

The deltasiq

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®



focus:



Our "focus" this month is on retiring members of the Board of Directors Donald J. Cool, Undergraduate of the Year 1975, Thomas R. Harnett, Western Regional Director, top right, and Charles W. Murphy, South Central Regional Director, bottom right, they receive testimonials of appreciation from Grand President Bill Tatum at the Farewell Luncheon at the Grand Chapter Congress.

The **deltasig**®

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The charter-signing ceremony signals the birth of a new chapter. See the story of Iota Mu on page 44.

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commentary....



During our 31st Grand Chapter Congress we recognized that "a commitment to excellence" is no idiosyncratic phrase. Reviewing the past biennium, records were set in all areas of our fraternity. Life Memberships were at an all time high, both last year and in the biennium with 1,271 Deltasigs becoming Life Members for the two year period. Most important of all, undergraduate membership increased by the largest percentage in many, many years.

The 31st Grand Chapter Congress was an excellent way to culminate two of our greatest years in Delta Sigma Pi and begin two of our best years to come. Four hundred thirty eight Deltasigs and spouses attended our Congress in Toronto, Ontario, Canada.

Our Educational Seminars were overflowing with undergraduates and alumni alike, seeking professional knowledge and direction to assist the chapters and alumni clubs in their respective operations.

I left Toronto with the greatest respect for our fraternity and its membership. Records were set for the last two years, but with the interest, participation, and professionalism exhibited at the Congress, I know that these accomplishments are only a beginning for records and achievements yet to come. All I ask is for every Deltasig to become more involved.

Fraternally,

A handwritten signature in cursive script that reads "Bill Tatum". The signature is written in dark ink on a light background.

William W. Tatum, Jr.
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a
tale
of
toronto



...fellowship, learning,
legislation, elections

The 31st Grand Chapter Congress of Delta Sigma Pi was held at The Sheraton Centre Hotel in Toronto, Ontario, Canada, from August 14 to 18, 1977, in the heart of an exciting, dramatic, pulsating city. At final count, there were 438 Deltasigs, spouses, children and guests participating in the convention.

Fellowship was evident in the warm "hello's" and enthusiastic handshakes during registration and on through the five days of the convention as Deltasigs met other Deltasigs from all over the U.S. Fellowship abounded as members gathered in small huddles in the hotel during breaks to discuss fraternity matters, met in private guest rooms to socialize, and talked in the workshop sessions about fraternity matters. As groups left the hotel during free time to enjoy the sights of Toronto or gathered for meals, the fellowship, fraternalism, and enthusiasm that are Delta Sigma Pi was ever present.

Learning was achieved in the workshop sessions as members discussed both problems and successes, shared ideas with each other, and discussed major program areas of chapter or alumni club operation. Informal gatherings always introduced the subject of fraternity and in these discussions much was learned about fraternity beyond what the individual chapter or club had been doing.

Legislation determining the future course of the fraternity occupied a full business session of the convention and much of the informal conversations of the delegates. Two important items received the most attention. After discussion the delegates ratified the Emergency Powers Amendments of November, 1975, opening membership to qualified women business students. Also discussed extensively were revisions to the fraternity's Ritual, which the delegates declined to adopt while giving direction to the Grand President to have the matter studied further. Also approved were



Peg Donovan, center, and Betty Sheard, right, distribute registration envelopes delegates at the national convention.



Beverly Norris of The Central Office staff registers delegates at the 31st Grand Chapter Congress.



Chapter Consultant John Watton "signs up" future Yellow Dogs at registration at the Grand Chapter Congress.

a change in the requirements for national office requiring three years' membership in the fraternity rather than five, and changes in the method of approval for new alumni clubs. Disapproved were a change in the term of office for Regional Directors, the method of electing the National Executive Committee, a

change in the Preamble to the Constitution (the "purpose"), a change in the title of Vice President for Professional Activities, a proposal to eliminate the Editorial Advisory Board, and a change in voting requirements regarding new members.

Elections determined the 1977-79 Regional Directors, President, Director of Alumni Activities and others who comprise the Board of Directors and National Executive Committee. These members will govern the fraternity in the coming two years until the Grand Chapter meets again and determines the direction the fraternity will take. See the related article on the new Board of Directors in this issue of the magazine.

A busy afternoon of registration for the meeting opened the convention on Sunday, August 14, in the

Garden Court Lobby overlooking a two story waterfall, reflecting pools, and gardens. Although your convention manager wishes it were planned, it was coincidental that a Scottish Bagpipe group gave a full dress parade with music through the lobby of the hotel just as convention registration opened.

The Dominion Ballroom of the hotel was the 6:30 P.M. scene of the Grand President's Reception where conventioners had the opportunity to meet all national officers of the fraternity and get acquainted with each other. From this reception many Deltasigs traveled to the Royal York Hotel a few short blocks away where they were special guests of Phi Gamma Nu Sorority (professional business sorority) at the reception. Phi Gamma Nu was holding its national convention in concurrence with Delta Sigma Pi in



Grand President Tatum welcomes Rudy Tarabek, Pittsburgh, at the Grand President's Reception at the Grand Chapter Congress.



Southeastern Regional Director George E. Ragland and family enjoy the Grand President's Reception at the Grand Chapter Congress.



Part of the head table at the Grand Chapter Congress Banquet of the national convention were left to right, John Watton, Lisa Schram, Gus Schram, Mae Ragland, and George Ragland.



The Central Office staff which handled the administration of the national convention have dinner with Deltasig of the Year 1975 George Simkowski, right, at the Grand Chapter Congress Banquet. Left to right are Betty Sheard, Ruth Tatum, mother of the Grand President, Beverly Norris, Peg Donovan, and Marge Wisecup.

Toronto.

At 9:00 P.M. conventioners returned to the Dominion Ballroom for an evening called "A Night At The Races". Horse Races complete with "funny money" betting, music, dancing, an auction of gift items, and door prizes occupied conventioners until the later hours. Run-

ning concurrently with the Night At The Races were initiations into Yellow Dog and the Pink Poodles.

Beginning the day's activities on Monday, August 15, was the Opening Business Session. Following the invocation given by Mideastern Regional Director Harry McMahon,

Grand President Bill Tatum welcomed members to the 31st Grand Chapter Congress and introduced the remaining members of the Board of Directors, the Golden Council (past national officers), District Directors, the Chapter Consultants, and special guests of the convention.



Past Grand President Kenneth B. White and wife Claire sample the pastry table at the Grand President's Reception at the national convention.



Deltasigs enjoying the dance at the national convention during Nite at the Races.



Executive Director Ben Wolfenberger, left, welcomes District Director Richard Schreiner, right, to the Grand President's Reception while Director of Alumni Activities Mike Mallonee, background, pauses in thought.



District Director Frank Cafiero and another Deltasig dance it up at the Nite at the Races at the national convention.

Ninety-three undergraduate chapters and 24 alumni clubs responded to roll call and the official seating of voting delegates. Parliamentarians serving the business sessions of the convention were Intermountain Regional Director Ted Atlass and Director of Alumni Activities Mike Mallonee.

Grand President Tatum then presented his biennial report to the convention and informed the delegates that the reports of the Executive Director and the National Committees

had been distributed in advance in accordance with the National Constitution along with the annual financial and statistical reports.

Past Grand President Tom Mocella who had served as Chairman of the National Committee on Nominations gave the report of the committee followed by seconding speeches for the nominees. Additional nominations were then requested from the floor of the convention.

Next on the agenda was the official introduction of the Undergraduate of the Year 1977, Marc P. Franson, who then addressed the assembled members. President Tatum was then recognized with a special award approved by the National Executive Committee for his service as Director of Alumni Activities from 1971 to 1975, prior to his election as president. A special feature article on the Undergraduate of the Year appears in this magazine.

Special recognition was given to



Executive Director Wolfenberger calls roll of official delegates at opening session of the Grand Chapter Congress.



Past Grand President Tom Mocella, Chairman of the National Committee on Nominations, presents the report of the committee to the assembled convention.



Members and guests enjoy A Nite at the Races during the 31st Grand Chapter Congress.

Zeta Xi Chapter at Lewis College, Lockport, Illinois, and Sacramento, California, alumni for their special monetary gifts to the fraternity in memory of recently deceased members.

Assistant Executive Director Mike Tillar, assisted by Chapter Consultants John Watton and Danny LaFont, recognized by special certificates the 24 chapters achieving Honor Roll status in the 1976-77 Chapter Efficiency Index.

Closing the Opening Business Session was the awarding of the

Order of the Golden Helmet to Kenneth B. White from Gamma Chapter at Boston University, now residing in Dallas. Ken had served the fraternity as Grand President from 1945 to 1947. The Order of the Golden Helmet recognizes 50 years of active, participating membership in the fraternity.

Ken was initiated by Gamma Chapter on March 20, 1926, has served the fraternity in many capacities including the national presidency, has attended nearly all new chapter installations in Texas since



Marilyn Elder, member of Phi Gamma Nu and wife of Golden Council member Bob Elder, with Norma and Harry McMahon and Virginia and Bob Trap at the Phi Gamma Nu reception for Delta Sigma Pi during their concurrent conventions in Toronto last Summer.



The assembled Board of Directors and voting delegates at the opening business session of the 31st Grand Chapter Congress.



Undergraduate of the Year 1975 D. Cool, retiring from the Board at the convention, addresses the assembled delegates.



Grand President Bill Tatum addresses delegates on the state of the fraternity at the opening business session of the Grand Chapter Congress.



Delegates listen intently to the business proceedings of the business sessions of the 31st Grand Chapter Congress.



Twenty four chapters were honored before the Board of Directors and assembled delegates of the Grand Chapter Congress for their achievement of Honor Roll in the 1976-77 Chapter Efficiency Index.



Honored with the Order of the Golden Helmet for 50 years of active membership in the fraternity was Past Grand President Kenneth B. White. Presenting the award, left, is current Grand President Bill Tatum while, left to right, Past Grand Presidents Bob Busse, John Marko, Hal Cannon, and Tom Mocella look on. The award was made at the national convention.



Skip Loomis, Sacramento Alumni Club, presents Executive Director Wolfenberger with a contribution to The Central Office Board Room in memory of club member Mike Haley.

the first chapter was installed in 1930 at Baylor University, and has attended 22 of the 31 national conventions of the fraternity.

While members of the fraternity were at the opening business session, spouses and children had an opportunity to get acquainted with Toronto and with each other while on a guided bus tour of the city. Filling the morning hours, the tour included the more outstanding features of the city allowing participants to decide which ones they



Board members Don Cool, left, and Gus Schram, right, moderate an Education Seminar on Pledge Education during the national convention.



Grand President Bill Tatum presents his mother, Ruth, with a ruby sweetheart badge at the Grand Chapter Congress banquet of the national convention.



Delegates to the Grand Chapter Congress took seriously their participation in the Education Seminars with every room packed with attendees.



Keynote Speaker Bert Jones inspired all with his motivational address.



Chapter Consultant Danny LaFont, left, undergraduates from Drake and Arizona State, and Consultant John Watton, right, lead a seminar on the Chapter Efficiency Index at the Grand Chapter Congress.

would visit later for a more extensive tour during their leisure hours.

Following lunch, fraternity members and spouses enjoyed the Keynote Address given by Bert Jones of Wilson Learning Corpora-

tion of Eden Prairie, Minnesota. Mr. Jones has served as advisor, counselor, and trainer to sales personnel throughout the United States. He specializes in sales careers, recruiting methods, training, and market-

ing management. Employing proven sales and management techniques and remembering human relations and human behavior he presented an inspiring, dynamic approach to recruiting in the undergraduate chapter. Reinforcing his strong presentation were workshop materials for the participants to keep and use and slides, diagrams, and charts. Because of his belief in young people and their potential growth and value to society in coming years, Mr. Jones contributed his time for the Keynote Address. For this, the fraternity is most grateful. Attending the Keynote Address as special guests of Delta Sigma Pi were the delegates and national officers of Phi Gamma Nu Sorority.

From the Keynote Address, conventioners moved to the York, Peel, Carlton, and Windsor West Rooms for educational seminars. Running concurrently were four seminars: Recruiting handled by President Tatum; Pledge Education handled by Undergraduates of the Year Don Cool and Gus Schram; Chapter Efficiency Index Participation moderated by Chapter Consultants John Watton and Danny LaFont and undergraduate representatives from Gamma Omega Chapter at Arizona State and Alpha Iota Chapter at Drake University; Central Office Operations and National Organization moderated by Assistant Executive Director Mike Tillar and Southern Regional Director Frank Busch; and the Alumni Seminar handled by Director of Alumni Activities Mike Mallonee.

With the first group of seminars completed before dinner and the second group conducted following dinner, members moved to the 12 Regional Meetings to meet with their respective Regional Directors. Included in these meetings were items of national interest such as convention legislation and elections, plus any business of interest to the particular region such as chapter difficulties and successes, recruiting, Chapter Efficiency Index participation, and Regional or Area Con-



Grand President Bill Tatum returns to convention following his re-election as Grand President for 1977-79.



Delegates and guests sampled a delightful buffet at the Farewell Luncheon at the close of the Grand Chapter Congress.

ferences to be held during 1977-78 and 1978-79. The Regional Meetings concluded a very tightly scheduled, long, but very productive, enjoyable day.

On Tuesday, August 16, from 9:00 A.M. until Noon the Educational Seminars were continued and concluded with members and their families having the balance of the day free to enjoy the sights and sounds, attractions and entertainment that abound in Toronto.

On Tuesday at noon the Delta Sigma Pi Educational Foundation members along with other interested Deltasigs held their biennial luncheon and business meeting. A separate article appears in this magazine on the purposes and activities of the Foundation.

Wednesday, August 17, began with the second business session of the convention which was the legislative session of the meeting. Nine constitutional amendments were considered with three being approved and six disapproved. Changes in the Ritual were also considered and rejected, as already mentioned in this article.

In the afternoon, one of two convention highlights took place. In formal ritualistic ceremonies, John Nevin, President and Chairman of the Board of Zenith Radio Corporation became the fraternity's 16th national honorary member as Honorary Member at Large 1977.

The second highlight, the 31st

Grand Chapter Congress Banquet, was held in the Dominion Ballroom that evening with President Tatum serving as toastmaster. Following the invocation by Past Grand President Kenneth B. White, and the meal, President Tatum presented the Honorary Member at Large, John Nevin, to the audience. The address of the Honorary Member appears as a feature in this magazine. At the conclusion of the address by

the Honorary Member he was presented with his fraternity membership certificate by President Tatum.

In addition to introductions of members of the Board and spouses at the head table, members of the Golden Council and spouses, and The Central Office administrative staff were presented to the audience. Notable among the Golden Council members were Past Grand President Kenneth B. White and his wife



Ron McDowell, Nevada-Reno, was the winner of the diamond badge raffle at the Grand Chapter Congress. Presenting the badge is Grand President Bill Tatum, right, while North Central Regional Director Bob Drewniak who chaired the raffle, center, looks on.



Director of Alumni Activities Mike Mallonee, left, presents the alumni club travel trophy to Chicago Alumni Club Delegate Don Colby.



Assistant Executive Director Mike Tillar, left, and Executive Director Ben Wolfberger, right, had the privilege of presenting the undergraduate chapter travel trophy Jan Garland of Arizona State.

Claire, who were attending their 22nd annual convention of the fraternity.

The last day of the convention, Thursday, August 18, opened with the final business session consisting of elections and resolutions. As elections were completed, the winner was announced from the dais. Grand President Tatum was re-elected to a second term and was escorted to the dais by Past Grand Presidents Ken White, John Marko, and Bob Busse. Director of Alumni Activities Mike Mallonee was also re-elected to a second term and returned to the dais. Regional Directors elected to full four year terms were Frank M. Busch, Southern Region; Robert M. Drewniak, North Central Region; Warren W. Simpson, Midwestern Region; Toney R. McCollum, Southwestern Region; Theodore B. Atlass, Intermountain Region; and Joe S. "Skip" Loomis, Western Region. Elected to complete two years of four year unexpired terms were Richard J. Parnitzke, Eastern Region; Richard L. Schreiner, South Central Region; and David M. Rose, East Central Region. Other members of the Board are continuing members Ben H. Wolfenberger, Executive Director; Michael J. Tillar, Assistant Executive Director; Gus W. Schram III, Undergraduate of the Year 1976; Mideastern Regional Director Harry J. McMahon, Sr.; Southeastern Regional Director George E. Ragland; Central Regional Director Steven R. Szekely; and newly elected Undergraduate of the Year 1977 Marc P. Franson.

Past Grand President M. John Marko served as installing officer for the 1977-79 Board of Directors. A separate article in this magazine introduces the new Board in more detail. After the installation, a call for adjournment was heard and the 31st Grand Chapter Congress was closed by President Tatum.

All fraternity members and others in attendance at the convention then gathered in the Dominion Ballroom for the Farewell Luncheon. Retiring members of the

Board receiving testimonials of appreciation were Donald J. Cool, Undergraduate of the Year 1975; South Central Regional Director, Charles W. Murphy; and Western Regional Director, Thomas R. Harnett.

An attendance trophy presented by Executive Director Wolfenberger and Assistant Executive Director Mike Tillar to Gamma Omega Chapter at Arizona State for the most member-miles traveled. Director of Alumni Activities Mike Mallonee

presented the alumni club attendance trophy to the Chicago Alumni Club.

In the drawing for the diamond fraternity badge, Ron McDowell of Delta Pi Chapter at Nevada-Reno was the lucky winner. Numerous door prizes went to other fraternity members or guests as their names were drawn.

In closing the luncheon, President Tatum wished everyone a safe trip home along with an invitation to join in the 1979 meeting in Atlanta.



Alumni of Shepherd College and their wives who attended the Grand Chapter Congress last Summer.



Grand President Tatum, left, and Chapter Consultant John Watton, right, visit with Virginia Schulte, Executive Director of Phi Gamma Nu during the Phi Gamma Nu reception for Delta Sigma Pi during concurrent national conventions.

NATIONAL EXECUTIVE COMMITTEE MEETING

AUGUST, 1977



Members of the National Executive Committee during the two day meeting in August, 1977.

THE DELTA SIGMA PI National Executive Committee held its semi-annual meeting in Toronto on August 11 and 12, 1977, just prior to the biennial meeting of the Board of Directors and the 31st Grand Chapter Congress.

Opening the agenda were a discussion of the fraternity's financial results for 1976-77 and the most difficult matter of preparing the operations budget of 1977-78. An additional item was the possibility of restructuring the undergraduate chapters' financial obligations to the Grand Chapter, a matter which continues under study.

Atlanta, Georgia, was reconfirmed as the site of the 1979 Grand Chapter Congress with a particular hotel being named after further study of suitability and availability by the Executive Director, taking into consideration those experiences of the 1977 meeting and the recommendations

made by those attending the 1977 meeting.

All individual chapters were discussed with particular attention being given to those which have marginal operations, which might not be operating in accordance with the philosophies, law and policies of the fraternity, and those which seem in danger of becoming inactive.

The success of the alumni and alumni club programs during the past year were discussed with the Director of Alumni Activities indicating his plans for the coming year to continue that success.

The Central Office administrative staff needs, executive staff needs and performance, equipment needs, and maintenance and repairs to the building and grounds were reviewed.

Discussion of fraternity adminis-

trative matters included a review of fraternity insurance programs, gifts to the fraternity, legal matters, jewelry and merchandise, constitutional revisions, administrative restructuring, and other areas of study and recommendations.

In reviewing the fraternity publications, attention focused on the content of the fraternity magazine, and included a discussion of new publications to be issued or revisions of existing publications.

Several awards and recognition were approved.

Bulletins to the undergraduate chapters and alumni clubs of future news items in THE DELTASIG Magazine will cover policy decisions, present constitutional amendments, or announce other changes or procedures related to the above items of discussion. The National Executive Committee next meets in February 1978.

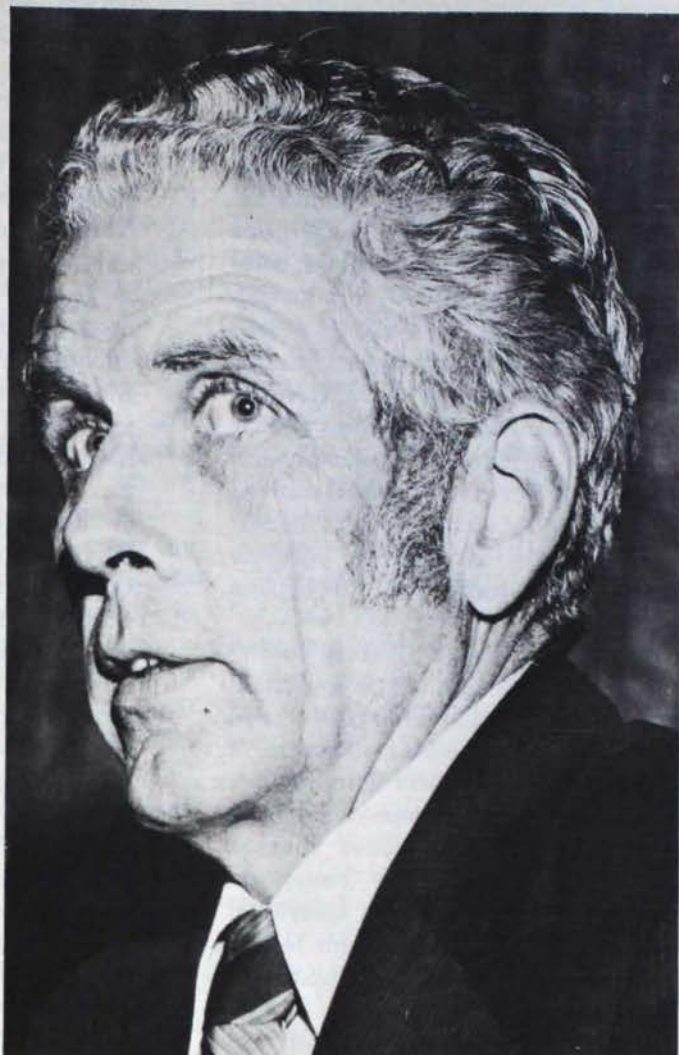
CONSUMER ELECTRONICS TRADE ISSUES

*An address given by John J. Nevin,
President and Chairman of the Board, Zenith
Radio Corporation, as Honorary Member at
Large 1977 of Delta Sigma Pi at the 31st
Grand Chapter Congress Banquet, August 17,
1977.*

"No industry in the United States has experienced more widespread layoffs of its employees, more damaging economic losses or been more characterized by mergers, acquisitions and business terminations in recent years than has the Consumer Electronics Industry.

There is today virtually no radio manufacturing in the United States. Zenith manufactures its special purpose trans-oceanic radio in Chicago, but Zenith imports the great majority of the radios that it offers for sale in the American market.

As recently as five years ago, Americans



John A. Nevin, Delta Sigma Pi's 1977 Honorary Member at Large initiated at the 31st Grand Chapter Congress.

who were interested in buying phonographs or stereo equipment might have considered such widely recognized American brand names as Westinghouse, Motorola, General Electric, Philco or RCA. If they bought their stereo or phonograph products from Sears Roebuck, they would have purchased a product made by Warwick, an American company that supplied stereo and television products to Sears for sale under a Sears brand name.

In 1972, Westinghouse ceased operations in the phonograph and stereo markets. In 1973, Motorola withdrew from the

stereo market. In 1974, Warwick ceased building stereo products for Sears Roebuck, and Philco abandoned the manufacture and sale of audio products. Even more surprising, in 1974, RCA, which had generally been regarded as among the largest and the strongest manufacturers of Consumer Electronics Products in the United States, completely abandoned the production and marketing of console stereo units, phonograph players, radios and tape recorders. In 1975, General Electric shut down the plant that it had used to build phonograph and console stereo units. General Electric had previously had a leadership position in sales of portable phonograph units in the United States.

The major factor leading to the virtual elimination of the manufacture of radios and stereo products in the United States was competition from Japanese imports. That history has been partially repeated in the black-and-white television market and is now seemingly being repeated again in the color television market. Five years ago, color television sets imported from Japan accounted for about 15% of sales in the American television market. By 1976 Japanese imports accounted for almost 40% of all color television sales in the United States.

Largely as a result of pressures associated with growing imports, five of America's best-known television manufacturers have been forced into mergers and acquisitions in less than four years.

- In the Fall of 1973, Admiral's financial difficulties led to its acquisition by North American Rockwell.
- In the Spring of 1974, Motorola decided it could not continue its activities in the television market and sold its activities in the television business to Matsushita, a Japanese firm that is generally regarded to be the world's largest Consumer Electronics Company.

- In 1973 and 1974, Magnavox got into serious financial difficulty and was acquired by North American Philips in the Summer of 1974. North American Philips is an American affiliate of Philips Gloeilampenfabrieken of The Netherlands; Philips dominates Consumer Electronics in Europe and is generally regarded to be the world's second largest Consumer Electronics Company.
- In the Autumn of 1974, Ford Motor Company shut down its Philco Consumer Electronics Plants and sold its Philco brand name and television inventories to GTE-Sylvania.
- Late in 1976, Warwick, the American Consumer Electronics Company that had supplied Sears Roebuck, was sold to Sanyo of Japan.

It has been estimated that over 60,000 jobs have been lost in American color television plants alone since 1971. If job losses in black-and-white television, stereo manufacturing and radio manufacturing were added to the color television losses, the total loss related to rapidly rising imports would exceed 100,000 jobs.

Supporters of free trade have long understood that a nation prepared to reduce trade barriers must also be prepared to deal with the unemployment and other economic dislocations that invariably occur when a domestic industry loses a substantial portion of its home market to imported products.

Supporters of free trade believe, however, that a free flow of goods from one nation to another will lead each nation to produce those products that it produces most efficiently and thus result in lower consumer prices and a higher standard of living throughout the world.

Those who support a reduction in trade barriers believe that workers displaced in an inefficient industry by imports will soon be hired by

more efficient industries benefitting from export opportunities. Finally they believe that free trade will increase interactions among the people of the world and thus help to reduce or eliminate international suspicions and animosities.

Zenith has no reason to challenge the theoretical advantages of free trade policies that encourage free trade. We believe strongly, however, that the American television market provides an important example of a situation in which the practical results of a free trade policy have differed markedly from the theoretical expectations.

The growing domination of the American television industry by Japanese producers has not, in our view, been the result of competitive superiority on the part of the Japanese companies. Instead, we believe the success of Japanese television companies in the American market has been in large measure attributable to three factors that have little to do with competitive superiority.

- First, Japanese television companies have used dumping and systematic efforts to circumvent the assessment of American dumping duties to obtain price advantages relative to American companies.
- Second, Japanese television companies have benefitted from cartel agreements, among themselves, providing for price fixing and customer allocations.
- Finally, the Japanese television companies have had sizeable tax advantages relative to their American competitors.

Each of these three factors requires some elaboration and I would propose to start by discussing dumping.

The reputation that the Japanese enjoy for manufacturing efficiency among Americans results not from any knowledge that most Americans have of how television sets are

roduced in Japan, but rather from the fact that most American consumers have consistently found that they could buy Japanese television receivers in America at prices lower than those at which American products were being offered for sale.

Over six years ago, on March 4, 1971, the United States Tariff Commission found that the American television industry was being injured as a result of the importation of television receivers from Japan at less than fair value".

The term "Importation . . . At Less Than Fair Value" means dumping, or the sale of imported Japanese television receivers in the United States at prices lower than those at which the same or comparable receivers are sold in Japan. Dumping is a trade practice condemned by all the trading nations of the world and scrupulously avoided by most.

Each of the trading nations of the world has adopted laws to deal with dumping. Those laws are clearly supported by inter-national treaties such as the Gatt Agreement. American law requires that if an industry is found to be injured by dumping, Treasury must impose dumping duties equal to the difference between the home market price and the price at which the imported product is being imported into the United States.

The purpose of such laws is obvious. If a domestic industry is injured by dumping the resulting economic dislocations and unemployment are the result of a failure to stop an unfair and unlawful trade practice and not the result of the emergence of the most efficient international competitor.

In 1971, after the Tariff Commission reported its findings, Treasury required that a 9% bond be posted on all Japanese television imports pending the determination and collection of the dumping duties required by law. In the six years between 1971 and 1977, Treasury collected essentially no dumping penalties.

In January of this year, Zenith presented to the International Trade Commission documented, sworn and as yet uncontradicted testimony showing that the least expensive 19-Inch television receivers available in Japan are priced at over \$500. The United States was, at the same time, being flooded with Japanese 19-Inch color imports priced in the American market at under \$300.

In April of this year, subsequent to the Zenith testimony before the International Trade Commission, Treasury announced that dumping bonds were being increased from 9% to 20%. In a very terse announcement Treasury explained that the dumping of Japanese television sets in the United States appeared to have been more significant than Treasury had previously thought.

Zenith alleged as early as 1970 that the dumping of television sets was in part being accomplished through a series of covert kickbacks and rebates that permitted large American importers to buy at prices significantly below those disclosed on customs documents. The purpose of the secret rebates, we alleged, was to circumvent the assessment of dumping duties. A very few months ago, Treasury announced that it was pursuing a major investigation of customs fraud associated with television importing.

No country in the world has benefited more than Japan from the willingness of other countries to relax trade barriers and permit a free exchange of goods. Japan, however, while fully exploiting opportunities in the automobile and television markets of its trading partners, has persisted in pursuing a protectionist policy at home. The government of Japan has established a variety of non-tariff barriers that protect the Japanese automobile and television industries from foreign competition.

Robert S. Strauss, special representative for trade negotiations, described the effectiveness of these barriers, with respect to automo-

biles, in pungent terms when he said: "We could have landed a thousand tanks in Japan 60 days after Pearl Harbor easier than we could land a thousand Ford cars in Japan today".

In the American television market today it is readily possible to buy a large screen furniture console receiver for \$750. Comparable large screen furniture models sell in Japan for \$1,500 to \$2,500. Despite the very high Japanese home market prices for table models and console furniture models, no American or European producer has been able to crack the non-tariff barriers established to protect the Japanese industry from foreign competition.

We believe that the exclusion of foreign competition from the Japanese television market has been an essential element of an economic system that not only permits but, in fact, fosters the dumping of television receivers in the United States. By excluding foreign competition from the Japanese market, Japan has made it possible for its manufacturers to earn very high profits at home and thus make it possible for its manufacturers to export at very substantially lower prices that cannot be matched by American competitors.

When a price advantage accrues to an importer because of dumping, the economic chaos created in the domestic industry results from a failure to enforce national laws and internationally accepted codes of conduct. If Japanese television companies have gained advantages in the American market through dumping, those advantages are no more associated with competitive superiority than would be advantages that might be gained in Japan by an American industry that resorted to bribery to increase its sales.

Dumping, we would suggest, is not one bit more tolerable than bribery as a strategy for expanding trade. We are hopeful that the Treasury investigations now in process will be aggressively pur-

sued. Let me turn now to the issue of cartel agreements.

Three years ago Zenith filed an antitrust suit in Philadelphia alleging that Japanese television companies had entered into a conspiracy to restrain trade.

Both the International Trade Commission and the Department of Justice have copies of agreements entered into by Japanese television companies that provide for the establishment of minimum prices for television receivers to be sold in the United States. The agreements also provide for the allocation of customers in the American market among the various Japanese television manufacturers.

Zenith believes that these agreements may explain the ability of Japanese companies to reduce prices, at will, to capture various segments of the export market while avoiding price reductions that would have any significant impact on revenues and profits in the home market.

In a hearing before the International Trade Commission on October 6, 1976, Mr. Peter Fleming, Counsel on behalf of GTE-Sylvania and Philco, introduced the agreement into evidence. He states . . . "If it was signed by GTE-Sylvania and Zenith, there would be a criminal antitrust prosecution." We believe that Zenith is entitled to know if its executives would have been prosecuted had they signed such an agreement.

Until recently the Department of Justice appeared to be unwilling to even consider legal action directed at the Japanese companies involved in these agreements. We are hopeful, however, that under pressure from the congress that attitude may change. In January of 1977, Senator Edward M. Kennedy of the United States Senate Committee on the Judiciary wrote to the antitrust division of the Department of Justice to say that the agreements suggest a "Classic Cartel Situation." Senator Kennedy, disturbed by the prior failure of justice to act,

asked if a departmental policy existed with respect to such agreements entered into by foreign companies.

The Justice Department reply indicated that in general the department had for some years followed a policy of not suing members of a foreign export association for entering into similar agreements. The Assistant Attorney General who signed that letter has since been replaced. Attorney General Bell in a speech in Chicago earlier this month appeared to signal a reversal of that policy when he said: "To my mind there is a fundamental U.S. interest in not having our citizens pay substantially higher prices for imports because private firms get together and rig international markets. There is also a fundamental U.S. interest at stake when private businesses, although foreign, get together to injure and perhaps destroy an American competitor."

In addition, he said, "Our law enforcement obligation doesn't allow us to look the other way when an antitrust investigation involves foreign nationals."

Justice recently advised the Senate Antitrust and Monopoly Subcommittee that it had inaugurated an investigation of the agreements among Japanese television companies.

Needless to say, Zenith believes it is intolerable to permit overseas competitors to enter into agreements in the United States market that American companies could not enter into without courting criminal prosecution. We are hopeful that the Justice Department investigation will be vigorously pursued.

The final subject on which I wish to comment is the sizeable tax advantages that Japanese television companies now enjoy in the American market.

Very few Americans understand the impact of Federal, State and Local Taxes on the prices that they pay for products manufactured by American companies. In 1976, Zenith itself paid over \$50 million in

income, payroll and property taxes. Zenith's employees and stockholders paid taxes totaling an additional \$50 million on incomes earned as a result of wages or dividends paid by Zenith. We estimate that domestic suppliers passed on to Zenith, in the form of higher prices we paid for components, an additional \$50 million in costs associated with U.S. Taxes.

The only way those taxes could be recovered by Zenith, of course, was through the sale of Zenith television receivers in the American market. The average Zenith color television set sold in 1976 recovered Federal, State and Local Taxes exceeding \$75.00 per unit. Importers did not have to pay any of these U.S. Taxes and thus importers had an enormous advantage.

It is often suggested that the American consumer benefits from the fact that Japanese television receivers are available at low prices. A significant part of the supposed benefit results from taxes that are not collected by the government of the United States when a domestic television company loses a sale. It has to be assumed that those lost taxes must be made up elsewhere and that the American consumer will ultimately pay them. To the extent that lost domestic television sales result in higher unemployment rolls, the average American taxpayer would, of course, be increased further.

The advantage that accrues to an importer is not limited to the avoidance of high American taxes. In Europe and Japan indirect taxes such as added value taxes or commodity taxes are used to raise much of the revenue that is raised in the United States and Canada through payroll, income and property taxes.

International Trading Conventions have permitted indirect taxes to be rebated on exports. Hence, the government of Japan remits or rebates taxes equal to from 15 to 20% of the value of each TV set exported to the United States. The Japanese producer thus avoids American taxes and gets a rebate of Japanese

taxes. American law requires that the Treasury Department impose countervailing duties to offset the economic benefits that may be provided by tax remissions or rebates made available by a foreign government on products to be exported to the United States. On April 3, 1970, Zenith filed with the Commissioner of Customs a petition alleging that the forgiveness of commodity taxes on television receivers to be exported from Japan, constituted a bounty or grant that was subject to countervailing duty.

On January 7, 1976, almost six years later, the Treasury Department issued a "Final Determination" concluding that Japanese manufacturers were not receiving any bounty or grant subject to countervailing duty. The Treasury ruling was based on an opinion that the form of the Japanese tax benefit successfully avoided the penalties required by American law.

Zenith appealed the Treasury decision to the courts. On April 12, 1977, a three-judge customs court panel unanimously upheld Zenith's position. The Treasury appealed the lower court decision and several weeks ago the Court of Customs and Patent Appeals ruled against Zenith by a 3-to-2 margin.

Shortly before the Appeals Court ruled against Zenith, Senator Russell B. Long, Chairman of the Senate Finance Committee said: "The case should be heard by the higher courts and it will be appealed no matter how it is decided in the court now. It will be appealed beyond that. It will eventually find its way to the Supreme Court—the sooner the better. Frankly, I think that the court, if it does its duty, will be required to sustain that decision. The effect of it will be that the United States will be in a far better negotiating position on these trade negotiations in Geneva."

"Frankly, I don't think that decision will do anything but set the stage for a good agreement that is mutually beneficial, not one that

causes one fellow to get all the advantages at the expense of Uncle Sam, the way it all too often happens."

Zenith intends to appeal the decision to the Supreme Court and we are hopeful the Supreme Court will consider the case.

Zenith's major concern with dumping, cartel agreements and tax rebates is, of course, the protection of the interests of Zenith's employees and Zenith's stockholders. In our view, however, the widespread layoffs and severe stockholder losses that have characterized the American television industry in recent years raise issues of law enforcement and International Trade Policy that should also be of critical concern to American workers and American investors with no direct involvement in the domestic television industry.

Just a week ago the Wall Street Journal reported that a national survey found 60% of the American public endorsing a quota on TV imports to preserve jobs and only 29% concerned that the import cutback might raise prices. Asked whether the United States should trade more or less with six key countries, a majority opted for less. We have long maintained that law enforcement and not quotas or tariffs will provide the necessary relief for the television industry.

We believe there is a growing hostility in America to the reduction of trade barriers not because the public is so uninformed as to not understand the advantages of free trade, but rather because the public is increasingly aware of the great differences between the theoretical and practical results of past efforts to reduce trade barriers.

In terms of technical excellence, manufacturing skill and efficiency, marketing and distribution effectiveness or any other measure of a company's contribution to consumer well-being, Zenith believes it can compete successfully with any television producer in the world. We believe that we have been placed at

a severe competitive disadvantage because the ground rules have not been the same for all competitors in the American Consumer Electronics market. Zenith believes that the solution to the television industry's problems lie not in quotas, tariffs or trade restrictions, but rather in the vigorous enforcement of existing American laws.

We do not believe that America is doing the cause of world trade a favor by avoiding confrontations over dumping, cartel agreements and tax subsidies. In fact, we suggest that the failure of the United States to deal with unfair trade practices in television and other trade areas may lead to a public disenchantment so widespread as to make continued pursuit of a reduction in trade barriers politically impossible."

John J. Nevin is Chairman of the Board and President of Zenith Radio Corporation. Nevin was elected President of Zenith and a member of the Board of Directors on May 15, 1971. He was elected to the additional post of Chairman effective April 1, 1976.

He had formerly been vice president, marketing, on the corporate staff of the Ford Motor Company. During his 17-year career at Ford, he held a variety of executive positions in general management, finance, product planning and marketing.

Nevin is a director of First Chicago Corporation/The First National Bank of Chicago; Illinois Bell Telephone Company; and FMC Corporation.

He received the bachelor of science degree in business administration from the University of California at Berkeley and an M.B.A. with high distinction in 1952 from Harvard Business School. He served in the U.S. Navy in 1945 and 1946.

He was born in Jersey City, New Jersey, February 13, 1927. He and his wife, Anne, have five sons, Stanley, John, Paul, Richard and Jerry, and a daughter, Mary. The Nevin home is in Wilmette, Illinois.

NATIONAL OFFICERS

1977-1979

THE BOARD OF DIRECTORS elected at the Grand Chapter Congress will be the governing body of the fraternity in the coming two year period until the Grand Chapter meets again in August, 1979. The Board of Directors elects the Executive Committee as the basic policy making body of the fraternity, and has delegated, by constitution, most of the responsibility of governing the fraternity to the Executive Committee. Serving on the Executive Committee for 1977-79 are William W. Tatum, Jr., Harold L. Cannon, Ben H. Wolfenberger, Michael J. Tillar, Michael R. Mallonee, Richard J. Parnitzke, Robert M. Drewniak, Theodore B. Atlass, and Frank M. Busch, Jr.

The Board of Directors includes the Grand President, Past Grand President, Executive Director, Assistant Executive Director, the two most recent Undergraduates of the Year, the Director of Alumni Activities, and the Directors of the twelve regions of the fraternity. In addition to those Board members serving on the Executive Committee, other members of the Board are: Gus W. Schram III, Marc P. Franson, Harry J. McMahan, Sr., Richard L. Schreiner, George E. Ragland, David M. Rose, Steven R. Szekely, Warren W. Simpson, Toney R. McCollum, and Joe S. Loomis.

William W. Tatum, Jr.

Leading the Board of Directors in the coming biennium is Grand President William W. Tatum, Jr., elected as Grand President at the 1975 Grand Chapter Congress and re-elected to a second term in 1977 after serving two terms from 1971 to 1975 as Director of Alumni Activities. He has served on the Executive Committee from 1973 to 1977.

Bill's undergraduate chapter is Gamma Tau at Southern Mississippi where he graduated with a B.S. degree in Economics. In his chapter he served as Vice President for Professional Activities and Social Chairman and was also Vice President for Pledge Education. He was twice delegate of his chapter to the Grand Chapter Congress in 1957 and 1959 and has attended all but one national meeting since that time.

Following service with the U.S. Army as 1st Lieutenant he worked in California for the Blue Diamond Gypsum Division of Flintkote. He has been an officer of three construction firms building apartments and condominiums in the western states and owns Interstate Furniture Leasing Company of Sacramento which furnishes apartments and condominiums throughout the West.

Bill's home is in El Macero, California, which is near Sacramento.

Harold L. Cannon

After completing his term as Grand President of the Fraternity from 1973-75, Hal continues on the Board as Past Grand President for a second term.

A native of Anthony, Kansas, Hal graduated from Hazelton, Kansas, High School and received the B.S. and M.S. degrees from Kansas State Teachers College at Emporia. He earned the Ph.D. from the University of Minnesota at Minneapolis. Prior to the completion of his undergraduate degree he spent four years in the U.S. Navy.

Brother Cannon was initiated into the fraternity as a charter member of Epsilon Theta Chapter at California State University at Chico. In 1965 he assumed his present position at the State University of New

York at Albany and immediately began plans for the establishment of a Zeta Psi Chapter there, serving the chapter for several years as faculty advisor. He was later appointed District Director in the Eastern Region a position he held until 1969 when the Regions were realigned. At that time he was elected Eastern Regional Director, the position he held at the time of his election as Grand President.

Hal began his teaching career at Greeley County Community High School, Tribune, Kansas. He first joined the college ranks in 1955 as an instructor in accounting at Kansas State Teachers College at Emporia. He has subsequently held similar positions at California State University at Chico, and the University of Minnesota at Minneapolis. He is currently an Associate Professor and Coordinator of Accounting, School of Business, State University of New York at Albany. He is also chairman of the Faculty in the School of Business.

Hal is a member of the American Accounting Association, Delta Epsilon, Pi Omega Pi and Xi Phi fraternities. He is listed in Who's Who in the East.

Ben H. Wolfenberger

A native of Weatherford, Texas, Ben attended Weatherford public school and Weatherford Junior College. He is a graduate of Texas Tech



William W. Tatum, Jr.



Harold L. Cannon



Ben H. Wolfenberger



Michael J. Tillar

University with a degree in marketing. In 1965 he joined the staff in Oxford as a Chapter Consultant. In 1967 he was appointed Assistant Executive Director, a position he held until June, 1974, when he became Executive Director for the fraternity.

In his chapter which was Beta Upsilon at Texas Tech he served two terms as Secretary and served a brief appointment as District Director. Before joining The Central Office staff in Oxford, he was employed in Dallas in the gifts and decorative accessories field. Ben resides in Oxford.

Michael J. Tillar

Mike served the fraternity as a Chapter Consultant from 1973 to 1974 when he was appointed Assistant Executive Director at The Central Office.

A native of Cincinnati, Ohio, Mike graduated from St. Xavier High School and went on to attend the University of Cincinnati where he was initiated by Alpha Theta Chapter and later became chapter president. While at the University of Cincinnati, Mike worked on a co-op program at Procter and Gamble in the General Credit Department as a credit accountant. In his chapter he

also served as Ritual Chairman and Publicity Chairman and was selected for membership by Sigma Iota Epsilon, the honorary for management majors. Mike also makes his home in Oxford.

Michael R. Mallonee

Mike, whose residence is Oklahoma City, was initiated into Beta Epsilon Chapter at the University of Oklahoma in 1966. In the chapter he served as secretary and vice president for professional activities. He has held a number of offices in the Oklahoma City Alumni Club and has served as District Director in the Midwestern Region for five



Michael R. Mallonee



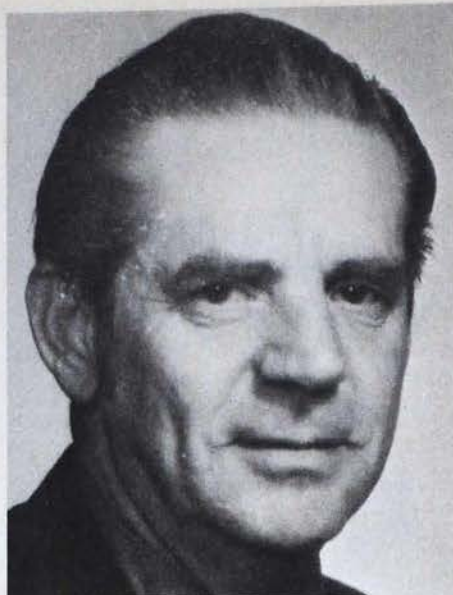
Gus W. Schram III



Marc P. Franson



Richard J. Parnitzke



Harry J. McMahon, Sr.



Richard L. Schreiner

years. Mike has also served on three of the fraternity's national committees. At the 1975 Grand Chapter Congress he was elected as Director of Alumni Activities and was re-elected in 1977.

He holds a BBA degree in Finance and a JD degree in Law, both from the University of Oklahoma. He is employed by the Internal Revenue Service in Oklahoma City as an Estate Tax Attorney.

He is a member of the Oklahoma Bar Association, American Bar Association, Volunteers in Corrections and the Administrative Board of the Mayfair Heights United Methodist

Church in Oklahoma City.

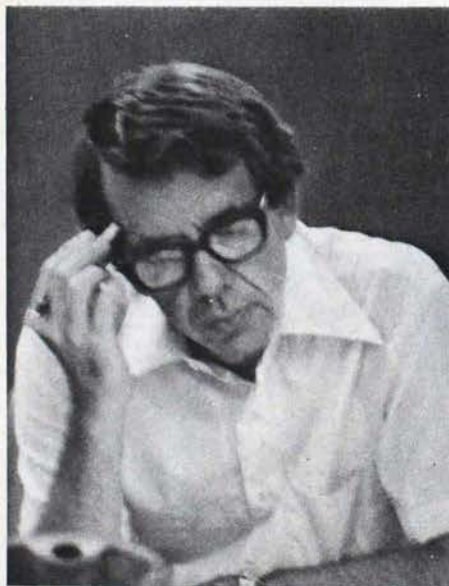
Gus W. Schram III

Gus was chosen as Undergraduate of the Year for 1976 and joined the Board on August 1 of that year. He was an accounting major at McNeese State in Lake Charles, Louisiana, where he served Eta Tau Chapter as treasurer, president, and delegate to the 1975 Grand Chapter Congress. He graduated from McNeese with a perfect 4.0 grade record, passed his CPA exam and joined a public accounting firm. In school he was also active in numerous other honorary Greek letter organizations and professional groups. He

participated in student government and was named to Who's Who in American Colleges and Universities. He is also enrolled in graduate school and he and his wife Lisa live in Lake Charles.

Marc P. Franson

Marc became a member of the Board at the 1977 Grand Chapter Congress in accordance with the National Constitution and Bylaws upon his selection as Undergraduate of the Year 1977. Please see the article on the Undergraduate of the Year and the award to read more about Marc and the other outstanding candidates for this award.



Frank M. Busch, Jr.



Robert M. Drewniak



Warren W. Simpson



George E. Ragland



David M. Rose



Steven R. Szekely

Richard J. Parnitzke

Dick was named to the Board as Eastern Regional Director in July, 1976, when Robert M. Drewniak was moved by his company to Omaha, Nebraska, and resigned the position. Dick is a graduate of the State University of New York at Buffalo and is employed as Cost Analyst by Chevrolet Division of General Motors in Tonawanda, New York. Dick was a member of Alpha Kappa Chapter at S.U.N.Y.B., and is a member of the Buffalo Alumni Club. He was a District Director in the Eastern Region, served on national fraternity committees and

has participated in national conventions and Area and Regional Conferences. He, his wife Jackie, and children live in Eggertsville, New York. Dick was elected to a full term as Eastern Regional Director in 1977.

Harry J. McMahon, Sr.

Harry was elected to a full term on the Board in 1975 and continues in the position of Mideastern Regional Director.

He was initiated into the fraternity by Chi Chapter at Johns Hopkins University.

In his chapter he served as social chairman, senior vice president and

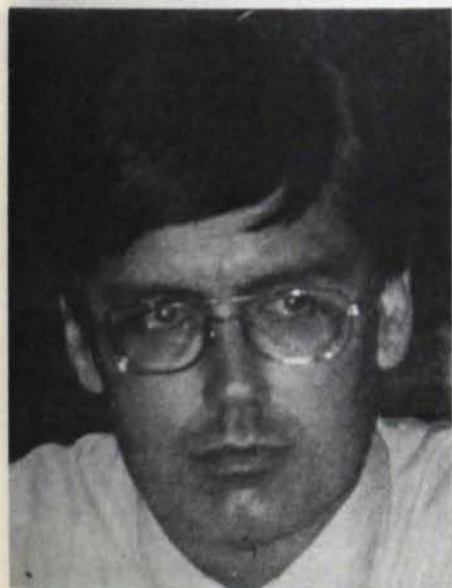
president. He is also a member of the Baltimore Alumni Club. From 1966-1973 Harry served as a District Director in the Eastern and Mideastern Regions and has served four years as Regional Director.

Harry is currently a procurement analyst for the Air Force Systems Command at Andrews Air Force Base, Maryland.

Harry and his wife Norma live in Bowie, Maryland. They are a two generation Deltasig family, with one son and a son-in-law both being Deltasigs.

Richard L. Schreiner

A native of Alexandria, Virginia,



Toney R. McCollum



Theodore B. Atlass



Joe S. "Skip" Loomis

Dick graduated from Mount Vernon High School and then attended Frederick College. After one year he transferred to Shepherd College at Shepherdstown, West Virginia. It was here that he was initiated into the fraternity by Epsilon Kappa Chapter. He served his chapter as treasurer and following graduation helped to establish the Alumni Association for the chapter and later served as its president, treasurer and director.

He served as South Central Regional Director from 1973 to 1975, and from 1975 to 1977 served as District Director in that region. He has also served as District Director for the Mideastern Region. A CPA, Richard has his own accounting practice. He is a member of the Northern Virginia Alumni Club and he, his wife Cathy and children live in Alexandria.

George E. Ragland

A native of Memphis, Tennessee, George attended Memphis State University, graduating Magna Cum Laude with a major in economics. As an undergraduate he was president of Gamma Zeta Chapter. After graduation he was president of the Memphis Alumni Club and served as a District Director in the Southern Region.

George has served on the Board as Southeastern Regional Director since 1968. After moving to St. Petersburg, Florida, in 1966, George served as District Director in the Southeastern Region before becoming Regional Director. He served on the Executive Committee of the Board from 1969 to 1975.

He is employed by Prentice Hall, Inc., of New Jersey and has worked as a Field Representative, Regional Recruiter, Field Supervisor and Senior Field Representative before being promoted to his present position of Manager of the Southern Division of Prentice Hall. In his present work he supervises the securing of college level manuscripts for publication and the marketing of a broad list of books covering all academic disciplines.

George and his wife, Mae, have five children and live in St. Petersburg.

David M. Rose

David was a member of Delta Tau Chapter at Indiana State in Terre Haute where he served as Senior Vice President and Publicity Chairman. He graduated from Indiana State in 1974 and is self-employed with Rose Insurance. In the past year he served as advisor to the local fraternity at Indiana-Purdue University in Ft. Wayne, Indiana, which became Iota Lambda Chapter of the fraternity in May, 1977. David and his wife Sandra live in Avilla, Indiana.

Steven R. Szekely

Steve was initiated into the fraternity by Beta Chapter at Northwestern University-Chicago. He received his BBA degree there earning all credits in the evening division. He has also done graduate work in business at Loyola University of Chicago.

As an undergraduate, he served his chapter as social chairman, historian, and CEI Chairman. As a member of the Chicago Alumni Club he has served as Director, Vice President for Membership and two terms as president. He is also a member of the Planning Executives Institute-Chicago Chapter where he is a membership chairman.

He served the U.S. Air Force as an instructor in radio mechanics as well as department head of his section. He is a certified member of the American Society of Traffic and Transportation, a member of Delta Nu Alpha Fraternity, the National Council on Physical Distribution, and the Chicago Traffic Club.

Steve is general manager and regional director of traffic management for ERG Distributors Company. He and his wife, Lee, have two children and reside in Palatine, Illinois. Steve also has a two generation Deltasig family. His son, Steve, is a member of Epsilon Omega Chapter at Eastern Illinois University.

Steve continues as Central Regional Director, having served as

Regional Director in the region since 1972. He served as a member of the national Executive Committee from 1974 to 1977.

Frank M. Busch, Jr.

Frank was just elected to a full term as Southern Regional Director having served as Regional Director since 1973. He is currently associated with a position in office administration and business education in the College of Administration and Business at Louisiana Tech University, a position he had held for more than 11 years. He received his BBA degree from North Texas State University and his MBA and PhD. from Indiana University.

Initiated into the fraternity by Epsilon Mu Chapter at Sam Houston State University, he has had teaching experience at O'Fallon Technical High School in St. Louis, Missouri, Sam Houston State University, Indiana University, and at Louisiana Tech.

Frank served Beta Psi Chapter at Louisiana Tech as Faculty Advisor for five years before becoming Regional Director. He co-authored the fraternity's Faculty Advisor Handbook, and has served on several other national committees. He is also a member of numerous learned and professional associations.

He makes his home in Ruston, Louisiana.

Robert M. Drewniak

A native of Buffalo, New York, Bob received his B.S. degree from the State University of New York at Buffalo. It was at S.U.N.Y.B. that he was initiated into Alpha Kappa Chapter. In the chapter he served as social chairman, secretary, vice president for pledge education, and president. Following graduation, he joined the Buffalo Alumni Club and was twice elected president. From 1971 to 1973 he served as District Director for Western New York when he was appointed as Acting Regional Director for the Eastern Region. He was elected to a full term at the 1975 convention as Eastern Regional Director.

In 1976 he resigned as Eastern

Regional Director when Western Electric Company transferred him from Buffalo, New York, to Omaha, Nebraska. At Western Electric he is Section Chief-Production Control.

He was named by the Board as North Central Regional Director after relocating in Omaha and continued uninterrupted service on the National Executive Committee. At the 1977 convention he was elected to a full term as North Central Regional Director.

He, his wife Suzanne, and daughter Karon, live in Elkhorn, Nebraska.

Warren W. Simpson

Warren was named Midwestern Regional Director in 1976 to fill an existing vacancy, and he was elected to a full term as Regional Director at the 1977 convention. He and his wife Janice live in Oklahoma City where he is Mortgage Specialist for the Glenn Justice Mortgage Company. He is also Oklahoma Manager for State Mortgage Services of Los Angeles, California.

He attended the University of Oklahoma where he was a member and Senior Vice President of Beta Epsilon Chapter. He is presently active in the Oklahoma City Alumni Club and has served the club as treasurer.

Toney R. McCollum

Toney is District Sales Manager

for Texas and Oklahoma for Duracell Products Company. Originally named to the Board to fill an existing vacancy, he was elected at the 1977 convention to a full term as Southwestern Regional Director.

At the University of Oklahoma he was a member of Beta Epsilon Chapter and served as Chancellor and President. He graduated from OU and has completed most of his work toward his MBA. He is a member of the Dallas-Ft. Worth Alumni Club.

He and his wife Sue and one son live in Dallas.

Theodore B. Atlass

Ted is an attorney in private practice in Denver. He was an undergraduate at the University of Denver and was initiated into Alpha Nu Chapter there in 1970. In the chapter he served as CEI Chairman, Treasurer and President. He is now a member of the Denver Alumni Club.

Prior to his appointment as Intermountain Regional Director in early 1977 he had served as District Director for the Colorado District of the Region. At the 1977 Grand Chapter Congress he was elected to a full term as Intermountain Regional Director.

After completing his B.S.B.A. in Finance at the University of Denver, Ted received his J.D. degree from DePaul University in 1972. He

holds a Master of Laws degree from the University of Miami, and has completed most of his work toward his M.B.A. at the University of Denver.

He is one of 19 persons in the U.S. to have a degree in Estate Planning which is his specialized practice along with probate and taxation in his law firm. He is licensed to practice before the Colorado Supreme Court, the U.S. Tax Court, the U.S. Court of Claims, the U.S. District Court, and the U.S. Court of Appeals. He is also Adjunct Professor of Tax Law in the Graduate Tax Program at the University of Denver.

Joe S. Loomis

"Skip" is a graduate of the University of California at Berkeley and works in the Personnel Department of the California Department of Transportation. He, his wife Lois, and three daughters live in El Macero, California, not far from Sacramento where he works.

At Berkeley he was a member of Rho Chapter of the fraternity and served as Ritual Chairman. He has been active in the Sacramento Alumni Club for a number of years and has served as Chancellor, Vice President for Publicity, Executive Vice President, and President for two terms. Nationally, he has served as a member of the Committee on Alumni Activities.

EXECUTIVE COMMITTEE

William W. Tatum, Jr.
Harold L. Cannon
Ben H. Wolfenberger

Michael J. Tillar
Michael R. Mallonee
Richard J. Parnitzke

Robert M. Drewniak
Theodore B. Atlass
Frank M. Busch, Jr.

BOARD OF DIRECTORS

William W. Tatum, Jr.
Grand President
Harold L. Cannon
Past Grand President
Ben H. Wolfenberger
Executive Director
Michael J. Tillar
Assistant Executive Director
Gus W. Schram III
Undergraduate of the Year 1976
Marc P. Franson
Undergraduate of the Year 1977
Michael R. Mallonee
Director of Alumni Activities

Richard J. Parnitzke
Eastern Regional Director
Harry J. McMahon, Sr.
Midwestern Regional Director
Richard L. Schreiner
South Central Regional Director
George E. Ragland
Southeastern Regional Director
David M. Rose
East Central Regional Director
Steven R. Szekely
Central Regional Director

Frank M. Busch, Jr.
Southern Regional Director
Robert M. Drewniak
North Central Regional Director
Warren W. Simpson
Midwestern Regional Director
Toney R. McCollum
Southwestern Regional Director
Theodore B. Atlass
Intermountain Regional Director
Joe S. Loomis
Western Regional Director



David W. Dube



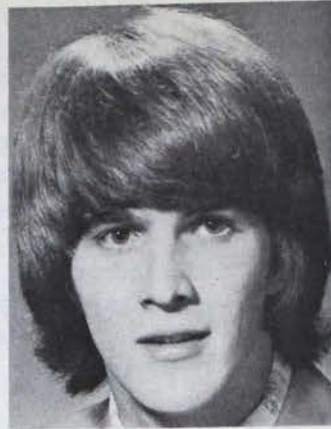
Alan D. Baker



Daniel W. LaFont



Lawrence J. Myers



Stephen C. Hughes



Worthington S. Telford III



Marc P. Franson



John J. Fairchild



Arthur M. Rodriguez



Michael A. Thompson

Marc J. Franson, Alpha Iota Chapter, Drake University, Des Moines, Iowa, was named National Undergraduate of the Year 1977 by the National Selection Committee from among the 10 candidates participating in the competition.

Each chapter in the fraternity has the opportunity to nominate a member for this award. From all regional nominees, a regional finalist is selected by a screening committee within the region, and from these finalists a national winner is chosen by the National Selection Commit-

tee. The National Committee is composed of the two most recent Undergraduates of the Year, the Executive Director, and the voting members of the National Executive Committee of the Board of Directors.

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Marc J. Franson

The candidate of the North Central Region, Marc majored in

At Drake he received the State From Companies Exceptional Student Fellowship, one of ten given nationally, and the Drake Alumni Association Senior Award for Graduate Study. He was Student Body President, Professional Intersociety Council President, and served in the University Senate. He is a member of Phi Eta Sigma, Beta Gamma Sigma, Omicron Delta Kappa, Gamma Gamma, and Sigma Alpha Epsilon. He is a member of the Financial Management Association, Order of Robes and Sceptor, the Drake University Choir, the President's Club, CBA Dean's Advisory Council, CBA Curriculum Committee, and MBA Students Association. He was named to the President's List, the Dean's List, and to Who's Who in American Colleges and Universities.

Marc's interests include music, stamps, bicycling, camping, sports, Scouting, religion, education, business, and politics. He owns and operates a photography business serving Drake University.

David W. Dube

"Be effective in carrying out your duties—you might not have a second chance." This is the one idea which the Eastern Regional Candidate, David W. Dube, tried to leave in the minds of all the Brothers. He is from Delta Psi Chapter at Suffolk University in Boston, Massachusetts.

Dave's association with Delta Sigma Pi began in March, 1975, and he has always tried to live up to the chapter's reputation and attempt to further it in anyway possible. As a member, he served as Vice President for Professional Activities and as President.

During the past couple of years, Dave has worked as an Assistant to the Law Registrar at the Suffolk Law School. While there, he was able to work directly with students and the university's administration in developing closer relations between the two groups.

A native of Worcester, Massachusetts, he graduated in September,

tee. The National Committee is composed of the two most recent Undergraduates of the Year, the Executive Director, and the voting members of the National Executive Committee of the Board of Directors.

Established in 1971, this award recognizes the outstanding member of the Junior or Senior class of Delta Sigma Pi as evidenced by scholarship, extracurricular activities, fraternity service, demonstration of responsibility to self and others, and representation of his conduct ac-

finance receiving his BBA degree in Spring, 1977. He received his MBA in August, 1977. He plans to go further in graduate school in Law or Finance or enter the job field in finance.

Initiated by his chapter in May, 1974, Marc served as Faculty Relations Chairman, and as Vice President for Professional Activities, bringing the chapter its most successful, comprehensive and educational professional program in some years. He is 22 years old and is from Galesburg, Illinois.

meet marc franson

undergraduate of the year

1977

1977 with a 3.24 grade point average and a degree in accounting. His future plans include sitting for the CPA exam while pursuing a graduate degree in accounting.

Lawrence J. Myers

When Larry became president of Alpha Gamma Chapter at Penn State University last year the chapter had just 12 members in it and the morale of the chapter was at an all time low. Through his enthusiasm, dedication and leadership ability the chapter was able to initiate 29 new members, receive honorable mention in the Chapter Efficiency Index, and organize into one of the leading student organizations on the Penn State campus.

Larry is a goal oriented individual. As he says "Without goals, one can derive little satisfaction from his accomplishments." His primary career goal is to work in a large accounting firm and eventually become a partner. His ultimate personal goal is to make some type of contribution to society that will increase the effectiveness with which it meets the needs of all of its members.

From Centre Hall, Pennsylvania, Larry is a member of the Business Student Government and has served on the Alumni Relations Committee. He was the candidate from the Mideastern Region.

Stephen C. Hughes

A native of Stuarts Draft, Virginia, Steve is a member of Iota Kappa Chapter at James Madison University. He is majoring in accounting with a 3.96 grade point average on a 4.00 scale. He is the finalist from the South Central Region.

At James Madison University, Steve was the treasurer of Iota Kappa Chapter of Delta Sigma Pi, a member of the Madison University Honor Council and is in the process of helping to establish an accounting honor society.

He describes his initiation into Delta Sigma Pi as a "Stroke of Good Luck" in that it helped him in changing his attitude about people and organizations.

His dependability, sense of integrity and moral character are all personal traits which have made him valuable to his fraternity.

Following graduation, he hopes to sit for the CPA exam and continue his studies in a graduate school of accounting.

Worthington S. Telford III

An exceptional academic record averaging 3.90 grade point average and membership in Beta Alpha Psi, Gamma Iota Sigma, Omicron Delta Kappa, and the Student Advisory Committee for the School of Business are a few of the activities of "Tony" Telford at Florida State University in Tallahassee.

He has served Gamma Lambda Chapter of Delta Sigma Pi as the president of the chapter, chancellor of his pledge class and as revenue chairman. He served in the U.S. Air Force for six years as an instrument repairman.

His hobbies and interests include wood working, fishing, and working with other organizations.

Tony is married and he and his wife live in Tallahassee, Florida. Following graduation, he began work with a national public accounting firm as an auditor.

Alan D. Baker

Alpha Pi Chapter at Indiana University and the East Central Region have honored Alan D. Baker as the regional nominee. While at Indiana University, Alan was the President of Delta Sigma Pi, Treasurer of the Volleyball Club Team, a member of Beta Alpha Psi, Phi Eta Sigma, and the selection into the School of Business Honors Program.

Just recently married, Alan plans to work for a public accounting firm while he is pursuing his CPA certificate. A native of Indiana, he maintained a 3.59 grade average.

His interests include softball, football, volleyball, basketball, and fishing.

Daniel W. LaFont

Danny participated in Eta Iota Chapter at Nicholls State University in Thibodaux, Louisiana, for four years before graduation this

last Spring. In the chapter he was elected as the President, Chancellor and Historian and worked with Pledge Education, Professional Activities, Bylaws, and Ritual Chairman. He was also the chapter's delegate to the National Convention in 1975 and was voted the chapter's outstanding active in 1976.

While at the university, Danny was elected Vice President of the Student Government Association was a member of Circle K, Nicholls Society for Personnel Administration, the Economic and Finance Club, and Administrative Council and was elected to Who's Who among students in American Colleges and Universities.

Involvement is the key to Danny's life. Through his participation in his extra-curricular activities, he has been given the opportunity to do what he does best—getting to know people. Since graduation, with a general business major, Danny has continued his service to the fraternity by joining the Central Office staff as a Chapter Consultant. He eventually hopes to pursue an active career in government.

His interests include basketball, tennis, bowling, music, and singing. He was the candidate of the Southern Region.

John J. Fairchild

From Topeka, Kansas, John served Delta Chi Chapter at Washburn University as President this last year. Other offices he held were the Senior Vice President of the chapter and the Treasurer of the pledge class. Even though he was working full time while going to school, he was able to participate in several other campus organizations which included the Vice President of the School of Business, Representative of the Student Finance Committee, and was one of the five finalists for the Homecoming King.

Following graduation last May, John accepted a position with Peat, Marwick, Mitchell, and Company. John and his family—wife Connie and two children—live in Topeka, Kansas.

He was the candidate from the Midwestern Region.

Arthur M. Rodriguez

Art is a member of Epsilon Upsilon Chapter at New Mexico State University. He graduated at NMSU with a major in finance in Spring, 1977, at which time he was married and received his commission as 2nd Lieutenant in the U. S. Marine Corps Reserve. He maintained a 3.49 GPA while in school and financed his education by employment, loans, and two scholarships.

In his chapter he developed a sense of responsibility toward, and motivation for, the chapter through his work as assistant to the Vice President for Pledge Education. He also served on the social, finance, and fund raising committees.

He was also a member of the Associated Students of NMSU Student Senate, the College of Business Administration and Economics Council, Blue Key and was on the Dean's List every semester of college. He was named to Who's Who in American Colleges and Universities.

His free time is spent in jogging, basketball, and any outdoor activity. Interests include reading, stamps, and fishing.

The candidate of the Intermountain Region, he plans a career in financial management.

Michael A. Thompson

Chief Justice of Student Court, member of Student Senate, Tennis team, Black Ensemble Theatre Group, Operation Manager of USF Student Center, the St. Ives Law Society, and journalist for the student newspaper were some of the activities of Mike.

Initiated into Gamma Omicron Chapter at the University of San Francisco in 1975, he was the candidate of the Western Region.

Mike is employed as Tax Auditor by the Internal Revenue Service. Having completed his BBA degree in economics and accounting, he plans to pursue his MBA degree and attend Law School. His career goal is corporate tax attorney.

DELTA SIGMA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM

For sons, daughters, grandsons or granddaughters of members of the International Fraternity of Delta Sigma Pi. To be completed and returned (postmarked) on or before January 15, 1978 to:

M. John Marko, President
Delta Sigma Pi Educational Foundation
1720 Clarendon Drive
Greensboro, North Carolina 27410

Please enter me in the DELTA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM FOR 1979.

I am the son grandson
 daughter granddaughter of a member of Delta Sigma Pi, and I expect to complete high school in 1979 and enter college in 1979. I took the Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) in October 1977. I understand that my scores on this examination will be used to evaluate my candidacy in the Delta Sigma Pi Educational Foundation Scholarship Program.

PLEASE PRINT CLEARLY

The exact date I will complete high school is _____ mo. _____ yr.

Name _____
(Last) (First) (Middle)

Home Address _____
(Number & Street) (City & State) (ZIP Code)

Present High School _____
(Exact Name) (City & State) (ZIP Code)

High School Where Tested _____
(Exact Name) (City & State) (ZIP Code)

(Name of Parent or Grandparent Member of Delta Sigma Pi)

(Chapter Affiliation)

I have applied I intend to apply
for admission to the following colleges* or universities:*

1. _____ 2. _____ 3. _____

I plan to pursue a course of study leading to a degree of Bachelor of Business Administration (or equivalent B.S. or B.A. in business) with an emphasis (Accounting, Marketing, Finance, Management, etc.) in _____

(*Admission must be in one of 183 schools where Delta Sigma Pi has chartered a chapter. A list of such schools is available by contacting the International Fraternity of Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056).

I understand that: 1) the decisions of the National Merit Scholarship Corporation of Evanston, Illinois, will be final in the selection of scholarship winners and in the determination of student stipends, based on individual need, which accompany the scholarships; and that 2) winners of Delta Sigma Pi Educational Foundation Scholarship Program may accept up to a total of \$1,000 in other awards over the four scholarship years without affecting the stipend. Winners may accept additional scholarship awards beyond this amount with the understanding that if they do, their Delta Sigma Pi Educational Foundation Scholarship stipend will be reduced accordingly. However, no Delta Sigma Pi Educational Foundation award payment will be reduced to a point lower than the minimum stipend of \$500 per year. Students whose computed need is greater than the Delta Sigma Pi Educational Foundation Scholarship maximum of \$1,500 per year will be permitted to accept additional funds equal to the amount their need exceeds \$1,500. In all cases of other awards, the National Merit Scholarship Corporation should be notified.

(Signature of member—parent or grandparent)

(Signature of applicant)

(Date)

reaching for growth



The Delta Sigma Pi Educational Foundation is a not-for-profit corporation separate and distinct from the Fraternity, but does not operate in competition with it. In fact, it complements the Fraternity's objectives through fostering purposes similar in interest with resources acquired through tax deductible gifts and contributions not accessible to the Fraternity.

All members in good standing of the Fraternity are eligible to become regular (voting) members of the Foundation and do so upon contributing \$100.00 or more to the Foundation. Contributors of less than \$100.00 become regular members once the total of their contribution reaches the \$100.00 level.

More detailed information is available upon request to the Foundation's Committee on Membership Chairman Brother Keith N. Masuda—3143 Chicago Avenue, South—Minneapolis, MN 55407.

Consistent with one of the purposes of the Foundation—to foster the study of business in universities, to encourage scholarship, and to encourage—aid—assist students of business (graduate or undergraduate), the Foundation is pleased to announce this year's recipients of the Undergraduate

Scholarship and the Graduate Study Grant.

UNDERGRADUATE SCHOLARSHIP FOR CHILDREN/GRANDCHILDREN OF DELTASIGS

Each year, the Foundation, in cooperation with the National Merit Scholarship Corporation, awards a four-year scholarship of \$500.00-\$1,500.00 per year to the son, daughter, grandson or granddaughter of a Deltasig. The applicant for consideration must be planning to matriculate in a business administration and commerce program at a college or university where Delta Sigma Pi had chartered a chapter. Application is made directly to the Foundation in an aspirant's high school junior year with the selection of the recipient made, in the senior year, by the National Merit Scholarship Corporation which administers qualifying tests throughout high schools in the United States. Their independent selection is based on an evaluation of NMSC test scores, high school course work and grades, extracurricular interests and achievements, and high school recommendations. NMSC also determines the scholarship stipend.

This year's recipient (\$500.00 per

year for four years) is Jeffrey Flynn, son of Jerald J. Flynn—Epsilon Lambda Chapter, Rochester Institute of Technology (RIT). Jeffrey ranked 21st in a class of 30 with a cumulative grade point average of 3.5833. He was recommended for a special scholarship consideration by NMSC.

At the Greece, New York Olympia high school Jeffrey was a member of the National Honor Society and participant in RIT's Outstanding Freshman Scholarship competition. He is also a recipient of a Regent Scholarship.

Jeffrey's major activities involve Boy Scouting and his paper route. With regard to the former he attained the Eagle Scout rank and served as a patrol leader and troop scribe and treasurer. His approach to his paper route was as though it were his own business, achieving "Carrier of the Month" status the greatest number of times the award can be won in a given period. Additionally, he won several trips (including New York and Toronto) along with both merchandise and cash prizes on other occasions. As a form of relaxation, he enjoys golf, bowling, coin collecting and stamp collecting.

Olympia High School considered him as a superior student and an exceptionally fine school citizen. His

teachers described him as being very eager, cooperative and conscientious; and as one who can work independently to complete work ahead of deadlines and with both a high rate of achievement and great thoroughness. Because of his ability and performance, he could easily afford (and did) to take time from his class work to help other students. Jeffrey's Guidance Counselor sums it up as follows—"he is a young man with exceptional potential, ability, motivation and industry."

Jeffrey's career aspiration involves sales. Accordingly, he has matriculated at the Rochester Institute of Technology with a major concentration in retailing.

GRADUATE STUDY GRANT

The purpose of the Graduate Study Grant is to encourage scholarship and to foster the study of advanced programs in business and colleges and universities. Specifically, the grant is intended for studies leading to a Master's Degree in Business Administration (MBA) or equivalent. The recognized equivalent would be a Master of Science

(MS) or Master of Arts (MA) with a business administration and commerce concentration. The subject degrees must be at a graduate school sanctioned by a recognized accrediting body. This criteria has prevailed throughout this award, but as detailed later herein, the criteria has been expanded to include a broader scope of studies.

The committee selecting the successful recipient shall have considered current and potential scholarly attainments including cumulative grade point average and ATGSB total score results. The dean's letter of recommendation along with an applicant's summary of his interest in business and his objectives in pursuing advanced work is also given weight. This year's selection committee was comprised of School of Business Deans—Brother Vergil V. Miller, Jay L. Tontz and Karl E. Vogt of Oklahoma State University, California State University (Hayward) and Bowling Green State University, respectively. Brother Miller has since left the University and is now Executive Vice President, American General Capital Management, Inc.

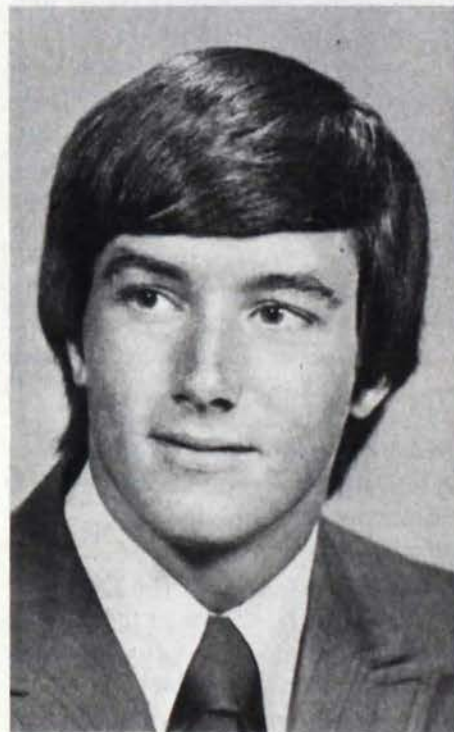
This year's \$1,000 grant goes to Brother Thomas M. James, Epsilon Chapter—University of Iowa. He graduated with highest distinction in the top 20% of the graduating class with a final grade point average of 3.87. Tom's major area was twofold—accounting and finance.

Brother James was an Iowa Scholar prior to entering his freshman year. At the University he was recipient of an Air Force ROTC Sons of American Revolution Award (freshman year) the Murray Scholarship in the College of Business Administration (junior year), and the John C. Clendenin Scholarship in the College of Business Administration (senior year). As a freshman he was accepted into Phi Eta Sigma (Freshman Honor Society), and as a junior into Beta Gamma Sigma (National Business Honor Society) and Beta Alpha Psi (National Honorary in Accounting).

He was President of his Pledge Class and as a Brother served as Epsilon Chapter President. In addition to serving his chapter in administrative responsibilities, he participated in Epsilon Chapter's football and basketball teams.



Jeffrey E. Flynn, left, received the Educational Foundation Scholarship Certificate from Warren B. Cutting, right, Penn State, member of the Educational Foundation, while Jeff's father, Jerald J. Flynn, Rochester, looks on.



Thomas M. James, recipient of Graduate Study Grant.

Tom was also active in the Arnold Air Society during his freshman and sophomore years. As a freshman, he was chairman of the Society's community-wide clothing drive for Vietnamese orphans. During his sophomore year, he served as Information Officer. During those years, he participated in intramural football, basketball and softball as a dormitory resident.

He also served the College of Business Administration community with his activities in the Business Student Senate and, in his senior year, as a member of the joint Student-Faculty Policy Review Committee in the College of Business Administration.

Brother James' years at the University of Iowa are best summed up by this statement from Ernest B. Zuber, Assistant Dean of the College of Business Administration—"Mr. James is a very personable and mature young man, extremely well motivated, an outstanding student, looked up to by both faculty members and fellow students as a person with high moral and ethical standards. There is no doubt in my mind that in future years Mr. James is going to be a community leader and an asset to the business world."

Tom has matriculated at the University of Denver and is participating in a joint J.D.-M.B.A. program of study. He expects to receive both his Juris Doctor and Master of Business Administration degrees in the Spring of 1980. He had taken his C.P.A. examination in May and was advised in August by the Iowa Board of Accounting that he passed the entire examination.

In terms of career objectives, he intends to enter the field of corporate law with a strong background in accounting and finance.

HIGHLIGHTS

The management of the affairs of the corporation is vested in a Board of Directors elected at the biennial meeting of the Foundation's members. Board members are elected to 6-year terms with the terms staggered providing for the completion

of tenure of a part of the Board at the end of each biennium. At the membership meeting on August 15, 1977, held in conjunction with the Fraternity's 31st Grand Chapter Congress in Toronto, the following were elected to Board membership for the term ending 1983—Homer T. Brewer (Kappa-286), Harold L. Cannon (Epsilon Theta-28), Marc H. Cohen (Eta Xi-133), Charles L. Farrar (Beta Psi-194), Robert O. Lewis (Beta-634), Robert A. Mocella (Beta-688), William E. Wilson (Gamma Omega-257) and Kenneth B. White (Gamma-146). Continuing on the Board for the term ending 1979 are H. Melvin Brown (Chi-353), Herbert W. Finney (Lambda-44), Daniel J. Haughton (Alpha Sigma-92), Howard E. Hight (Alpha Omega-351), Ralph C. Hook, Jr., (Gamma Omega-258), Robert O. Hughes (Beta Nu-273), Monroe M. Landreth, Jr., (Alpha Lambda-374), James J. Moore (Chi-115), James L. Prescott (Gamma Pi-516), Ronald B. Shuman (Beta Epsilon-94), and H. G. Wright (Beta-156). Continuing on the Board for the term ending 1981 are Warren E. Armstrong (Gamma Iota-41), Max Barnett, Jr., (Gamma Mu-98), Robert G. Busse (Beta Omicron-25), Norman Cogliati (Beta Omicron-109), Robert J. Elder (Theta-485), Timothy D. Gover (Beta Phi-213), Waldo E. Haddell (Alpha Epsilon-28), Firman H. Hass (Psi-8), M. John Marko (Beta Rho-33), Keith N. Masuda (Theta Xi-23) and Charles I. Sutton (Gamma Omega-101).

The officers of the corporation are elected for each biennium by the Board of Directors. At the Board meeting immediately following the membership meeting, the following were elected for the 1977-78 and 1978-79 biennium; President and Executive Director—M. John Marko, Vice Presidents—Robert J. Elder, Timothy D. Gover and Charles I. Sutton, Secretary—Marc H. Cohen, and Treasurer—Keith N. Masuda.

Also, at the August meeting, the Board of Directors adopted a pro-

gram of projects for the biennium which included the following: (a) Four year scholarships of \$500.00, \$1,500 per year to children/grandchildren of Deltasigs (an application is included herein for 1979 high school graduates—note submission date). (b)—A \$1,000 Graduate Student Grant awarded during each year of the biennium to a Deltasig graduating in June or who has previously graduated. Applications are available through Chapter Secretaries or by request to Scholarship and Grants Committee Chairman Harold L. Cannon—216 Menand Road—Loudonville, NY 12211. (Applications are returnable no later than late January, 1978). (c)—Funding of the *Biennial Survey of Universities Offering An Organized Curriculum in Commerce and Business Administration* which is compiled and published by the Fraternity. (d)—Funding of the Delta Sigma Pi Scholarship Keys which are awarded to the graduating senior in commerce and business administration who ranks highest in his class at a school where there is an active Delta Sigma Pi Chapter.

The Foundation's Board of Directors and Officers sincerely urge all Brothers to support the work of the Foundation. All gifts, contributions, bequests, legacies, devises and transfers made to the Foundation are deductible for Federal estate and gift tax purposes. Contributions and other gifts may be made directly to The Foundation Treasurer: Keith N. Masuda—3143 Chicago Avenue S.,—Minneapolis, MN 55407.

SPECIAL NOTICE

IF YOU HAVE a child or grandchild graduating from High School in 1979, or if you are a graduating Senior Deltasig, or have already graduated, the article in this issue of the magazine entitled "Reaching for Growth" is important to you. (Note: If not directly applicable to you, you may know of someone who is eligible and should be made aware of the Educational Foundation grants).

kaleidoscope alumni newsmakers

ALUMNI REPORT

AT THIS WRITING I have just returned from our 31st Grand Chapter Congress in Toronto. The delegates there re-elected me to another term as your Director of Alumni Activities, and I look forward to another two years in which to serve the fraternity and, specifically, its alumni program.

Alumni participation at the Congress was nothing short of fantastic! Twenty-four out of 29 chartered clubs were represented by delegates, an increase of seven over the previous Congress, with a higher percentage of representation than the undergraduate chapters. Attendance at the two alumni seminars totaled almost 130 alumni, another marked increase over the previous Congress, with a higher degree of input and participation than many can remember from past Congresses. And the positive attitude displayed by alumni throughout the business meetings, seminars, and social gatherings appeared to be a reflection of the present well-being of our alumni clubs and an indication of bigger and better things ahead for the alumni program.

But 24 delegates and 130 alumni brothers assembled in a seminar room cannot, by themselves, account for the past successes or future prosperity of our alumni program. It has been the vast majority of alumni brothers like yourselves who, never having attended a Grand Chapter Congress, have nonetheless, through your time, efforts, and dedication, made our alumni clubs prosper and our alumni program one of the best in the country. And it will be through *you* and *your support* that our alumni brothers returning from Toronto will share and implement the new ideas and positive attitudes they gained at the Grand Chapter Congress, so that we can continue to build and prosper in the years ahead.

I urge each of you to continue to support your alumni club, our national alumni program, and the undergraduate chapters in your area. Remember that your greatest success in recruiting graduating seniors as members in your alumni club comes from maintaining a high profile at *all times* as alumni representatives at undergraduate functions. And, above all, remember: it's not "I was a Deltasig" but "I am a Deltasig!"

—DIRECTOR OF ALUMNI ACTIVITIES
MICHAEL R. MALLONEE

ATLANTA

ATLANTA DELTASIGS ARE a Bullish Bunch—getting ready for '79.

Atlanta Alumni Club annually awards the Howard B. Johnson Trophy to that chapter in the Southeastern Region which initiates the highest percent of new members over and above their average for the past three years and scores overall a minimum of 85,000 points in the Chapter Efficiency Index. This year, for the second time in a row, Epsilon Chi Chapter at Georgia Southern College was the winner. The trophy was presented at the 31st Grand Chapter Congress, just concluded, to Brother Jeffrey Jones, Chapter President.

After a summer of relative quiet, broken only by a small expedition of 29 to an Atlanta Braves ballgame and an even smaller venture onto the golf course by 5, we've started off our 77/78 year with a bigger-than-ever traditional Bar-B-Q at the Deltasig Lodge on the customary date, the first Saturday after Labor Day. Ralph Grizzard (K-624-1954) was the head honcho and what a program he planned and executed! Attendance approached 200. Ford Rives (K-307-1938) spearheaded the preparation of the Lodge itself and the grounds.

As a result of a membership survey last year, we will be stressing more professional rather than social or athletic activities this year. Emphasis will also be on attracting a larger number of more recently graduated alumni to our sessions. Mike Mazur (K-1163-1972), our new Vice President, has been delegated to concentrate on this effort along with a full scale drive to reach and attract Deltasigs from chapters other than Kappa. Accordingly, Atlanta Alumni will hold one of our meetings at Georgia Tech and are also planning an International Chapter evening.

Initial organizational work has also been started on a super effort to be called "Career Upgrade"—a conference concentrating on job opportunities involving students at Georgia State University and other schools with DELTASIG Chapters in Georgia and Alabama, the business community, and faculty—with DELTASIGS in the key roles. This will take place on Friday, February 10, 1978 under the joint sponsorship of Kappa Chapter and the Atlanta Alumni Club, and will be followed on Saturday and Sunday with an Area Conference of Georgia and Alabama Chapter Brothers.

As is evident, we're beginning to key up for that important date two years from now when the 32nd Grand Chapter Congress comes to Atlanta. PLAN NOW TO BE HERE. It will be an exciting and memorable time!

—LAURIE E. BUSSIE

CHICAGO

WHAT A TIME we had! That is the consensus of the many members of the Chicago Alumni Club who travelled to Toronto for the 31st Grand Chapter Congress of Delta Sigma Pi. Heading the 15 members of the club delegation was Official Delegate Donald T. Colby. The other club members in attendance were Steven G. Berghorn, Robert F. Domagala, Jr., Anthony Z. Fernandez, Linsner T. Freitag, Timothy D. Gover, Leon J. Heidgen, Lawrence A. Lynch, Robert A. Mocella (Beta), Thomas M. Mocella, Calvin Montgomery, James L. Prescott, Peter B. Repsold, Paul R. Smith, and Steven R. Szekely. It was this large delegation that won the Alumni Club Attendance Award of the 31st Grand Chapter Congress for the Chicago Alumni Club. The last time the Chicago Alumni Club won the Alumni Club Attendance Award was in 1971. Needless to say, we are most interested in walking away with this award again in 1979 in Atlanta.

A few of the Brothers went up a day early to start the Congress in a grand style, and a few Brothers even stayed a day after the Congress ended to rest up for the long ride home. Although there were many enjoyable activities (Night at the Races Party, Y.D. initiation, three alumni seminars, seven undergraduate seminars, initiation of the Honorary Member at Large, Keynote Address, Grand Chapter Congress Banquet, Farewell Luncheon, free time to see Toronto, and literally dozens of parties) there were some important legislative matters that the delegates had to dispose of at the three legislative sessions. All in all, it was a most productive, constructive and rewarding experience. We hope to have an even larger delegation from the Club in Atlanta for the 32nd Grand Chapter Congress in 1979.

The 1977-78 club fiscal/activity year is now under way and we have already had two functions: Round Up Night on September 13th at the Tap Root Pub in Chicago, and a dinner/speaker function in October. Founder's Day will be celebrated on November 8th at the Como Inn. We are expecting a very large turn-out at this traditional activity which is also being held to honor all Chicago Alumni Club presidents. Coming up soon will be our traditional Christmas in Tokyo party, held again this year at Hana's East on Ohio Street. Plan now to attend. This function is open to Brothers only. And then to give you a rest we decided not to schedule anything in January.

The Loopers Lunches are continuing this year on the 3rd Wednesday of each month (including January) and are held at the Midland Hotel on Adams in downtown Chicago at noon. Just look for a Deltasig lapel pin, or better yet, give Bob Domagala a call the day before so we know you are coming. His work phone number is 236-1600 (William Blair & Co.).

Most of you reading this article have by now received your 1977-78 club dues statement (the inside cover of our new club membership brochure). If you didn't mail in your local club dues of \$12.50 yet then please do so soon. If you recently moved into this area please let us know and we will send you information about the club. Join us this year and continue the benefits of Delta Sigma Pi that began back in your college days, but which can still continue in your alumni years. Join us—be an active Deltasig for life! Inquiries and dues can be sent to us at the following address: Chicago Alumni Club of Delta Sigma Pi, P.O. Box 11314, Chicago, Illinois 60611.

—JAMES L. PRESCOTT

CLEVELAND-NORTHEASTERN OHIO

THE NEWLY FORMED Cleveland-Northeastern Ohio Alumni Club is briskly moving to be one of the strongest alumni clubs in the fraternity. We have a full schedule of events planned for the rest of this year, and would be proud to have all Deltasigs in the area participate in them. Our social dinner at the Brown

Derby in September was a big success, and helped all of the alumni become better acquainted. Our second smash hit for the year was a Night at Northfield Park. Not too many Deltasigs lost their shirts at this event. Our Founders' Day Banquet was the main social event of the year and all Deltasigs and their wives enjoyed the fine food and drink.

Future events include our Christmas party, a family day for tobogganing and our business meeting. We are also organizing to reactivate Beta Tau Chapter at Case Western Reserve University and plans are being formalized to spearhead the start of a new chapter at Cleveland State University. In short, this is going to be a busy year for the Cleveland-Northeastern Ohio Alumni Club. We challenge all alumni clubs to start or help reactivate undergraduate chapters in their region. Undergraduate chapters feed your alumni program and we need their support.

For all Deltasigs living or visiting in the Cleveland area and needing more information on our activities, please call Dan Dufala at (216) 777-5533, or Jeff Philippi at (216) 331-1824. We need and want your participation.

—DAN DUFALA

DALLAS-FORT WORTH

THE DALLAS-FORT WORTH Alumni Club wishes to extend an invitation to interested alumni in the area who would like to participate in the activities of this recently formed club. With the Dallas-Fort Worth area providing a unique business climate, stemming from its dominance in Southwestern area commerce, you can anticipate many rewarding opportunities to broaden your business base in an atmosphere of brotherhood.

Meetings are held the first Tuesday of each month. Call or write Lane Cardwell at 1810 Linda Lane, Richardson, Texas 75081, Telephone number 235-0456, for details of the meeting location and any planned social activities.

—LANE CARDWELL

GREATER DETROIT

THE GREATER DETROIT Alumni Club closed out the year's activities with a picnic at Camp Dearborn.

We have elected our new officers for the coming year as follows: Leo Garcia, President; Jim Caffrey, Tom Piet and Lee Sievers, Vice Presidents; Mike Domulewicz, Treasurer and Bob Trapp, Secretary.

The Greater Detroit Alumni Club will continue to work with all local chapters.

All Brothers are invited to contact Bob Trapp, 22301 Olmstead, Dearborn, Michigan 48124, Telephone number 563-6940.

—BOB TRAPP

NORTHWEST INDIANA

THE NORTHWEST INDIANA Alumni Club was well represented at the Grand Chapter Congress in Toronto, Canada in August. All the alumni seminars were helpful to all who attended and it was nice to see such a good turnout from the alumni.

The Northwest Indiana Alumni Club held its second annual golf outing in June. The golf outing kicked off our annual membership drive.

A dinner party was held in October at a

local restaurant in honor of the new members.

Founders' Day will be celebrated with Theta Psi Chapter at their initiation banquet this month.

Fall is here and "old man winter" will soon be here which means the holiday parties will be in the making. Remember to read your newsletter so you won't miss out on the fun. Attention ski lovers—start waxing your skis for our ski weekend.

Remember, alumni in Northwest Indiana, our club is very much in existence. If you are interested in becoming a member, drop us a line at P.O. Box 185, Gary, Indiana 46409 and we will be happy to send you information regarding the club.

—RAY N. GIACOMIN

GREATER MIAMI

THE NEWLY FORMED Miami Alumni Club elected Brother Bruce B. Morecroft as the club's first President. Bruce graduated from the University of Miami in May 1977. As an undergraduate Brother in the Beta Omega Chapter he served as CEI Chairman, Vice President for Pledge Education and finally became President in the Fall of 1977. Bruce is currently working for the accounting firm of Bamberg-Superstein & Co. Under Brother Morecroft's leadership the Greater Miami Alumni Club will mark its six month anniversary at the end of this month. Earlier this month we celebrated the 70th anniversary of Delta Sigma Pi Fraternity.

Other elected officers include Brother Rich Superstein, Vice President for Professional and Social Activity; Brother Mike Sullivan



Seven members from Minnesota prepare to depart for the 31st Grand Chapter Congress.



The Twin City Alumni Club 4th Annual Delta Sigma Pi Pig Roast drew over 100 members and guests from two area chapters and the alumni club.

vice President for membership; Wayne Kassner, Treasurer and Michael Novack for secretary.

The Greater Miami Alumni Club, or otherwise known as Big MAC, began Fall activities with the installation dinner of the Beta Omega Chapter. A formal meeting was held immediately following the installation of the new neophytes, at the Chez Vendome Restaurant. Plans for the remainder of the year were discussed with Brothers from the undergraduate chapter. The main goal of the Greater Miami Alumni Club is to keep in close working relations with the undergraduate chapter and to be of assistance whenever

possible. Informal meetings are held during lunchtime, since many of our Brothers work in the downtown Miami area. As the Big MAC grows, so will the scope of our activities.

Any Brothers visiting the Miami area, for business or pleasure, are urged to get in touch with Bruce Morecroft or Michael Sullivan; their numbers are listed in the Miami telephone book. If the Greater Miami Alumni Club or the Beta Omega Chapter can be of any assistance during a Brother's visit, do not hesitate to let us know.

We wish to express our deepest sympathies to the family of Brother Gary Gatto. Gary graduated from the University of Miami in

May, 1977. He worked as CEI Chairman and served on many committees. Gary was a charter member of the Greater Miami Alumni Club, and his death on August 7, 1977, is a loss to all who knew him.

Finally, we would like to congratulate and wish the best of luck to all officers elected for the 1977-79 term. We look forward to the next Grand Chapter Congress in Atlanta, Georgia.

—MICHAEL SULLIVAN

MILWAUKEE

1977 HAS BEEN a busy year for the newly organized Milwaukee Alumni Club of Delta Sigma Pi!! Our Alumni Club Installation Dinner was held on February 17, 1977 with 117 in attendance at the Westmoor Country Club. Undergraduate members from Pis Chapter and Chicago Alumni Club members were also on hand for the festivities. Our current membership is over 200 strong!!

Delta Chapter Founders' Day was held on May 6, 1977. Highlights included the Golden Helmet Award to 13 members who were celebrating 50 or more years as members of Delta Sigma Pi. Award recipients included John H. Solsrud, John P. Pierce, Robert A. Soener, August J. Witmeyer, Joseph L. Fuss, William G. Schendt, Sr., Charles A. Cherney, Basil A. Molseed, Raymond J. Wall, John Lueck, William E. McGavick, Richard Simonet (All Delta members), and Harry M. Schuck (Psi Chapter).

Our first annual meeting was held on June 14, 1977 where the following members were elected Directors for 1977-78: Warren Carity, Jim Harwood, Leon Heidgen, Milt Kassner, Everett Moen, Robert Neimon, Paul Pakolski, John Schroonenberg, Brand Spangenberg (Delta alums); Tom Elsen and Norb Reholz (Theta Xi); Frank Gundrum (Eta Rho); Bill Schaefer (Epsilon Omicron); Dick Wilcox (Alpha Iota); Ron Levin, Dick Helz and Win Wuestoff (Psi).

Leon Heidgen was our official alumni club delegate to the Grand Chapter Congress on August 14-18 in Toronto.

Milwaukee Alumni Club events included the Fall Sports Meeting at Pabst Blue Ribbon Hall held on September 26, 1977. Future activities will include Professional Night at the Wisconsin Club on November 10, 1977 featuring Brother Simkowski (Psi) 1975 National Delta Sig of the Year Winner; New Member Smoker at the Marquette University Union on January 26, 1978; Ladies Night Dinner Party at Westmoor Country Club on February 19, 1978; All Chapter Founders' Day at the Midway Motor Lodge on May 5, 1978 and our Milwaukee Alumni Club annual meeting in June, 1978.

Don't forget our monthly noon luncheons every third Monday at the Schnitzelhaus!!!

—RONALD L. LEVIN

TWIN CITY

SUMMER WAS A busy time for Deltasig Alumni in the Minneapolis-St. Paul area. Our newly formed club planned three events for the sunny summer days, attended or prepared for several of the Brothers' weddings, and were represented at the Grand Chapter Congress in Toronto.

Graduating seniors were invited to an alumni social at Brother Joel and Kim Erlandson's home on July 15th. Approx-



Activities at the Twin City Alumni Club Pig Roast included softball and volleyball.



Recipients of the Golden Helmet Award at their recognition dinner given by the Milwaukee Alumni Club are back row: John Solsrud, August J. Witmeyer, Robert Soener, Richard Simonet, John Piece, John Lueck, Ray Wall, and Harry Schuck; front row: William Schendt, Charles Cherney, Joseph Fuss, William E. McGavick and Basil Molseed. All are alumni of Marquette except Schuck who is from Wisconsin-Madison.

imately 55 alumni and graduating seniors were present. We hope that all attending will become alumni club members this fall.

The following evening, July 16, 40 alumni Brothers and guests travelled to Metropolitan Stadium to tailgate (parking lot party) and watch the Minnesota Kicks play soccer. After the game parking lot crowds were amused by the undiscovered original guitar and vocal talents of Brothers Tim Graff and Ted Chalupsky. They were voted the unsung heroes of the evening.

The final planned event, the 4th Annual Pig Roast, was once more a success thanks to the efforts of Brother Doug Spurgeon and his committee. Over 100 Brothers and guests from two local undergraduate chapters and the alumni association were present. The day consisted of volleyball and softball games and ended with the consuming of a 220 pound pig, 48 gallons of beer and an unmeasurable amount of homemade or store bought goodies.

Mergers were completed by Brothers Jim Gaviglio and Sven Eelma and their chosen ones. The brotherhood prepared for the junction of Brother Tom Luce and Sue Smith this past October. Our congratulations and best wishes for their combined happiness.

Area alumni were also well represented at the Grand Chapter Congress. Alumni Dan Harrington, Doug Cronk, and Dave Brumbaugh made the journey to Toronto in a rented van with four undergraduates from nearby chapters. Canada and the van will never be the same.

Looking forward to this fall we encouraged all alumni brothers to attend our business meeting and join us in supporting Delta Sigma Pi. Local alumni may wish to note that the University of Minnesota homecoming was October 15th. For more information about our alumni club or the University of Minnesota homecoming please write or call: Twin City Alumni Association of Delta Sigma Pi, Box 14322, Minneapolis, MN 55414; Dan Harrington, President, phone 378-2434 or Dick Theilman, Vice President-Membership, phone 331-1297.

—DAVE BRUMBAUGH

CRESCENT CITY

CRESCENT CITY ALUMNI CLUB kicked off its 1977-78 year with a picnic outing in July. A great time was had by all with swimming, softball and barbecued hamburgers. President Fred Pecora represented Crescent City at the Grand Chapter Congress during August where he distributed a supply of souvenir frisbees imprinted for the occasion. These were enthusiastically received by the delegates since there was a shortage of souvenirs. September was devoted to preparation for our annual garage sale held in October. This garage sale provides funds for the Crescent City Alumni Club sponsored Southern Regional Basketball Tournament scheduled to be held in March. These are just the first few activities in what we hope to be a great year. All Alumni Brothers living in the New Orleans area are invited to join our membership and share our future activities. Please call Fred Pecora at (504) 729-1506 (home)/(504) 722-3161 (office) or Louis Lehr at (504) 392-2642 for further information or write Crescent City Alumni Club, 2633

Augusta Avenue, Kenner, Louisiana 70062.

—LOUIS C. MICHEL

OKLAHOMA CITY

FIRST OF ALL, we here in Oklahoma City are proud to congratulate Brother Carl Schneider upon being elected Deltasig of the year in Toronto last August. Carl has been active in our club ever since he arrived in the OKC area and the club has been the richer for it.

Our delegate, Charlie Brown returned from the Grand Chapter Congress with a number of excellent ideas for us in the ever-important endeavors of recruitment and finance. Although this has been a good year for us in these areas, one bright idea might be the one that finances a New Year's Eve blowout or brings in a few more Brothers to celebrate it with.

In a joint activity with Beta Epsilon chapter, the Oklahoma City Alumni Club enjoyed every minute of the Sooners' victory over Woody and crew on September 24th at Mike Mallonee's place. If his landlady will let him, we are planning on some similar expression of brotherhood around the time of the Orange Bowl. We also plan a party during the Christmas holiday.

Any Brother in the Oklahoma City area who wishes to join us, or is just passin' through, please contact Dan Campbell at (405) 943-7349. We'd love to have you.

—DANIEL S. CAMPBELL

PHOENIX-THUNDERBIRD

THUNDERBIRD ALUMNI CLUB officers and directors are preparing for another year of accomplishments in furthering the enhancement to business life provided by alumni club association. A new president will be appointed shortly, replacing Bill Leonard, yet, we hope giving us the same quality leadership. The other officers remain, while three new directors will be elected as we roll into another term.

The alumni in Arizona look forward to the progress to be had under Ted Atlass, new Intermountain Regional Director, and Bob Hamer, new Arizona District Director. Our sincere thanks go out to Bill Wilson, past Regional Director, and Jim Gulley, past District Director, for the fine job they have done over many, many years in making Arizona a leader, both within the region and the country.

It must also be mentioned we had a superb time in Toronto. The entire state was represented not only by delegates but by a total of 20 individuals; two Brothers from Zeta Omega, NAU, Flagstaff, two Brothers from Gamma Psi, U of A, Tucson, one Brother from Thunderbird and 15 ("most man miles traveled") from Gamma Omega, ASU, Tempe, Arizona. There's no telling what this area can do if it keeps up! I hope all you alumni realize the time, effort, resources and personal sacrifice put out by your fellow Deltasigs, future alumni, to represent Arizona as the place for progressive Delta Sigma Pi involvement.

A reminder that luncheons will continue to be held the third Tuesday of each month at the uptown Arizona Club, United Bank Building on North Central Avenue, Phoenix, beginning at 11:30 or shortly thereafter, and

ending about 1:30. As usual, a fine program will be presented, Association business will be resolved, the dining will be exquisite and you'll have a chance to meet prominent businessmen, attorneys, accountants, bankers and other professionals, which comprise a '70 plus membership. By now, you have all received one or two newsletters, The Arizona Deltasig to keep you abreast of activities, the Alumni Association, and the undergraduate chapters. Activities prior to the new year will include a card party, barbeque, and perhaps a special night out. Mail should also have arrived concerning the Hofmann Foundation Support Deltasig scholarships and achievement monetary advantage by contributing generously to the endowment fund. May all chapters and clubs throughout the country have a Merry Christmas and Happy New Year.

You may reach the Association officers at the usual address: Thunderbird Alumni Association, P.O. Box 27985, Tempe, Arizona 85282.

—BOB HAMER

SACRAMENTO

THE SACRAMENTO ALUMNI Club and Epsilon Phi Chapter of CSUS-Sacramento were well represented at the 31st Grand Chapter Congress. We congratulate our new Grand President, Bill Tatum, and Western Regional Director, Joe "Skip" Loomis. The Alumni Club was very active during the summer months, highlighted by our annual Progressive Dinner. Over 60 Brothers and their spouses and dates arrived early in the afternoon at the home of Skip and Lois Loomis for cocktails. In the evening, the party moved to the residence of Grand President Bill Tatum for a superb BBQ Steak Dinner with all the trimmings, prepared and served by our membership. What a great night of fun, food and fellowship for ending a wonderful year in our alumni club history.

Last year the Sacramento Alumni Club sponsored the best attended and most memorable event in our history. We sponsored a reunion for the entire Epsilon Phi Chapter membership since its founding as a course for other Deltasigs living in the immediate area. The reunion had no planned program, just a great night for Deltasigs to be reunited and exchange old stories and learn the whereabouts and accomplishments of the members. Over 200 Brothers attended this function at the Sacramento Inn in Sacramento. Plans are now being made for another reunion to be held in May or June of 1978.

We were honored to have our first member of Delta Sigma Pi's Order of the Gold Helmet. The presentation was made at a monthly luncheon in June by Grand President Tatum to Brother Harold R. Cannon, initiate of Chi Chapter in 1924. Brother Cannon recently joined the Sacramento Alumni Club after being lost from our fraternity for a number of years. The Order of the Gold Helmet is presented to Deltasigs who have been a member of our fraternity for 50 years or more.

The Sacramento Alumni Club is looking forward to another fantastic year of growth. The new officers for this year are: President, Doug Bertsch; Vice President, Gary Ro

an; Secretary, James Barger; Treasurer, Jim Cantrell; and Membership Chairman, Jerry Gray.

The monthly luncheon meetings have become so popular that we have outgrown our present facility and we are happy to announce a new location. The monthly luncheon meetings are on the first Wednesday of each month at 12 Noon at the Vineyard, 1400 Howe Avenue in Sacramento. We urge each Deltasig in the area to join us there. Big plans are in the making for a combined founders' Day Dinner with Epsilon Phi chapter in November.

Our Christmas party, which is always a success, is being planned with a time and location yet to be announced. Spring plans call for a Valentine's Day Dance and the reunion of Alumni Brothers. We are shooting for a goal of over 100 paid alumni members. For further information, you may contact resident Doug Bertsch at (916) 383-0534 or drop us a line to Sacramento Alumni Club, P.O. Box 2726, Sacramento, CA 95812.

—JAMES BARGER

personal mention

DANNY LaFONT CHAPTER CONSULTANT

DANNY LaFONT, *Nicholls State*, is a new Chapter Consultant at The Central Office having joined the staff in June, 1977. Danny was a part of the convention staff for the 31st Grand Chapter Congress in August, 1977, and has already met a number of Deltasigs here and in his consultation travels this fall.

Danny was a finalist in the 1977 Undergraduate of the Year competition and a more complete resume appears in that article in this issue of the magazine.

VERGIL MILLER IN NEW POSITION

VERGIL V. MILLER, Ph.D., *California State-Sacramento*, is Executive Vice President of American General Capital Management after serving as executive assistant to the chief investment officer of A. G. Insurance Company. His position in AGCM is a new one, created in response to the realization that AGCM has been weak in the development and maintenance of management control systems, an area of management responsibility in which Dr. Miller has proven experience. Immediately prior to joining American General, Dr. Miller was the Dean of the College of Business Administration at Oklahoma State University. Dr. Miller has also served as the Dean of the School of Business Administration at California State University, Sacramento. He received his B.S. degree in Business Administration from Oregon State University, an M.B.A. degree from the University of Washington and a Ph.D. in Finance and Business Economics from the University of Oregon. Twice a Ford Fellow, Dr. Miller's academic awards include memberships in Beta Gamma Sigma and Pi Gamma Mu, the National Scholastic Honorary Societies for Business Administration and the Social Sciences respectively. In addition to serving as chairman of the Masters Level Accreditation Sub-Committee for the American Assembly of Collegiate Schools of Business, Dr. Miller is a member of the American Economic Association, the American Finance Association, the Financial Management Association (past National Vice President), and the Financial Executives Institute. He also serves as a team member for the *Trend Analysis Program* sponsored by the Institute of Life Insurance. Having been published extensively, he has authored or co-authored a book, *The Finance Function*, two monographs, one being *Mathematical Models for Teaching Economics*, and over 20 professional articles including one entitled "Game Theory and the Selection of Stocks."

RALPH HOOK RECEIVES HONOR

DR. RALPH C. HOOK, JR., *Arizona State*, Professor of Business Administration, University of Hawaii, was honored by Arizona State University by selection as one of the first group for the Faculty Hall of Fame. This recognition program of the College of Business Administration of Arizona State University was established to honor former instructors of the college. To be considered, a person is expected to have served on the faculty at ASU for at least 10 years and made a major contribution in the areas of teaching, research and public service. Dr. Hook was the only active instructor honored with selection. While at ASU, he developed an extensive management development program, a weekly radio service, "Western Business Roundup," assisted in the development of the doctoral program in marketing and was a prolific writer with over 100 books, monographs and articles to his credit. Dr. Hook went to Hawaii from Arizona in the Fall of 1968 as Dean of the College of Business Administration. He took sabbatical leave in 1974-75 and returned to full-time teaching in the Fall of 1975.

In addition to an active teaching and research schedule at the University, Dr. Hook is Commissioner of the Aloha Council of the Boy Scouts and Commandant of the U.S. Army Reserve School in the Pacific. He also works with business as a director of several organizations, as a consultant and as a leader of executive development programs.

Robert A. Mocella, *Northwestern-Beta*, and a member of the fraternity's Golden Council, received Northwestern University's Alumni Service Award for exceptional voluntary service to the University at the University's 1977 annual Alumni Awards banquet in Skokie. Brother Mocella is corporate director of planning and development for DeSoto, Inc., in Chicago, IL.



Robert A. Mocella



Ralph C. Hook, Jr.



Daniel W. LaFont

personal mention

H. Nicholas Windeshausen, *Nebraska-Lincoln*, has been reappointed to a second three-year term as Chairman of the Department of Management at California State University, Sacramento, CA. He is a Director of the Sacramento Valley Chapter of the American Marketing Association and the Consumer Credit Counselors of Sacramento, and is an educational consultant to Main Event Management Corporation of Sacramento.

Robert V. Miller, Jr., *Texas Tech*, is now president of Duplex Advertising Company of Austin, TX. In addition, he is Chairman of Tex Advertising, Inc. He is also a member of the Board of Directors of Lamar Savings Association of Austin, TX, and a part-time instructor at Austin Community College.

Daniel S. Dubin, *S.U.N.Y.-Albany*, has been promoted to a new position as Manager, Administration, at Hoechst Fibers Industries, producer of fibers for the "Trevira" trademark, in New York, NY.

Herbert W. Finney, *Pittsburgh*, was honored at a special service and dinner at the Mary S. Brown Memorial United Methodist Church in Pittsburgh for fifty years of service to the church as its organist.

Ronald J. Axelrod, *Rider*, has been appointed Vice President in charge of Title Examination for Axco Abstract, Inc., agents of St. Paul Title Insurance Corporation, Springfield, NJ, and attended the Eastern Regional Conference in Cherry Hill for all St. Paul representatives.

Kenneth A. Karuhn, *California State-Sacramento*, is now the Assistant Manager of Plant Maintenance for Advance Transformer in Chicago, IL.

Kent B. Perrin, *Missouri-Columbia*, now lives in Marshalltown, IA, and is the Midwest Regional Manager for Foretravel Motorhomes, Inc., of Nacogdoches, TX.

Brian A. Murphy, *Dayton*, was recently elected President of Specialized Insurance Services, Inc., in Baton Rouge, LA. Brother Murphy was designated a CLU by the American College in 1975.

Joseph R. Giglio, *Loyola-Chicago*, has a new position as Systems Analyst with Burnt Bros. Division of Beatrice Foods in Northlake, IL.

David B. Schechtman, *Illinois-Urbana*, has left private law practice to join the Exchange National Bank of Chicago as staff counsel.

Harold J. Byrd, *Louisiana Tech*, has recently been appointed Assistant Trust Officer of the Louisiana Bank & Trust Company in Shreveport, LA.

Roger D. Peterson, *Mississippi College*, has been assigned to the Little Rock, AR, office of IBM as an Administrative Accounts Specialist in the General Systems Division. He will also be working on his MBA at the University of Arkansas at Little Rock.

Frank A. Bell, *Lamar*, has been named Vice President, Finance, for Liquid Paper Corporation in Dallas, TX. Brother Bell had been Manager of Finance for the firm prior to being named to the newly created vice presidency.

Peter H. Finie, *Loyola-Marymount*, has been appointed Director of Marine and Aircraft Appraisals, Assessors Department, for the County of Ventura, CA,

Donald C. Shipy, *Michigan-Ann Arbor*, has just been promoted to Sales Manager in the air conditioning-refrigeration division of Aeroquip Corporation, in Jackson, MI.

Eduardo Aguirre, Jr., *Louisiana State*, was elected Vice President of the International Department of First International Bank in Houston, TX, at a recent meeting of the bank's Board of Directors.

David V. Posey, *Nicholls State*, is now District Sales Manager for the Pacific Division/Reno, NV, District of the Jos. Schlitz Brewing Company of Milwaukee, WI.

Virginia M. Anderson, *Auburn*, has recently accepted the position of Judicial Planning Committee Administrative Analyst in the Department of Court Management for the State of Alabama, in Montgomery, AL.

J. Wesley Bergey, *Pennsylvania State*, has been re-elected President of the Penn State Club of Lehigh County, PA, for the third consecutive year.

Paul S. Fronczek, *Tampa*, is now working in the International Department of FMC-Crane and Excavator Division in Cedar Rapids, IA, as Manufacturing Coordinator for all overseas manufacturing plants and the development of new plants overseas. Before starting his new job, Brother Fronczek was in South Africa with the Bucyrus Erie Company of Milwaukee, WI.

Kevin W. Kiernan, *New York*, has a new position in the computer programming department of CINCOM Systems, Inc., in Cincinnati, OH.

L. Richard Cooper, *Rochester Tech*, a career representative of the Rochester-Cameron general agency of National Life Insurance Company of Vermont, won a special company award for exceeding \$1 million in life insurance sales during the first six months of this year.

Robert L. Harmon, *Washington-St. Louis*, has been elected a member of the board of directors of Bank Building Corporation, St. Louis. Brother Harmon is Executive Vice President and board member of the McDonnell Douglas Automation Company, and a Corporate Vice President of McDonnell Douglas Corporation.

bulletin board

*WITH THIS ISSUE

We launch another publishing year. As has been our goal in the past, we hope to bring you coverage of current events in the fraternity presented in a way that will appeal to you and others who read the magazine. Let us hear from you from time to time regarding the magazine.

*50TH ANNIVERSARY

Alpha Omega, DePaul University

June 2, 1928-1978

*DEADLINES

Copy deadline for the January 1978, issue of The DELTASIG Magazine was October 18, 1977. Deadline for the March, 1978 issue is December 13, 1977.

*ADDRESSES

No Directory of Chapters and Alumni Clubs is published in The DELTASIG Magazine. Chapters or Clubs needing names and addresses of other chapters or clubs should contact The Central Office.

NOTICE OF ADDRESS CHANGE

Please change my address as follows:

_____	street
_____	city
_____	state
_____	zip

Please attach address label here

MAIL TO: Delta Sigma Pi
330 South Campus Avenue
Oxford, Ohio 45056

Indiana-Purdue Welcomes Number 182



IOTA LAMBDA CHAPTER, the 2nd undergraduate chapter of Delta Sigma Pi, was installed on May 7, 1977, at Indiana-Purdue University in Ft. Wayne, Indiana. The city of Ft. Wayne was established in 1686 as a French trading post and has since grown to become an important industrial city which includes International Harvester, the Magnavox Company and General Electric among its residents. Installation ceremonies were held in the Student Union on the unique

campus which serves as a branch campus for both Indiana University and Purdue University.

The installation day began with registration, after which the members of the local fraternity escorted national officers and Deltasig guests from other chapters on a tour of the campus. Ritualistic initiation ceremonies were held during the afternoon for the 28 undergraduates and two faculty charter members.

Those assisting with the installation of the new chapter were Grand

President William W. Tatum, Jr., Executive Director Ben H. Wolfenberger, Assistant Executive Director Michael J. Tillar, then East Central Regional Director Charlie Rolader and David M. Rose, who is an alumnus of Delta Tau Chapter and who served as the advisor to the local fraternity. Undergraduate members of Delta Tau Chapter, Indiana State University; Epsilon Xi Chapter, Ball State University; Theta Pi Chapter, Bowling Green State University and Theta Psi Chapter, Indiana University Northwest were also in attendance and assisted with the installation of the new chapter.

The Installation Banquet was held at the Marriott Inn in Ft. Wayne with Charlie Rolader serving as toastmaster. Following the Invocation by James A. Youse, secretary of Iota Lambda Chapter, Robert Ross, Student Government President, extended greetings to the new chapter and officially welcomed Delta Sigma Pi to the Indiana-Purdue campus. Denise L. Kassing, projects chairman of the chapter, provided a brief history of the Division of Business and Economics and David K. Baker, senior vice president, acquainted the guests with the history of Iota Lambda Rho, the local petitioning fraternity.

Grand President Tatum presented the charge and charter to the chapter and its individual members and challenged each member of the new chapter to live up to the ideals to



Grand President Bill Tatum presents the chapter charter to Iota Lambda President Tom Bennett.

which they had dedicated themselves. Accepting the charge and charter on behalf of Iota Lambda and its members was Chapter President James R. Bennett.

Executive Director Wolfenberger then extended fraternal greetings to the new chapter on behalf of the undergraduate chapters, alumni clubs and members from across the country. He then presented these letters of welcome to the chapter secretary. The banquet was concluded with the presentation of special awards by David M. Rose and the presentation of the chapter gavel by Executive Director Wolfenberger.

Following the banquet the chapter enjoyed its first annual Rose Dance and elected Denise L. Kassing as its "Rose of Deltasig." We know that all Deltasigs join us in welcoming Iota Lambda Chapter and wishing it success in its first full year of operation.

INDIANA-PURDUE UNIVERSITY

After operating in separate facilities which, coincidentally, were side-by-side in downtown Ft. Wayne, Indiana and Purdue Universities joined forces in 1964 on the Ft. Wayne campus at the junction of U.S. Highway 30 and Indiana Road 37. The two universities share not only the same physical facilities, but many of the same courses.

Indiana began offering courses in Ft. Wayne in 1917, and Purdue began with industrial training courses immediately afterwards. Even before the move to the present campus, Purdue offered two-year associate degree programs. Indiana also provides associate degree opportunities in its downtown facility, Division of General and Technical Studies. In addition to full degree programs, both universities offer courses which make it possible for a student to start work toward a degree which would be completed on another campus of

Indiana University or Purdue University.

Indiana-Purdue at Ft. Wayne operates under a single Chancellor. The faculty, staff and student body have the opportunity to participate in the planning of further unification of administrative, academic and recreational activities on the campus. Both Indiana and Purdue are accredited by national, regional and professional agencies and are members of the North Central Association of Colleges and Secondary Schools.

DIVISION OF BUSINESS AND ECONOMICS

The Division of Business Administration was initiated at Indiana University at Ft. Wayne in the Spring of 1966. From an initial 27 courses in Business and Economics, the department quickly grew as enrollment increased. In 1971 the Department of Economics joined the Division of Business under the leadership of D. A. Stonebarger offering a total of 73 courses. During the 1973-74 academic year 96 Bachelor of Science and 32 Master

of Science Degrees were awarded and enrollment climbed to over 850 students.

The students attending Indiana Purdue University today are drawn from primarily the Northeastern nine counties of the state. The greatest number of students reside in Allen County and, more specifically, the city of Ft. Wayne. Enrollment statistics compiled during the 1973-74 academic year indicate that approximately 45 percent of the students on degree programs in the Division of Business and Economics attend classes on a part-time basis. Due to the favorable relationship which has developed between the university and local industry, students in the Division of Business and Economics have the opportunity to view business situations in a way that could only be represented in the classroom.

IOTA LAMBDA RHO FRATERNITY

On February 3, 1976, national officers of Delta Sigma Pi and David M. Rose, an alumnus of Delta Tau



David E. Rose, right, receives a recognition award from Executive Director Ben Wolfenberger, left, for his help in establishing Iota Lambda Chapter.



Neff Hall housing the Division of Business and Economics at the Indiana-Purdue University campus.



Presiding as toastmaster for the Iota Lambda Chapter Installation Banquet was then East Central Regional Director Charlie Rolader.



The Student Union Building, background, and Library, foreground, at Indiana-Purdue University in Ft. Wayne.

Chapter, visited the Indiana-Purdue University campus to acquaint approximately 50 undergraduate students with the International Fraternity of Delta Sigma Pi. One week later 25 of these students returned to discuss the goals and objectives of Delta Sigma Pi and to take the initial steps in the founding of Iota Lambda Rho Fraternity.

Organizational meetings continued during February and on Sunday, March 7, 1976, the first official meeting of Iota Lambda Rho Fraternity was held. During this meeting officers were elected and a schedule of activities for the remainder of the year was planned. During the months that followed the local fraternity continued to

grow and build a strong schedule of both professional and social activities. On October 3, 1976, the members of the local fraternity were officially pledged to Delta Sigma Pi during pledging ceremonies conducted by Assistant Executive Director Michael J. Tillar, Chapter Consultant John A. Watton and Advisor David M. Rose. New officers were also elected as the local fraternity prepared its petition to the Board of Directors for its undergraduate chapter charter.

The charter members of Iota Lambda Chapter are: Jim R. Bennett, David K. Baker, James A. Youse, Pamela D. Satterthwaite, Suzanne M. Kelley, Gary K. Crownover, Janice K. Bell, Neil A. Bryson, Brent M. Helton, Deborah S. Jones, Denise L. Kassing, David Kaufman, Kevin G. Laisure, John D. Leonard, Norman A. Lindahl, Bonnie C. Medford, Donald J. Miller, Michael J. Millhouse, Judith A. Murach, Karen S. Nelson, Daniel E. Nix, Mary K. O'Connell, Jeffrey L. Pickering, Jeffrey A. Schmidt, Mark S. Spade, Randall S. Steiner, Herbert M. Timinsky, Dennis E. Wright, James M. Berry, and Norman J. Greenburg.



Georgia Gets Newest Chapter

GEORGIA COLLEGE AT Milledgeville, Georgia, was granted the Iota Mu Chapter of Delta Sigma Pi at installation ceremonies held on Saturday, May 28, 1977. The new chapter now joins Kappa Chapter at Georgia State University, Pi Chapter at the University of Georgia, Alpha Tau Chapter at Mercer University, Epsilon Chi Chapter at Georgia Southern College, Zeta Lambda Chapter at Georgia Institute of Technology, and Theta Mu Chapter at Columbus College.

On hand for the installation ceremonies were members of Kappa Chapter, Pi Chapter, Epsilon Chi Chapter and Theta Mu Chapter, Grand President Bill Tatum, Southeastern Regional Director George Ragland, Executive Director Ben Wolfenberger, Assistant Executive Director Mike Tillar, and District Director Mike Mazur.

Also attending were George Mannors, Past Dean of the School of Business at Georgia State, Past Grand President Bob Busse, and District Director Bain Proctor, plus other Atlanta area alumni.

The program began with registration of members and guests in Chappell Hall on campus. Following a walking tour of the campus, members and guests of Alpha Omega Fraternity gathered for lunch in the Maxwell Student Center. Following the luncheon, activities returned to Chappell Hall for ritualistic initiation ceremonies.

The program for the evening was held at the Maxwell Student Center where over 100 members, spouses and dates assembled for the installation banquet. Southeastern Regional Director George Ragland served as toastmaster and opened the program by introducing

Kerry L. Mortenson of Iota Mu Chapter who gave the invocation. Brother J. Whitney Bunting, Georgia, president of Georgia College, then extended greetings to the new chapter and its members. Dr. Joseph F. Specht, chairman of the Department of Business Administration and Economics presented a history of the department, and Laurie E. Busse, Senior Vice President of Iota Mu Chapter, presented a history of the local fraternity Alpha Omega.

The highlight of the evening came when Grand President Tatum presented the Iota Mu Chapter Charter to President Royce Smith who accepted on behalf of the chapter. Following the formal program for the evening a chartersigning ceremony was held including the Grand President, the Executive Director and officers and members of the chapter.

Congratulatory letters received over throughout the fraternity are presented to the chapter by Executive Director Ben Wolfenberger with Regional Director George Ragland presenting the official chapter gavel to the chapter. The final item on the program was a list of awards established and granted by the new chapter to members and others.

History of Milledgeville, Georgia

Milledgeville, Georgia, was established in 1803 to be the capital of the state, and was designed for that purpose. It is still one example of a complete city in the "Federal Period" style. Later examples of Greek Revival architecture also are present. As the capital city, the city had many distinguished visitors between the revolution and the War Between the States. In 1868, the capital moved to Atlanta, but Milledgeville remains important as the site of Georgia College, Georgia Military College, the Central State Hospital, the Georgia Youth Development Center, and several industries.

History of Georgia College

The college was founded in 1889, as the Georgia Normal and Industrial College. On the campus are the Old Governor's Mansion and other evidence of the early capital. The college developed over the years and the first degrees were awarded in 1921. In 1922 the college became the Georgia State College for Women, and in 1961 The Women's College of Georgia. In 1967 the college became coeducational and received its present

name. Graduate work was added in 1958 and the college operates as a unit of the University System of Georgia.

History of the Department of Business Administration and Economics

The Department of Business Administration and Economics was established in 1967, combining earlier course offerings first offered in 1944-45. Men were admitted in 1968 and the department expanded offering the first MBA studies in 1969. The Warner Robins Residence Center was established in 1970 at Robins Air Force Base, and course work is also offered at Macon. Presently the department offers eight majors and two masters degree programs.

The college is accredited by the Southern Association of Colleges and Schools and the Department is a member of the American Assembly of Collegiate Schools of Business seeking accreditation by that body.

History of Alpha Omega Fraternity

Alpha Omega Fraternity was first established in October, 1973. It operated as a local fraternity until February, 1977, when it voted



Welcoming the new Iota Mu Chapter to the campus was Dr. J. Whitney Bunting, Georgia, President of Georgia College.



Recognizing District Director Mike Mazur for his help toward the establishment of the new Iota Mu Chapter, Chapter President Eddie Smith presents a recognition award.



Eddie Smith, President of Iota Mu Chapter, left, and George Ragland, Southeastern Regional Director, right, display the chapter charter moments after it was granted.

unanimously to petition Delta Sigma Pi for a chapter charter. The original advisor and the college president are Deltasigs. Deltasigs in the Atlanta area, most particularly District Director Mike Mazur, and Central Office staff members have worked with the fraternity for about a year toward developing a chapter from this local fraternity.

On Saturday, May 28, 1977, the established goal of Alpha Omega Fraternity was realized when the following members were initiated as charter members of Iota Mu Chapter: Royce E. Smith, Laurie E. Busse, Jackie E. Lanier, Connie D. Brown, Stanford G. Wilson, Jo A. Jones, James M. Allen, James E. Askew, Nancy E. Bartles, Jeffrey S. Bass, Thomas C. Baugh, Sarah S. Beamon, Melva L. Bobo, Donald W. Brandenburg, Thomas E. Brannen, Jr., Gena R. Brinson, Joseph M. Bryan, Mildred E. Bryson, Marla D. Bushong, Dan A. Cassidy, John N. Daniel, Jim Davis, Paul D. Digby, John J. Drago, Martha M. Duke, Priscilla A. Durden, Linda A. Eberhart, Carole Ellis, Claire Ellis, Gary L. Evins, Deborah E. Fitzpatrick, Sandra J. Fountain, Lucy M. Frederick, Joseph M. Gates III, Michael A. Gill, John M. Gray, Deborah J. Greenway, Cindy L. Holley, Johnny Hurt, Dorothy J. Jackson, Nereida Jacobs, Kathy C. Jenkins, Brenda K. Johnson, Clara L. Kitchens, William J. Kloppenburg, Helen H. Manning, Ruth A. Marshall, Pamela S. Montford, Pamela S. Moore, Kerry L. Mortensen, Deborah M. Mullis, John C. Ochei, Nancy V. Parker, Raymond A. Pippin, Jr., Anne E. Pirkle, Judy L. Price, June C. Reeves, April D. Renfroe, Mike W. Sanders, Donald R. Seibert, Mary J. Smith, Stephen W. Smith, Michael R. Taylor, Sheryl S. Taylor, Johnnie Temple, Thomas M. Thacker, Susan N. Thomason, Sandra L. Timms, Thomas H. Tinsley, Donna J. Wheeler, James R. White, Peggy A. Windle, Joseph G. Long, and Joseph F. Specht.



Joseph F. Specht, Chairman of the Department of Business Administration and Economics at Georgia College discusses the department's history at the installation banquet.



Assistant Executive Director Mike Tillar, standing at left, briefs the officers of the Iota Mu Chapter on their operations and responsibilities after the chapter installation.



Campus buildings of Georgia College in Milledgeville.

John A. Watton, *Florida Atlantic*, to Diane Cooper, *Cincinnati*, on June 18, 1977, in Cleveltown, OH.

Mark A. Kinzie, *Nebraska-Lincoln*, to the Ann Znamenalek, on May 14, 1977, in Lincoln, NB.

John S. Lamb, *East Texas State*, to Monica E. Pyle, on May 21, 1977, in Dallas, TX.

Jeffrey R. Sauter, *Pennsylvania State*, to Krista Kay Stratton, on February 26, 1977, in Chambersburg, PA.

Delilton M. Sanchez, Jr., *Texas A & I*, to Linda Perez, on April 16, 1977, in Corpus Christi, TX.

Mark C. Hart, *Oklahoma State*, to Susan Line, on March 6, 1977, in Oklahoma City.

Stephen W. Armstrong, *Oklahoma State*, to Nancy Jean Allen, on May 28, 1977, in Oklahoma City, OK.

Gene T. Martin, *Oklahoma State*, to Diane Elizabeth Wilson, on May 27, 1977, in Tulsa.

Stephen L. Rogers, *Oklahoma State*, to Pamela Crabtree, on May 27, 1977, in Okmulgee, OK.

Thomas A. Truett, *Angelo State*, to Sandra White, on May 21, 1977, in San Angelo, TX.

Lawrence E. Johannsen, *Tampa*, to Linda M. Fischer, on August 7, 1977, in Largo, FL.

Jane B. Williams, *Louisiana Tech*, to Nancy Cagnolatti, on August 27, 1977, in Sulphur, LA.

Clint L. Capshaw, *Louisiana Tech*, to Kathy Hoffman, on June 2, 1977, in Leavenworth.

John Y. Yang, Jr., *Louisiana Tech*, on September 17, 1977, to Susan Reutz, in El Paso, AR.

Tony R. Davis, *Louisiana Tech*, to Brenda Carrar, on August 14, 1977, in Zachary, LA.

Edward L. Lawson, *Weber State*, to Kay Wman Perry, on February 23, 1977, in Denver, UT.

To Brother and Mrs. Lewis P. Tischler, *U.N.Y.-Albany*, on August 3, 1977, a daughter, Wendy Frances.

To Brother and Mrs. Ernest Leuenberger, *Southern Mississippi*, on April 17, 1977, a son, Eric Scott.

To Brother and Mrs. Danny M. Drotts, *California State-Sacramento*, on February 15, 1977, a son, Joel Marshall.

To Brother and Mrs. Steven D. Hastings, *California State-Sacramento*, on March 6, 1977, a son, Ryan Damien.

To Brother and Mrs. Michael S. Wiykovich, *California State-Hayward*, on February 10, 1977, a son, Michael Eric.

To Brother and Mrs. Robert S. Cooper, *Georgia State*, on March 19, 1977, a son, James Robert.

To Brother and Mrs. Randy G. Reiten, *Florida State*, on February 28, 1977, a daughter, Heidi Marie.

To Brother and Mrs. Jeffrey A. Borish, *Philadelphia Textiles*, on February 2, 1977, a son, Michael Jay.

To Brother and Mrs. Ronald L. Allen, *California State-Sacramento*, on March 7, 1977, a daughter, Johanna Leigh.

To Brother and Mrs. Thomas C. Butz, *Cincinnati*, on March 30, 1977, a son, Matthew.

To Brother and Mrs. Donald M. Woodard, *Louisiana Tech*, on May 14, 1977, a daughter, Sarah Lucille.

Life members

- 9328 Ronald C. Conner, *Alpha Pi*, Indiana University
- 9329 Samuel T. Marsh, *Eta Upsilon*, University of West Florida
- 9330 Richard E. Pirko, *Nu*, Ohio State University
- 9331 Daniel J. Hanley, *Eta Sigma*, Southern Illinois University-Edwardsville
- 9332 Randall K. Bursk, *Beta Kappa*, University of Texas-Austin
- 9333 Michel A. Boyle, *Eta Upsilon*, University of West Florida
- 9334 Arthur W. Skipworth, Jr., *Epsilon Phi*, California State University-Sacramento
- 9335 March H. Guevara, *Gamma Phi*, University of Texas-El Paso
- 9336 Wayne E. Link, *Theta Tau*, St. Cloud State University
- 9337 Bruce C. Ryan, *Alpha Theta*, University of Cincinnati
- 9338 Patricia A. Garry, *Upsilon*, University of Illinois-Urbana
- 9339 Nancy J. Duling, *Upsilon*, University of Illinois-Urbana
- 9340 Robert K. Williams, *Upsilon*, University of Illinois-Urbana
- 9341 Michael J. Romano, *Epsilon Omega*, Eastern Illinois University
- 9342 Bruce F. Evans, *Alpha Delta*, University of Nebraska-Lincoln
- 9343 Karl R. Hamrick, *Delta Sigma*, Loyola Marymount University
- 9344 Charles G. Schober, *Beta Rho*, Rutgers University
- 9345 Robert D. Howell, *Alpha Iota*, Drake University
- 9346 Daniel R. Nicol, *Epsilon Kappa*, Shepherd College
- 9347 Shin W. Choi, *Beta Xi*, Rider College
- 9348 Lynn A. Thomae, *Eta Sigma*, Southern Illinois University-Edwardsville
- 9349 Gary W. Meek, *Eta Tau*, McNeese State University
- 9350 Lawrence M. Smith, *Gamma Epsilon*, Oklahoma State University
- 9351 Steven S. Seltzer, *Alpha Gamma*, Pennsylvania State University
- 9352 Randolph R. Presley, *Alpha Beta*, University of Missouri-Columbia
- 9353 Donald W. Huemme, *Theta Rho*, Duquesne University
- 9354 Elwood G. Townley, *Beta Rho*, Rutgers University
- 9355 Harold A. Merten III, *Alpha Upsilon*, Miami University-Ohio
- 9356 Herbert M. Zerbe, *Theta*, University of Detroit

- 9357 Harold L. Ford, *Epsilon Phi*, California State University-Sacramento
- 9358 Theodore A. Bergold, Jr., *Epsilon Theta*, California State University-Chico
- 9359 Alan B. Williams, *Zeta Mu*, University of Texas-Arlington
- 9360 Mark L. Halbauer, *Upsilon*, University of Illinois-Urbana
- 9361 Roger A. Schirmbeck, *Eta Psi*, University of Houston
- 9362 Robert R. Crais, *Zeta Sigma*, Southeastern Louisiana University
- 9363 Lawrence F. Hojlo, *Delta Kappa*, Boston College
- 9364 Robin D. Avery, *Gamma Theta*, Wayne State University-Detroit
- 9365 Gordon T. Munroe, *Alpha Beta*, University of Missouri-Columbia
- 9366 Jerry D. Sellers, *Epsilon Theta*, California State University-Chico
- 9367 David A. Brumbaugh, *Alpha Epsilon*, University of Minnesota-Minneapolis
- 9368 Neil D. Blitzer, *Beta Epsilon*, University of Oklahoma
- 9369 Frank A. Valpatic, Jr., *Theta Psi*, Indiana University
- 9370 Richard A. Bentley, *Epsilon Xi*, Ball State University
- 9371 Gary S. Neal, *Zeta Phi*, Florida Atlantic University
- 9372 Frederick B. McKenzie, *Epsilon Rho*, University of Tampa
- 9373 Dean L. Frelk, *Beta*, Northwestern University-Chicago
- 9374 Maryann L. Lazor, *Zeta Omega*, Northern Arizona University
- 9375 Jack E. Roulier, *Gamma Omega*, Arizona State University
- 9376 Larry R. Peterson, *Epsilon*, University of Iowa
- 9377 Daniel A. Grieshop, *Epsilon Xi*, Ball State University
- 9378 Forrest W. Chapman, *Eta Upsilon*, University of West Florida
- 9379 Mark R. Hudson, *Zeta Omega*, Northern Arizona University
- 9380 Robert L. Trinco, *Upsilon*, University of Illinois-Urbana
- 9381 Richard D. Ganslein, *Alpha Omicron*, Ohio University
- 9382 J. David Hayden, *Eta Sigma*, Southern Illinois University-Edwardsville
- 9383 John L. McCracken, *Epsilon Kappa*, Shepherd College
- 9384 Oliver P. Cooper, Jr., *Beta Lambda*, Auburn University
- 9385 Karl I. Kerne, Jr., *Eta Iota*, Nicholls State University
- 9386 Joseph L. Gattuso, *Beta Xi*, Rider College
- 9387 Dennis R. Nienhuis, *Delta Rho*, Ferris State College
- 9388 Salvatore J. Nuccio, Jr., *Delta Nu*, Loyola University-New Orleans
- 9389 Michael E. Lewis, *Alpha Pi*, Indiana University
- 9390 Daniel W. LaFont, *Eta Iota*, Nicholls State University
- 9391 Steven S. Svet, *Theta Pi*, Bowling Green State University
- 9392 Manfred P. Bonisch, *Alpha Kappa*, State University of New York-Buffalo
- 9393 David E. Freeman, *Eta Sigma*, Southern Illinois University-Edwardsville
- 9394 Salvatore J. Tocco, *Zeta Psi*, State University of New York-Albany

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