapping out a fall strategy are all part of Mike's initial plans.

"My job will not be one of stepping in and running a chapter's affairs," Mike states, "rather, I will be there to suggest alternate strategies to a problem area of a specific chapter."

A member of Manhattan College's first pledge class after reactivation, Mike has experienced the growing pains of a chapter finding

its identity while trying to establish a successful groundwork. He now sees the early days of his chapter in a different light. "Many times left completely on our own, we were without the guidance to avoid any number of wrong moves. Any one of those moves could have meant dissolution of our chapter."

Without good, but haphazard support from local alumni, the chapter surely would have folded, Mike feels. "I plan to bring alumni back to their chapters," Mike goes on, "people don't realize how much alumni help a chapter; you can always count on their support."

"I come into this job first and

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# Chapter Chatter

## Tips on planning for the fall semester

by Neil Anastasio and Anthony Carfang

It is customary at this juncture in the fraternal year to review chapter membership. As the numbers tell, many chapters experienced real growth, others are close to extinction. In most cases, though, planned and properly executed chapter management is a rare occurrence. As APD's new chapter consultant begins making chapter visits early in the fall, inroads will be made in this vital and long ignored area

What follows is a short summary of some important areas at which each chapter need look closely. The planning suggestions and execution tips are proven techniques in fraternal circles. Take a minute and plan your fall semester now!

The best approach toward running a successful semester is to set objectives for every aspect of the chapter's activity, and manage appropriate talent and resources toward these goals. The following areas require the most attention.

### MEMBERSHIP

In order to initiate ten in the fall, a plan must be developed where at least 50 men can be identified as prospects at the end of the spring semester, during the summer, and at the start of the fall semester. The Rush Chairman and his committee must then see that a broad followup, emphasizing personal contact and activities is conducted. Alumni support in properly related areas is advised. Formal bids should then be given to those who appear ready for brotherhood, then, formal training of these potential members takes place during the pledge program.

### HOUSING

Some chapters are in a position to acquire appropriate housing, others are nearing that point. The key though, is stability. If you house live-in brothers, see that the chapter

strictly enforces house requirements of its tenants (including timely payment of rent). Always be on the lookout for quarters closer to campus which are large enough to accommodate commuting brothers. With a pleasant house as a lure, many of these brothers will find house prices and living most reasonable.

### FINANCIAL

Target your treasury to a given level at the start of the semester, and work toward achieving that goal. Calculated in this figure are costs of a summer picnic, convention delegates, the fall rush and pledge programs, and related social events. These funds could be raised through a per man per semester dues, 50/50 raffle on campus and to alumni, and well organized dances. The practice of having free beer parties is expensive and rarely productive.

### SOCIAL & CULTURAL

These areas require special planning and execution to ensure enjoyable moments to all the brothers. This is the fun of fraternal life. Be creative and different. Investigate cultural areas where you can help other worthwhile charities or organizations.

### CAMPUS CITIZENSHIP

Your chapter must maintain a high profile on campus. Participating in a variety of campus activities gives good exposure to APD, and attracts many potential members. Consider an "Alpha Phi Delta Week" or chapter luncheon/dinner with University officials.

Involving brothers in a cross section of these mentioned activities should not be hard, provided they are presented as chapter goals and not individual pursuits. A good leader motivates his brother, not orders them. Half of the job is sitting down and planning a semester's activities and goals. The execution is easy.



# "CHEAPSKATE"

"Tightwad".

"Penny-pincher".

"Frugal".

Oh my, the names you'll be called once your friends find out you're spending one of the least expensive one-week vacations of your life at the 60th National Convention.

After all, for only \$210 per Adult (Only \$185 per undergraduate) it's 5 days and 4 nights of tennis, golf, swimming, raquetball, softball, basketball, volleyball, horseback riding, big-band dances, casino nights, masquerade balls.

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Plenty of drink.

Plenty of fun.

It's at the Pocono Manor Inn & Golf Club. And quite simply, it's a summer vacation that includes a week of fraternity and fun.

And what's best yet, it's the best price in town.

So bring your bathing suit, and bring your tux. And before anybody starts calling anybody anything else, call John Palermo for more details, and make your reservations now. At home, 516-884-3466. At his office, 516-333-8600.

**The Convention. It's the best price in town.**

## Fr. Nesti Psi '72, Named Duquesne President

from the Pittsburgh Post Gazette

A soft-spoken, internationally educated, well-loved priest who once taught theology and music at Duquesne University will return in July as its 10th President. Beloved by Psi Chapter brothers and inducted into the chapter in 1972, this 44 year old member of the Holy Ghost Congregation will replace the Rev. Henry McAnulty who served as president for 21 years.

Duquesne trustees agreed on Nesti after screening 80 applicants. "It's a big responsibility, but I look forward to it. I loved my teaching days while I was at Duquesne," said Nesti. Currently he is director of planning, research and renewal for the Eastern Province of the Holy Ghost fathers and director of the Immaculate Heart of Mary Seminary in Bethel Park, Pa. Born in Monessen, Pa., he holds a master's degree in Italian literature from the University of Pittsburg.

After his ordination in 1964, he earned a doctorate in theology from Georgian University in Rome and studied at universities in England, Germany and the U.S. He speaks French, German and Italian fluently.

Nesti's immediate goals for Duquesne include faculty development and increasing the endowment fund to finance more scholarships. An extensive fundraising campaign will be launched during the next six months. He also hopes to develop exchanges between Duquesne and the Holy Ghost Order to enable students and faculty to apply what they are learning to problems in other countries.

Fr. Nesti emphasized that Duquesne's primary mission will continue to be teaching and he does not foresee a switch of emphasis to research. He also acknowledges that private colleges face a difficult future, with rising costs and declining enrollments.

"There is a Chinese idiom for crisis that can mean danger or opportunity. I would like to focus on the opportunity while being aware of the danger," he said. "The problems facing higher education are very dangerous...but I'm basically optimistic about Duquesne."

## Naval Academy Honors Italians

The first "All Italian" concert ever given by military service academy was performed by the U.S. Naval Academy Band at Annapolis, Maryland on March 13 and 14.

The program included arias sung by tenor Gioele Settembrini, who also sang *MY HERITAGE*, national anthem of the Sons of Italy composed by Brother Charles T. Gabriele, Theta Beta, (N.Y.U.). Brother Gabriele guest-conducted



PHOTO BY FRANCIS DI GENNARO

Brother Gabriele, right, Lt. Commander Allen E. Beck, USN, left.

two Italian Marches and his *CHRISTOPHER COLUMBUS MARCH*. The audience witnessed clarinetist Alberto Asercion perform the world premiere of *CONCERTINO FOR CLARINET* by Brother Gabriele, composer in residence at the Academy. During the concert Brother Gabriele was appointed the first Honorary Conductor of the U.S. Naval Academy Band.

The concert was attended by city, state, federal and Italian embassy officials. Proclamations from Governor of Maryland Harry Hughes; Mayor of Annapolis John C. Apostol, and Mayor of Baltimore William D. Schaefer were read to the audience. U.S. Senator Dennis DeConcini, who attended with his family, has expressed his pleasure in the Congressional Record.

## National Exposure

(continued from page one)

18, at the Washington Hilton in the nation's capital. Sponsored by the National Italian American Foundation [NIAF], the event was co-chaired and organized by APD Past National President Dr. Peter Sammartino, founder and Chancellor of Fairleigh Dickinson University. Various panel members included some of this country's most prominent figures in the fields of history, law, literature and the sciences.

Alpha Phi Delta brother Dr. Otto Plescia of Rutgers University, who spoke on the vast scope of Italian influence in the sciences, emphasized the fact of his membership in APD. Chief Judge Edward Re of the U.S. Custom Court rendered clearly the debt of Western civilization to Roman law and to later Italian legal innovations.

The highlight of the Conference was Dr. Margherita Marchione's presentation of the career of Philip Mazzei who so strongly influenced Thomas Jefferson and other founding fathers. The design of a commemorative stamp was presented by Assistant Postmaster General Del Grosso at a formal dinner held on the 18th.

Prior to the conference, and in anticipation of the number of conferees, Alpha Phi Delta's Cultural Affairs Committee began exploring the feasibility of establishing a hospitality suite. Ralph Galliano and Chris Vignare of Beta Upsilon Chapter (Geo. Washington U.) assisted Steve Feraca, V.P. for Cultural Affairs, in making the necessary arrangements. With the help of Tony Carfang, Executive V.P., and the Fraternity's executive staff, plans were quickly underway.

The NIAF then agreed to insert into the package given each participant, an invitation to the suite, and a message from President Santo Barbarino. Copies of the Kleos were made widely available and were literally snapped up during the first day of the Conference.

Hospitality can sometimes be costly, but of all the institutions and organizations represented at the conference, Alpha Phi Delta was second to none.

## Virginia Hosts APD Feast

Featuring a carved cedar image over five feet tall, recently completed by Steve Feraca, VP-Cultural Affairs, the third annual feast of St. Francis of Paola, the patron saint of sea workers, was held in Reston, Virginia on Sunday, April 27. Sponsored by the APD Cultural Affairs program, National Capital Alumni Club, Beta Upsilon (Geo. Washington U) and Beta Psi (Catholic U) chapters, the feast was, despite rainy weather, quite a success.

Except for the scheduled outdoor picnic and bocce tournament, virtually the entire tradition was observed, including transporting San Francesco on a local lake to brass band accompaniment. Comprised of high school students, the band performed Italian marches admirably.

Following mass and the procession all present retired to Brother Feraca's home. The crowd was overflowing and included Stan Raffa, Executive Secretary; Neil Anastasio, VP-Good and Welfare; Mike Zerega, VP-Expansion; Rich Primiano, Fourth District Governor; and Charlie Fiore who had been among those carrying the saint on his shoulders.

Present also were Steve Pusateri, President of the National Capital Alumni Club; Joe Olivieri, then President of Beta Psi; and David



Lombardi, President of Beta Upsilon; all of whom did little to distinguish themselves other than consume huge quantities of the sausage provided by Dominick Capilongo.

Food, drink, brass band, Italian folk musicians armed with traditional instruments, alumni with guitar and mandolins (Joe Gambatese, Pat Fiandaca and John Johnstone) and a lot of fun filled the rest of the day. Next year with good weather, according to Calabrian oracles, the fraternity is prepared to host a veritable army.



APR brothers Anthony Carfang, Executive V.P. and John Pisano of Housing & Urban Development (HUD), far lt. and rt., meet Italian Embassy staffers John Perrotta (left) and Carmine D'Alisio.

## Mailing List Updating:

### A Professional Approach

Spurred by the recent generosity of the Steubenville Alumni Club which donated money to allow the Fraternity to computerize its mailing list, Alpha Phi Delta is well on the way to locating several hundred 'lost alumni' from years past.

Heading a committee to update the current mailing list, Bob LePore Psi '73 (Duquesne) has organized a procedure for updating in a systematic manner. Working with the computer print-outs of our current mailing list, which includes data such as name, address, chapter, year of initiation and year of graduation (where the information exists) of some 10,000 alumni, this data base is sorted by chapter and the job begins.

Having identified an undergraduate of a chapter, Bob and his committee guide these brothers through a series of information seeking steps including library research, college administration contacts, etc., in an effort to locate additional names of chapter alumni and/or data verification.

Once a certain number of "good" names and data pieces are obtained, the remainder of the legwork could be done by outside concerns. Companies dealing with mailing list updating would then verify the data via phone, simultaneously seeking more information from each call they place. Most firms then offer a bound directory to their client's members. The directory is organized via profession, location, name, chapter, etc. The cost to the fraternity, zero; the cost is borne by the purchaser of the updated directory.

This procedure will allow APD to begin offering individual mailings via word processing machines to chapters, alumni clubs and national officers for fund raising, notices, etc. Quite a step up from the cumbersome and often antiquated typewriter and addressograph machine routine.

PHOTO BY JOE GAMBATESE

## Chapter Houses To Be Sold: Local Interests Notified

by Anthony Carfang

Attention alumni of Pi (West Virginia U.), Chi (Penn State), Beta Lambda (St. Francis, Loretto), Beta Rho (Gannon College), and other interested alumni. Alpha Phi Delta is announcing an important opportunity for you.

The National Housing Committee is embarking on a program to transfer ownership of all nationally owned houses to chapter interests at prices *substantially below market value*.

During 1979 an appraisal was conducted. On that basis the market value of the houses were estimated to be the following: Pi—\$65,900; Chi—\$91,000.; Beta Lambda—\$110,00.; Beta Rho—\$57,200. However the asking prices for fraternity brothers are: Pi—\$52,700.; Chi—\$70,500., Beta Lamba—\$85,000., Beta Rho—\$44,200. Further, to facilitate the transactions, the committee is offering a limited amount of short term financing.

Several alumni organizations are already investigating purchase opportunities. Ownership can take any of three forms. First, one may consider an outright purchase on an individual basis as an investment. Second, a small partnership with alumni in the area may be appealing as a tax shelter. Third, the individual alumni would be a few hundred dollars.

This offer is available for a short period. If the houses are not sold to APD alumni, they will be placed on the open market. These investment opportunities occur once in a fraternal lifetime. Take advantage of them now.

To indicate your interest contact Housing Committee Chairman Jules Zangrille at P.O. Box 99, Verona, PA 15147 or by phone (H) 412-681-1931, (O) 412-828-8010.

## 50-Year APD Men Cited

At the 1979 National Convention, it was resolved that the honorary position of Alumnus Emeritus would be established for those who have been members of APD for at least fifty years.

Thanks to Al Imbro of the Long Island Alumni Club, this unique club was formed and will hold its first meeting at this year's Convention at the Pocono Manor.

If you are one of over 300 brothers who were inducted on or before 1930, you are a cherished brother. Through our Kleos mailing list, many of you have been contacted personally. Whether or not

you are a dues paying brother, we recognize your contribution to Alpha Phi Delta when your fraternity needed you most, during its most formative years.

So, in 1980, APD honors you at a special luncheon at the Annual Convention. Present will be brothers you haven't seen in perhaps 50 years. It will be quite an experience.

Again, the Convention will be held at the Pocono Manor from August 18th until the 22nd. Contact John Palermo at (516) 884-3466 or 333-8600 for reservations and details. We hope to see you then.

### Medici Hired

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foremost as an Alpha Phi Delta brother. The Chapter Consultant will help every chapter become stronger, and grow...if the chapter wishes."

Mike envisions his chapter visits to include meetings with school administrators (Deans, faculty advisors, Vice-Presidents, etc.), chapter officers and chapter members. Problems, policies and short term goals will be discussed thoroughly.

Planning to return to school for a master's in management in the future, Mike looks forward to

working closely with APD's District Governors and Vice Presidents. "They know about their areas and represent valuable resources. They will be vital in informing me of chapter activity."

About being the first paid staff-member in APD? Mike is excited and wants to see the Consultant position work and watch Alpha Phi Delta grow."

Mike Medici has a philosophy about his new and bold venture. "APD can be small, but it must be stronger internally," he continues, "I foresee growth in this new area and look forward to directing its future."



Youngstown alumni (l to r) Judge Joseph Donofrio, Dr. Frank Tarentine, Marcel Ulrich, Dr. Pete Chila (Sixth District Governor), Don Nolfi, Tony Bindas, Jim Polko, Mrs. Terry Miranda, Tony Lozzi Tom Kuchinka join Executive Vice President Tony Carfang at the Annual Dinner-Dance.

## Career Corner

### Physical Therapy

by Carl Garguilo

The growth of physical therapy over the past several decades has enabled the definition of the profession to be expanded and include many aspects of the health care system. Basically, physical therapy is the treatment, rehabilitation, and prevention by physical means, of disease or injury affecting the muscular, skeletal, nervous, and cardio-vascular systems. From this, a much wider scope of services has evolved.

The physical therapist practices upon referral from a licensed physician of medicine, osteopathy, dentistry, and podiatry. This includes a medical diagnosis of the patient problem to be treated. It is then the responsibility of the physical therapist to formulate a treatment plan.

The tools employed by the therapist vary widely from simple application of heat or cold to a painful area, to administering electrical stimulation for a muscle that has lost its nerve supply, or even application of ultrasound to a sprained joint. Manual skills such as joint mobilization, specifically moving or manipulating stiff joints and exercise formulation, are often required to construct a complete and beneficial program.

Physical therapists also function as an integral part of the rehabilitation team in dealing with such ailments as strokes, arthritis, amputations, and spinal cord injuries.

Physical therapy also extends into areas such as pediatrics, cardiac, and pulmonary rehabilitation, sports medicine, and even dentistry. Although the general hospital and rehabilitation center are the two popular settings in which physical therapists practice, this by no means completes the list. School systems, nursing homes, out-patient clinics, home health agencies, collegiate and professional athletic teams, private practice offices and clinics are also included.

Educational requirements vary, but the most popular approach is a four year undergraduate program leading to a Bachelor of Science in physical therapy. This entails two years of science and liberal arts preparation, then two years of professional preparation including courses in anatomy, physiology, kinesiology, and physical therapy procedures. Also, clinical internships are integrated into the last year and a half.

If you already have an undergraduate degree in another field, the four year program may be bypassed for a 16 month to two year certificate, master's or second bachelor's degree program.

Perspective candidates for any P.T. program are strongly advised to spend time volunteering in a P.T. department or practice in order to gain exposure to patient care and professional interactions.

A strong academic background, volunteer work and thorough understanding of what physical therapy is all about, does not guarantee one a place in a P.T. program offered by any of the 87 Universities and Medical Centers in the United States. Competition is quite keen for each available seat. It is not unusual for 300 qualified applicants to be vying for a place in a 30-seat class.

The employment picture remains relatively open with the overwhelming majority of recent graduates able to be placed. For example, jobs are slowly becoming less abundant in the New York area due to the number of local P.T. programs (5), however sufficient opportunities continue to exist in outlying urban and rural areas.

The future is holding some bright and exciting prospects for the physical therapy profession, among which are certification of clinical specialists in such areas as orthopedics, sports medicine, and pediatrics. Also, the concept of increased responsibility and accountability of the physical therapist is being examined to the point where

*(continued on page eight)*

## Where Jobs Will/Won't Be In The 80's

by Neil J. Anastasio

As many undergraduates, recent graduates and those in dead end careers contiplate changes in their educational persuits, the U.S. Bureau of Labor Statistics had been busy compiling data on job prospects in the 80's.

Listed below are selected job categories and the predicted growth (or decline) in the number of jobs during the decade. Areas where job opportunities will drop are shown with a minus sign.

### ENGINEERS

- Aero-Astronautics 12.7
- Chemical 18.4
- Civil 21.6
- Electrical 21.1
- Industrial 25.6
- Mechanical 19.3

- Metallurgical 27.2
- Mining 44.3
- Petroleum 37.3
- Sales 18.7
- LIFE, PHYSICAL SCIENTISTS
  - Agricultural 27.5
  - Atmospheric space 7.2
  - Biological 34.9
  - Chemists 20.5
  - Geologists 42.5
  - Marine 26.8
  - Physicist and Astronomers 15.8
- MATHEMATICS SPECIALISTS
  - Actuaries 23.9
  - Mathematicians 34.0
  - Statisticians 23.0
- SCIENCE TECHNICIANS
  - Agriculture, Biological (except health) 6.5
  - Chemical 12.7
  - Drafters 28.2

- Electrical, Electronic 21.4
  - Industrial Engineering 29.7
  - Mathematical 49.0
  - Mechanical Engineering 24.0
  - Surveyors 38.9
  - Engineering, Science 11.7
  - MEDICAL WORKERS
    - Chiropractors 30.1
    - Dentist 18.4
    - Dietitians 13.6
    - Optometrists 17.8
    - Pharmacists 14.8
    - Podiatrists 12.7
    - Registered Nurses 35.4
    - Therapists 47.3
    - Veterinarians 29.2
    - Clinical Laboratory Technologists 42.8
    - Dental Hygienists 118.9
    - Physicians M.D. Osteopaths 36.6
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## Alumni Club Action

The Youngstown Alumni Club hosted 150 alumni, undergrads, wives and friends at their Annual Dinner-Dance on March 1st. The dinner with strolling violinists was emceed by Armond Rossi. Various undergraduates awards, and the A.B. Flask Memorial Award presented to Judge Joseph Donofrio for his contributions toward reactivating the club, were some of the evenings highlights.

The Beta Xi Real Estate Corp. has been established with the goal of purchasing the Beta Xi house (N.J.I.T.). They are offering a 6 year bond at a 10% straight line rate of interest, payable in \$500 increments. Therefore a \$500. purchase will return \$800. after six years, with interest payments paid annually. Those interested in purchasing a bond (\$500. increments only) are asked to contact Russ Pugh, 467-1 Willow Road East, Staten Island, NY, 212-761-2599.

### Career Corner

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two states have passed legislation allowing initial patient evaluation without a physician's referral.

Physical therapy is certainly a profession dedicated to helping people. Together with the medical team, the total rehabilitation of a person can be successful. From muscle pull, backache, stiff joints, to stroke, cerebral palsy and spinal cord injury, the physical therapist treats the total person, not an isolated part.

*(The author is in private practice in New Jersey)*

### Jobs in the 80's *(continued)*

#### TECHNICIANS (Except Health)

- Airplane Pilots 30.4
- Air-Traffic Controllers 32.9
- Flight Engineers 31.2
- Radio Operators 30.7

#### COMPUTER SPECIALISTS

- Computer Programmers 25.1
- Computer Systems Analysts 30.5
- Other Computer Specialists 30.4

#### SOCIAL SCIENTISTS

- Economists 26.9
- Political Scientists 22.7
- Psychologists 33.8
- Sociologists 28.2
- Urban and Regional Planners 41.1

#### TEACHERS

- Adult-Education Teachers 33.9
- College and University 3.0
- Elementary Schools 9.8
- Preschool, Kindergarten 25.0
- Secondary School -11.3

#### ENTERTAINERS AND OTHER ARTISTS

- Actors 13.7
- Athletes and Kindred Workers 13.1
- Authors -3.3
- Dancers 22.2
- Designers 20.4

- Editors and Reporters 23.8
- Musicians and Composers 17.8
- Painters and Sculptors 4.1
- Photographers 9.7
- Radio and Television Announcers 29.8

#### OTHER PROFESSIONAL, TECHNICAL

- Accountants 19.1
- Architects 52.2
- Archivists and Curators 6.4
- Clergy 5.4

- Religious, Except Clergy 11.0
- Foresters, Conservationists 14.5
- Judges 6.8
- Lawyers 18.9
- Librarians 11.2
- Operations, Systems Research 31.9
- Personnel, Labor Relations 31.9
- Research Workers -22.3
- Recreation Workers 20.8
- Social Workers 29.7
- Vocation, Education Counselors 18.6

#### BUYERS, SALES, LOAN MANAGERS

- Bank, Financial Managers 41.2
- Credit Manager 13.2
- Buyer's Wholesale, Retail 39.8
- Purchasing Agents, Buyers 34.9
- Sales Manager, Retail Trade 31.7
- Other Sales Managers 32.9

#### ADMINISTRATORS, INSPECTORS

- Health administrators 45.0
- Officials, Administrators, Public 20.8
- Postmasters, Mail Supervisors -8.3
- College Administrators 15.9
- School Administrators 16.2

#### OTHER MANAGER, OFFICIALS

- Funeral Directors 0.0
- Building Managers, Superintendents 36.7
- Office Managers 39.6
- Advertising Agents 30.6
- Demonstrators 6.7
- Insurance Agents, Brokers 18.6
- Real-Estate Agents, Brokers 27.5
- Stock and Bond Sales Agents 15.4

### Alpha Phi Delta Fraternity

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