

The Edgecliff News

Cornell University Chapter of Zeta Beta Tau Fraternity

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February, 1969

ZBT Thanks President And Rush Chairman For Outstanding Job During The Semester



DENNERLY

The Brotherhood extends a vote of thanks to outgoing President Mark Silverstein and Rush Chairman Richard Dennerly for their services to ZBT.

Mark Cordover Wins House Athlete Award

On the sports scene, ZBT is again active in both intramurals and varsity. The title of "House Athlete of the Year" went to Mark Cordover '71, an engineering student from Great Neck, New York.

In intramurals, Rick Dennerly '69 led the intramural football team to a very respectable 5-2 season. Rick is an arts major from New Orleans, La.

On varsity teams, Mark Silverstein '69, Harrison, New York, will begin his third year this spring as a letterman in golf; Dan Fruchter '71, Narberth, Pa., is a member of the squash team.

Mark, a senior in the Arts College from Harrison, New York, has done an outstanding job as good-will ambassador and liaison between the trustees and the undergraduate chapter. A government major, Mark hopes to enter law school upon graduation. He is a three year letterman in golf.

As rushing chairman, Rick Dennerly, a senior English major from New Orleans, took responsibility for "keeping ZBT on the Hill." Rick was also captain of the ZBT intramural teams and its ritual chairman. After graduation he hopes to work, in front of the cameras, in television.

Our thanks also to the entire outgoing administration, the trustees, and the national officers for their sage advice and their willingness to adapt to changing conditions during the last semester.

Sixteen Pledge ZBT; Nine Are Engineers

Cornell's fraternity system has demonstrated strengthened appeal among this year's freshmen, with 58% of all freshmen pledging following the completion of formal rush on Sunday, February 2.

ZBT is pleased to announce the pledging of sixteen outstanding men, with more pledges expected during the period of deferred spring rush.

Our nine engineers are: Larry Berliner, Valley Stream, N. Y.; Bill Jones, Wantagh, N. Y.; Eric Siegel, New York City; Warren Goldstein, Binghamton, N. Y.; Dan Milder, Omaha, Nebr.; Allen Kalik, New York City; Craig Schiller, New York City; Gary Emerson, Natick, Mass.; and Dick Strickland, Birmingham, Mich. In the Arts School are: Jeff Erickson, Collinsville, Ill.; Elliott Carlin, Ithaca, N. Y.; Bob Fisher, Turtle Creek, Pa.; and Lou Klatch, West Lafayette, Ind. Jerry Glaser, from Israel, and Ken Marash, from White Plains, N. Y., are both in agriculture. Stuart Schepps, Paterson, N. J., is our lone architect.

Kappa Chapter Average Above All-Men's; Members Are Involved In Many Activities

The members of Kappa Chapter are, as usual, involved in activities around the campus. To keep ourselves informed and in touch with University attitudes, we recently invited Dean of Students Albert Miles to a fireside where he spoke on the possibilities of adapting the fraternity model to new trends in student activities.

Mike Ries '70 is assistant to the chairman of the IFC Rush Committee, and Andy Chodorow '71 and Mike Smith '71 are both members of SDS.

The ZBT academic average, as

listed by the Dean of Students, is well above the all-men's average at Cornell. In addition to the high overall performance, we had three outstanding individual scholars. Peter Johnson '70, who is in the advanced program in engineering, will have the distinction this spring of graduating a year ahead of his class; Bob Kraynak '71 is the winner of the Kappa Foundation academic scholarship; and Douglas McKenzie '69 is a teaching assistant in the Engineering School.

Ken Wormser '71 is the house academic chairman.

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"I was made a fellow in the American Institute of Architects at the annual convention in Portland, Oregon," writes Noland Blass, Jr. '40. Noland is with the firm of Erhart, Eichenbaum, Rauch & Blass in Little Rock, Arkansas. He says that his major work now underway includes a new bank and office building, to be the tallest in the state, for the Worthen Bank & Trust Co. Plans are also underway for the new Arkansas Baptist Medical Center, the initial stage of which will cost \$15,000,000. Noland serves as president of the Metropolitan YMCA, is past president of the Arkansas Automobile Club, and a member of the Little Rock City Planning Commission. He says that he is still deeply involved in the renovation of his ancestral plantation, Thirteen Oaks. His address is 217 Normandy Rd., Little Rock, Arkansas.

"A Creative Business," Says Carl Austin Vice President Of An Industrial Realty

The following article on the real estate career of Carl Austin '62 recently appeared in the Westchester Business Journal, Westchester County, New York.

For Carl Austin, uncommonly young vice-president of an uncommonly fast-growing real estate firm, one of the big advantages of being in the real estate business is the direct relationship that exists between making an effort and seeing its success or failure.

The 28 year-old vice-president of Summit Industrial Realty, Inc. said in a recent interview, "It's a creative business. You can make things happen. The estate broker is seeking to make a marriage between a man and a building or a piece of land. If he has done a good job—if the partners are well chosen—the marriage will come to pass."

Summit Realty has been proving itself and excellent marriage broker. Recent clients include such well-known names as RCA, American Technical Industries, Litton Industries, Pepperidge Farm, and Dictaphone. The firm, only in existence since 1964, recently passed the \$20 million mark in transactions negotiated. Business says Carl Austin, is now running about three times what it was in 1966, while the staff has gone from four to eleven since then.

A number of factors, according to Mr. Austin, account for the good record. For one thing, he says, Summit is, "to my knowledge" the only firm which handles industrial and office real estate exclusively—the company doesn't deal in residential properties at all.

In addition, the company conducts a heavy mailing campaign. It has every manufacturing building in Westchester listed on IBM cards, sends out mailings on a rotating basis to owners and occupiers of the buildings, also to accountants, attorneys and other VIP's around the county.

Says Mr. Austin, "We go right to the man. We may send him mailings for a year with no result, but then when he needs us he knows who we are and he comes directly to us. If we get our customers through other brokers we have to share the commission on a transaction, but if the customer comes directly to us, we can avoid this co-brokerage situation."

Carl Austin is especially proud of one recent deal negotiated for Charter Hill Corporation, owner of a group of contemporary office properties in Tarrytown. Summit had originally negotiated the leases of these offices with three firms; Imaginetics, Arnold Thompson and Candy Exchange. Recently, in a kind of musical chairs, Mr. Austin negotiated new leases moving each of the three firms into space which had been occupied by another, leaving all three happier and keeping all three intact as tenants for Charter Hill.

So pleased was Charter Hill that it granted an exclusive agency on the entire property to Summit Realty.

Carl Austin grew up in White Plains, attended White Plains high school where he was president of the sophomore and junior classes and the General Organization. He graduated from Cornell University in 1962; while in Ithaca a brush with urban renewal in that city started him in his interest in real estate.

He joined Summit in 1966 (was named vice-president just this year). From the first, he seemed to have a special affinity for transactions involving office space. In time, a special office division was set up in the company, under his direction.

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Research Reveals Grades Unaffected By Fraternity Life

The following is a tabulation of some of the findings revealed in the doctor of philosophy thesis of Robert E. Matson, completed in 1961, at Indiana University. Dr. Matson, a member of Delta Tau Delta, is now dean of students at the University of Akron in Ohio.

1. Most that has been written or said about the comparative scholastic achievements and potentials of students who are residents of fraternity houses, dormitories, or off-campus housing, has been based on personal opinion rather than on researched facts. Statistical comparisons indicate that fraternity environment has had no significant bearing . . . plus or minus . . . on the average college student's scholastic achievement. The average student's achievement is based largely on his academic potential irrespective of his campus housing.

2. However, the median drop-out rate for fraternity-member students is markedly less than that of non-fraternity men. And, there is indication that students of lowest promise seem to do better if they are fraternity members while the students of the highest promise may do slightly better obtaining superior grades if they are not fraternity-house residents. The largest share of the student drop-outs who later returned to the Indiana campus to complete their educations were fraternity members.

3. Students who become pledged to a fraternity after their first semester on the campus do no better scholastically than those who were pledged upon their arrival on campus. Dr. Matson points out there is no statistical evidence to justify the claim of the proponents of deferred pledging systems that stu-

Wherever They Roam, We Keep In Touch

"My son, Dick, who was president of ZBT at Duke, got his M.A. at Wharton and is now with General Foods Corp.," writes Richard S. Helstein '34. He says that his daughter, Cathy, will graduate from Western Reserve University in June, 1969. Dick, a partner in J. K. Lasser & Co., is the first vice-president of the New York State Society of CPAs, and will become president this year. He is a member of the Council of the American Institute of CPAs, and on the Board of Governors of the Accountants' Club of America. He says that his company is interested in any graduate who wants to make a career in accounting. His address: 23 Fox Meadow Rd., Scarsdale, New York.

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Jerry E. Klein '55 became a life member of the Million Dollar Round Table of the Northwestern Mutual Life Insurance Co. in 1968. He and his wife, Arlene (Cornell '56), have three children. Address: 2640 Briarcliffe, Cincinnati, Ohio.

dents will do better, scholastically, in college if their fraternity affiliation is delayed.

4. Compared according to academic potential, during the freshmen, sophomore, and junior class years, students living in high-prestige fraternity houses ranked first. Those living in medium-prestige fraternity houses or in the University dormitories, ranked next, and seemed like twins. Students living in low-prestige fraternity houses, or in off-campus residences, about matched each other, at the bottom of the ladder. No substantial difference existed in the over-all academic potential of the senior students wherever they resided.

Richard Stein '61 is in real estate with the Littlestone Co., Chicago, Ill. His address: 2016 North Cleveland, Chicago.

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"My wife (formerly Judith Kross, Cornell '63) and I spent ten days in Israel last January," writes Neil E. Goldberger '61. "Aside from all that we heard prior to going, the country and the people completely overwhelmed us. What these people have done, under the circumstances, is something that should be seen by everyone who has the opportunity to go there. It was particularly exciting for us, because we were there only six months after the June war, and were able to see the new territories, including the old city of Jerusalem." The Goldbergers are presently living at 140 East Hartsdale Ave., Hartsdale, New York, and are looking for a house in the Westchester area. "Maybe one of the brothers can give me a lead," says Neil. When he graduated, Neil joined the family business which manufactures Kate Greenaway dresses for girls. "Naturally, our 14-month-old daughter, Beth, is already a fashion-minded female," says Neil. "Recently, on a trip to Harrisburg, Pennsylvania, I ran into Nat Weisler '61. He told me that he's married with a daughter about the same age as ours. He lives in Lebanon, Pa., and is presently working as an executive with a knitting mill in Lebanon."

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James G. Herman '58 is a partner in the architectural firm of Weinberg, Teare, Fischer & Herman in Cleveland, Ohio. His address is 3572 Lytle Rd., Shaker Heights, Ohio. The Hermans have three boys, aged eight, six, and one.

Carl Austin . . .

(Continued from Page 2)

With choice spots in lower Westchester pretty well taken, he says, there is now a general movement of business and industry "upward and outward." He is currently doing a great deal of work in Mount Kisco, which the new road, I-287, has "opened up like a can-opener."

He characterizes the real estate situation in Westchester as an explosion, and says the job of the real estate specialist is in helping to make this explosion productive.

"The industrial growth of an area is not only quantitative; there is also a qualitative factor, such as the kinds of industries, the kind of companies, the kind of labor employed, the kind of municipal assets for those looking for a better life.

"In solving the problems of plant location and design, the industrial real estate specialist has a part to play—and he should play it while the project is in both the planning stage and the screening stage. He should be privy to conferences on the continuing costs of operations, and also to the one-time costs of 'setting up shop.'

"In both cases—in continuing costs of freight, labor, utilities and taxes; and in one-time costs of site acquisition and preparation, construction and business organization—the real estate specialist is in a position to be of real help."

Eric D. Hirsch '21 writes that his son, Donald (Eric D. Hirsch, Jr. '50), is the chairman of the English Department at the University of Virginia, and has written several books. Eric says that E. Lysle Aschaffenberg '13 returned for his 55th Cornell Reunion in 1968 and had a fine time. A cotton merchant in Memphis, Tennessee, Eric lives at 4272 Gwynne Rd., Memphis.

ZBT Alumni Report Their News

David A. Goldstein, Esq. ('58 B.A.; '60 LLB) became a partner in the law firm of Javits & Javits, 630 Fifth Avenue, New York City, on July 1, 1968. He was an assistant district attorney in the New York County District Attorney's office from 1960 to July, 1967, when he left to become associated with Javits & Javits. He lives at 325 East 77th St., New York, N. Y. 10021. His twin brother, William B. Goldstein (Kappa '58) is chief of radiology at the Danbury Hospital, Danbury, Conn. William's address: 27 Cresskill Rd., Cresskill, N. J.

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Our apologies to Matthew T. Marcello '68 whose name was omitted from the list of graduating seniors in the July *Edgecliff News*. Matthew's address is 33 Applegate Rd., Cranston, Rhode Island.

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Louis E. Wolfe '55 has served as District Assemblyman from Clinton and Essex Counties since 1964. Assemblyman Wolfe was chairman of the N. Y. State Panel on the Interstate Commission on the Lake Champlain Basin and also was chairman of the Joint Legislative Committee on National Resources and Scenic Beauty. In 1959 he was married to Zena Shane, and they have three children. His address: 6 Mason Dr., Plattsburgh, New York.

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Ronald J. Turk '54 writes that he sees Dick Rosenbloom '54 and Ron Klineman '55 frequently in Rochester, N. Y., where all three are attorneys. He says that his law practice with Fix, Spindelman, Turk & Himelein is devoted mainly to trial litigation. His new address is 85 Penarrow Rd., Rochester.

"I have just been stationed in San Francisco with the U.S. Public Health Service Heart Disease and Stroke Control Program," wrote Terry R. Baker '62 in September. "I will be here for two years fulfilling my military obligation." His work is involved with epidemiological research in the field of heart disease. He says that he has seen a lot of Joel Rosenberg '61 who is a civil engineer living in Chico, California, and Wally Buch '62, a first year resident in surgery at Stanford Medical Center. "Bake's" address: 2171 Pacific Ave., San Francisco, Calif. 94115.

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Joel Levinson '59 writes that he and his family moved from Nashville, Tennessee to Chicago where he is taking a gastroenterology fellowship at the University of Chicago. The Levinsons have three children, Marcy, Dana, and Kipp. Address: 7243 South Coles Ave., Chicago, Ill. 60649.

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Frederick Gans '58 is a stockbroker with Smith Barney & Co., Inc. in San Francisco. His address is 561 Greenwich St., San Francisco, Calif.

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S. Robert Sientz '30 is the vice-president of the David A. Carr Agency, Inc., a leading general agency in New York City for the Continental Assurance Company of Chicago. He is an expert in life insurance, taxation, and estate planning. He reports seeing Ted Adler '28, Henry Cowen '30, Dick Kallenbacher '36 and Arthur Phillips '33 quite often. Brother Sientz has been a director of Kappa Foundation for many years. His address: 10 North Ridgewood Rd., South Orange, N. J.