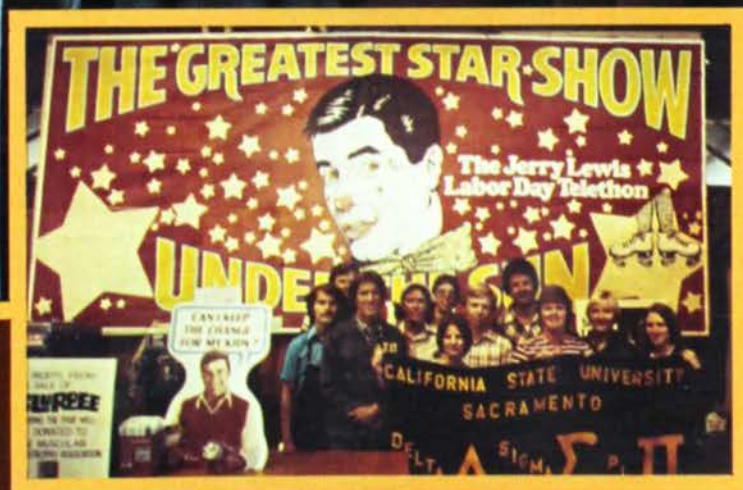


The **deltasiq**

an educational journal • january 1978

®



focus:



Eta Iota Chapter at Nicholls State held its annual Dunk-a-Prof contest allowing students to "try" to knock a "favorite" professor off a plank into a pool of water. The two-day fund raising project saw hundreds of students and eighteen professors participating. Ready to take the plunge is Dr. Jim Shannon, assistant professor of management.

The **deltasig**®

January, 1978
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An Educational Journal

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Epsilon Phi Chapter, C.S.U.-Sacramento achieves a generous act of community service. See chapter newsletter on page 36.

Editor
Ben H. Wolfenberger

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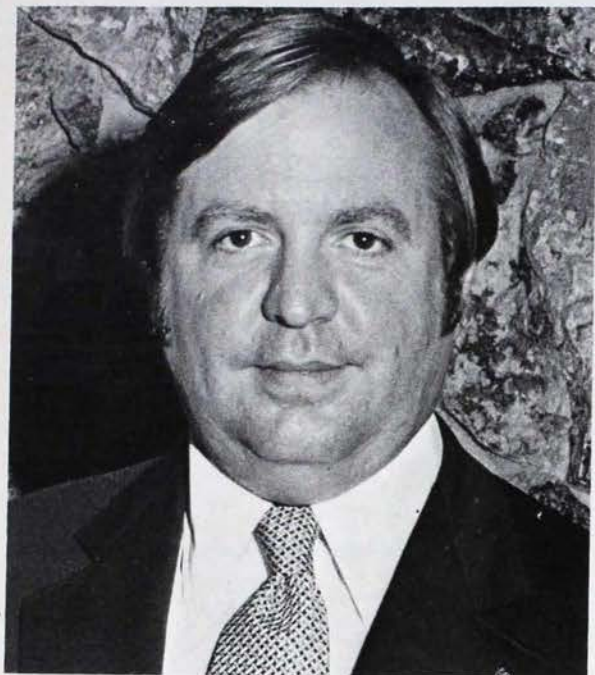
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Member of



College Fraternity Editors Association

commentary....



Soon your chapter will be putting into play your plan of action for recruiting prospective members for your Spring initiation. Certainly every chapter in Delta Sigma Pi has a Vice President in charge of membership but, of course, membership cannot and should not be left up to one person. Recruiting is an all member function!! Imagine, now you can go out and personally select, interview and observe the person that will replace you in your chapter. Before any prospect is given a bid for membership into our organization, this person will be introduced, observed and fully interviewed by the membership, so we are sure we are getting a devoted member interested in being involved in our chapter and its activities. Just as any corporation has a recruiting team to go out and select prospective employees, so our chapters must take the same position so that your chapter will continue to prosper in the years to come. Delta Sigma Pi began with four members in 1907 and had they not promoted their ideals, we hardly could have grown to 183 chapters and a membership of over 95,000. Your challenge is here. We enjoyed a record number of new members last year. I challenge each of you to break your chapter's quota, so we can once again have a record year. Go all out, get involved in recruiting.

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.
Grand President/Gamma Tau 201
Life Member No. 2726
3001 N. El Macero Drive
El Macero, California 95618



PROFESSIONAL FIELD TRIPS

challenging,
rewarding,
and fun . . .

Next to Brotherhood, professionalism is the attribute that sets Delta Sigma Pi apart from all other groups. Many chapters do many things in regard to being "professional." One chapter, Alpha Iota from Drake University, has successfully employed field trips as a part of their professional program. Each semester the chapter takes a field trip to a nearby city in the Fall and a distant city in the Spring to visit companies and executives. Past

examples include Denver, Atlanta, Chicago, Kansas City, Minneapolis and St. Louis.

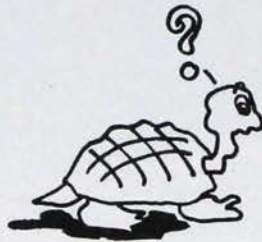
Forty-seven members from Alpha Iota visited Dallas, Texas, for their last field trip. Their faculty advisor, Dr. Doug Hillman, drove several members down in his van on the 14-hour trip to Dallas. What these 47 experienced was a tremendous educational experience mixing knowledge from the classroom with practical experience of many companies

and executives. Here is their story and some hints for successful field trip preparations:

Some 12 cars left Drake University for Dallas and drove many hours to reach their destination. The fraternity, via fund-raising projects, earns the money for the trip and pays for transportation and lodging so that costs are not prohibitive for anyone to join in on the trip. Many fraternity members arrived in time to catch some Texas sun and warmth while others arrived within an hour of the first scheduled tour.

The first day, the chapter visited Atlantic Richfield Company whose divisional office is located in Dallas. The Accounting and Information Services Division presented the program which included a simulated newscast depicting the oil industry and ARCO. Students then were assigned "newspapers" and acted as reporters questioning the executives in a press conference type of format. The company also made presentations on social responsibility, the use of computers in business and careers for business majors. The session concluded with everyone participating in a "Team-building" exercise where each person was given a problem-solving situation and, individually and then by groups, determined the priorities of various items and then compared them to the same exercise done by

the Director of Public Relations visited with the group on the area of social responsibility and how Neiman Marcus is addressing itself to community problems and consumer concerns. A visit of the impressive store followed.



In the late afternoon and early evening, the chapter visited Lone Star Gas Company where nine key executives made presentations to fraternity members and each was questioned by the chapter members. Presentations dealt with the energy crisis, operations, distribution, finance, marketing, communication, accounting and government regulations. On the program were four vice presidents, a lawyer and two division heads. What a comprehensive session on the natural gas-utility industry!

On the second day, the chapter visited the production and research facilities of Frito-Lay Company. The group, after completing the production tour, received several large bags of Frito-Lay products for taste-testing. A tour of the research facility by research personnel saw presentation of such topics as food research, market research, packaging testing, new product development and international food development.

The chapter then went to Frito-Lay's corporate headquarters for an hour and a half discussion with executives that included the Vice Presidents for Public Relations, Manufacturing, Sales Development, and Research and Development and Directors of Accounting, Purchasing, New Product Research and Personnel and Communication. After this session, the executives treated chapter members to lunch and spent

additional time with the members in discussion and learning experiences.

In the afternoon and evening, the Alpha Iota Chapter was hosted by Electronic Data Systems, a fast growing company which was started in 1962 by Ross Perot with \$1000 of initial capital. After only 15 years of operation, the company now has assets of over \$132 million. The Director of Corporate Education lectured to the Deltasigs on EDS and how it functions. The company's philosophy was also emphasized. The company gives no salaries. Compensation is based solely upon performance. Over \$6 million is spent each year on training alone. The group toured the data center of the company, housed in a separate building. The corporate headquarters facility includes the computer building, the office headquarters and a golf course, swimming pool and tennis courts for employee use. The Vice President of Finance, the second person to join the company in 1962, talked to the group for an hour and fielded questions. The highlight of the tour was an hour and a half discussion with the founder, presi-



dent and chairman of the board of EDS, Ross Perot. The company then hosted the chapter to a steak dinner with all the trimmings, again allowing for small group discussions with management personnel.

On the third day, the chapter visited with management at Sun Companies (better known as Sun Oil Company). Included on the agenda were the President of Sun Production Company and other management personnel talking on careers, social responsibility, production and operations, the energy crisis and its solution, finance and public rela-



top ARCO executives. The company then hosted the Deltasigs for lunch at a quaint restaurant in Dallas, the Spaghetti Warehouse, originally a warehouse which now includes a street car for dining.

Later on the same day, the chapter went to Neiman-Marcus where



tions. Each speaker was the top executive in the field and each fielded questions and answers from the chapter and discussed many areas with the chapter. A lunch was held for chapter members and the management from Sun Companies.

In the afternoon, the chapter split into two groups. One visited Sanger-Harris, a well known retailing store in Dallas which included talks with buyers and a vice president. The other group visited Dr. Pepper Company for a series of speakers and question and answer periods which included the Vice President of Operations, Manager of Product Development, Franchise Manager, Treasurer and Assistant Secretary, and Vice President of Grocery Trade Relations. A variety of topics was covered and the chapter viewed commercials that will be used in future marketing of Dr. Pepper products. The chapter members then toured the production plant of Dr. Pepper and as a climax to the trip, 20 members were stuck in an elevator for 30 minutes at the close of the Dr. Pepper production tour.

Sound good? You could do the same in your chapter if you are not already doing so. Field trips are a great educational experience, as this one certainly demonstrates, and can be a great asset to each chapter's professional program and also a drawing card for obtaining new members into the fraternity. With a little bit of work and effort, your chapter can have field trip programs

like the one mentioned above. Here's how:

1. Early in your semester or quarter, conduct an extensive **SELECTION PROCESS**. First choose the area or city where you want to go. At the start, there may be many prospective places you want to go. Check with the "College Placement Annual" which lists companies that operate in various cities. Pick a city that has several corporate headquarters. Use chapter member input for the selection process. Also pick a city or area that has a diverse cultural and entertainment setting for additional benefits. To get the response of businesses, choose a city some distance from your present location. Businesses are impressed by groups coming a long way to visit them and tend to roll out the red carpet.
2. **COMMUNICATION**: After you have chosen several companies to visit, find out who their top person is in Public Relations. Make the initial contact via a personal letter to that person. Explain that the members of your chapter have chosen them as a place to visit on your field trip and ask them to arrange a tour of production facilities and a visit with company executives. Many companies today are interested in the issue of social responsibility and are more than anxious to talk about this.

In your letter, **MARKETING** is important. Sell yourself and your professional program, and it will ensure a good tour. Alpha Iota sent a "blurb" telling about Delta Sigma Pi, the professional purposes connected with Delta Sigma Pi, Drake University, Alpha Iota's professional program and a listing of past field trips. Selling what you have to offer will make companies more willing to talk with you.

3. The hardest part is waiting for responses, but **FOLLOW-UP** on early letters. Companies are impressed if one perseveres and is really interested in visiting a company. Most companies and executives are anxious to meet with young people and especially professional business groups.
4. Lastly and most importantly: **COORDINATION** is important. Work with your contact to set up tours and discussions that will be of maximum benefit to chapter members as to educational value. Make your tours comprehensive. Visit different companies or companies that are of particular interest to a city (for instance oil companies in Texas, insurance in Hartford, Connecticut, etc.). Set up programs that are comprehensive and give insight to the functional areas of business (i.e., marketing, management, finance, accounting, etc.). Do things that will be different, for instance small group seminars with accounting majors with accounting personnel, finance with finance executives, etc.



CARRY-THROUGH: Work closely with your faculty, so that classes can be missed, tests made up, etc. If they know the value of your experiences, most likely they will be most cooperative. Also invite your Delta Sigma Pi faculty members to go with you on the field trip. They can be great assets and learning will be facilitated by them as well.

Before you go on the field trip, hold a series of meetings with all who are going. Use it as a chance to acquaint chapter members with the companies you are visiting. Collect information on the companies and their industry and be prepared enough so that the tours are not just introductory material. Prepare yourselves so that you are knowledgeable enough to ask challenging questions of executives. This is the real key. A tour can bomb not because it is the company's fault, but because it is the chapter's fault. A chapter must be ready, wide awake, and sharp so that they can ask intelligent, discerning and penetrating questions. This is where true knowledge is gained. On all tours-BE IMPRESSIVE. You are representatives of Delta Sigma Pi, your college and your chapter. You will make an impression. For Alpha Iota, it has meant recruitment of new students, hiring of graduates, companies joining Drake's list of company recruiters and corporate contributions to the school. And it is all dependent on the chapter and the impression it makes. The chapters will also gain by being prepared and impressive.

Field trips are always fun, but it takes work for a field trip to be challenging and rewarding to chapter members. If you do not have field trips, try it as a part of your professional program. It should surely enhance your program. If you already take field trips, beef up your program, make it the best it is. By doing so, you will be doing a great service to your chapter and will be a benefactor to professionalism and education.

The author of this article is Marc P. Franson, member of the Board of Directors and Undergraduate of the Year 1977. At the time of the tour described, Marc was Vice President for Professional Activities of Alpha Iota Chapter at Drake University. His performance in that office led to the very successful professional focus of the chapter and the standards for developing such successful programs itemized in the article.

PROFESSIONAL FRATERNITY ASSOCIATION— A CONSOLIDATION

The Professional Panhellenic Association (founded, 1925) and the Professional Interfraternity Conference (founded, 1928), meeting separately and combined at Stouffer's Indianapolis Inn, October 19-22, voted to consolidate into the Professional Fraternity Association (PFA) representing thirty-four national and international fraternities with over one and a half million members.

Recent years had seen increasing cooperation between the two interfraternity organizations. The PPA members were originally women's fraternities in nine professional fields. The PIC members have traditionally been men's professional fraternities in eleven fields. Many fraternities in both organizations have become coed in the last few years.

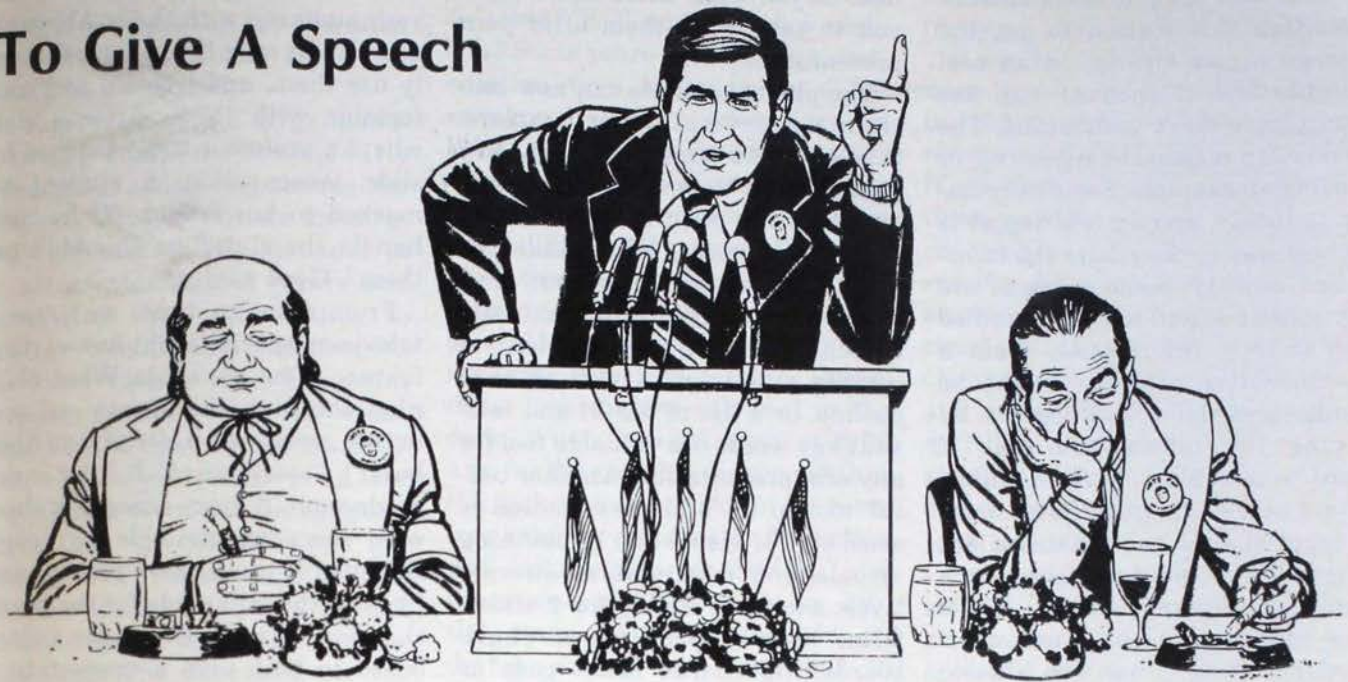
Highlighting the events at the meeting in Indianapolis were the Keynote address by Betty Mullins Jones, Treasurer of the Interfraternity Research and Advisory Council, at the Welcome Luncheon on Thursday, October 20; and the Address by Betty Southard Murphy, Member National Labor Relations Board and

PPA Achievement Award Winner, at the Dinner on Friday, October 21.

Workshops on a variety of topics of interest to professional fraternity leaders developed the PPA theme "Key to the Future" and the PIC meeting theme "Improving Your Professional Fraternity."

Elected as initial members of the Board of Directors of the Professional Fraternity Association were Mary Ellin Frohmader, President, from Madison, Wisconsin; Fredrick J. Weitkamp, President-Elect, Granada Hills, California; Dr. Andrew J. Hopkins, Secretary, Dearborn, Michigan; Paula Manthe, Treasurer, Milwaukee, Wisconsin; and Frank J. Brye and Madge C. Gerke, both of Indianapolis, Indiana, Directors-at-Large. Alan E. Adams, retiring as PIC President, will serve on the PFA Board as Past President. Mr. Byrne Belcher, of St. Louis, Missouri, was selected to represent the Associate Members of the new organization. Robert E. Pope of St. Louis, formerly Executive Secretary of the PIC, was named by the Board of Directors as Executive Secretary of the PFA.

They've Asked You To Give A Speech



They've asked you to give a speech. Perhaps you're expected to summarize the new project of your committee at the next chapter meeting. Perhaps you have to explain the new pledge policy to your fellow students in a college orientation session. You might even be looking forward to (or dreading) a speech next month at a local service club. Some people regularly give oral presentations to others, some do so only rarely. Yet, we can all expect to be called upon at some time to give some sort of presentation. In fact, as you move up to higher levels of management, the chances for such a call will really increase. The possibility of an oral presentation is viewed as a challenge by some managers, and a terrifying threat by others. Giving a speech or making a presentation to others need not be a difficult process. With practice, many people find they actually enjoy making such presentations. Developing some poise in public, and sharpening your ability to "think on your feet" can be a big asset in your other communications, on the job and off.

Unlike a casual conversation or even some of the writing we do, a

formal oral presentation usually involves some period of advance notice. If your boss informs you at 5 p.m. that ". . . I want you to brief the executive committee tomorrow morning on the morale problem with the new equipment in your shop", you won't have much time to do any thorough planning. However, even if time is short, some common sense considerations and steps will make your planning efforts more productive, and will help improve the quality of your oral presentations.

There are three important stages in an oral presentation - the planning stage, the preparation stage and the actual delivery. Each is important, and each involves some self-analysis and some matters of strategy.

PLANNING

We are making a distinction between the planning and preparation stages of an oral presentation. Planning goes on primarily in the presenter's mind, while the preparations involve the physical arrangements and the actions that occur before the speech.

The first concern of the presenter

should be the reason for making an oral presentation at all. If you've been told by your boss that you will be making the presentation, that is probably a sufficient reason for doing so. However, your planning should begin by fixing in your mind the reason someone had in mind for using an oral presentation over some other form of presentation. Is the goal to entertain? To inform? To persuade? To cause some direct action? To lead to a decision? Is an oral presentation being used because a written report would be ignored or because the information must be quickly given to those who need it? Is an oral presentation appropriate because the topic is very complicated, and would be very difficult to explain in writing? As in all areas of managerial planning, the desired result of any activity should be your first concern. If you fail to identify in your own mind the real purpose of an oral presentation, you risk making an unsatisfactory presentation.

Since we're on the subject, why do we communicate through oral presentations? We have identified some good reasons in the paragraph

above. Some subjects are so complex it would take an enormous amount of written information to get the message across clearly. In an oral presentation, a speaker can see when people don't understand. The speaker can respond by repeating, or by using an example. Some information is timely, and an oral report is the best way to distribute the information quickly. Some subjects are very sensitive, and must be handled with secrecy. Information about a new incentive program might be misinterpreted if a "leak" occurs. By keeping the information oral, it might be possible to keep the information secret. In many situations, managerial oral presentations are designed to get some discussion on a particular idea or problem. If the same idea or problem is communicated in writing, it won't be possible to get a discussion going unless everyone assembles in the meeting room and reads the report before talking about it. Clearly, an oral presentation is more efficient. Some oral presentations are made not to transmit any information. Rather, the purpose of the presentation may well be for others to hear, see and evaluate the performance of the speaker. Many organizations use routine oral presentations as a way of identifying and evaluating people for promotion to other positions. Thus, no matter what reason is behind your making an oral presentation on the job, be aware of evaluation. You'll probably not learn until later how important a particular oral presentation might be.

The planning phase of an oral presentation should also include some thought about how you'll organize your materials. As you begin to examine the information at hand, you should be setting some priorities on that material. What are you going to tell them? What points will you tell them, and how will you support these facts? What is your most important point? Perhaps the most important question as you do your pre-speech plan-

ning is simply: What thought or idea do you want those listening to you to take with them after your presentation?

The planning phase can now continue on several other matters. Since you now have a list of the key points, begin to develop the presentation, either with an outline or a list of key words. We'll make the point again later, but in your presentation remember that a "read speech" or "read presentation" is usually a disaster. A well planned outline, or a list of useful and relevant key words is a valuable tool for any oral presentation. Another useful tool in an oral presentation is some sort of visual aid. In planning visuals, you have several alternatives: overhead slides, 2 x 2 slides, film, opaque projectors, chalk boards, flip charts, artist pads or props. Some visuals (such as films) are likely too costly or elaborate for most managerial presentations, a problem for professionally produced 2 x 2 slides as well. Unless you're planning to make many presentations on a particular topic, elaborate visuals are not very practical.

When developing visuals, keep the words on any one chart, graph or slide to a minimum. A very common error in developing visuals is to cram too much on one frame. Usually this means the words will be small, and difficult to read. Make sure your audience will be able to easily read your visuals, and remember that persons with poor eyesight must be considered. If you're in doubt, it's better to err on the side of too large writing rather than too small. Plan visuals with color, and with plenty of blank space showing. Often, the best visuals for a presentation are a few well-designed graphs, and some slides or cards with key words or phrases. Don't let your visuals overwhelm your presentation. Keep the focus on you, and use visuals to supplement and highlight your presentation. Make sure your visuals will be introduced at the right time in your presentation. You might stir up some curiosity by

leaving your charts exposed. You use them, but you may also bore your audience with them. Above all, use visuals only if you can effectively use them, and if you'll feel comfortable with them. After a class where a professor badly botched his slide presentation, a student remarked to her friend, "If he can't handle the slides, he shouldn't use them". Good advice.

From time to time, we'll see a television special about how cartoon feature films are made. When planning the film, the artists and producers work out a script and then build a "story board" for the entire production. A story board is a sheet with space on one side for rough sketches of the cartoon picture, and lines on the other side for the words that will be used. If you use a story board to help plan a presentation, you can use the visual space to list the words, phrases or graph you'll use, and match them with your text. This way, as you make your presentation, you'll have both visuals and words in one place, and you'll reduce the risk of losing your place or mixing up your visuals.

With your plans for topic coverage and visuals well in hand, you should next turn your attention to some very critical concerns. Especially if you're making a presentation where you work, you want to identify the key person or persons who will be attending. Does this person have any strong preferences, or any major biases? If so, you'll be wise to steer clear of the sensitive area if possible. If it's not possible to avoid sensitive areas, you'll at least be able to prepare yourself for possible objections, questions or comments. Some other questions you'll want to consider about the key people at the presentation include:

Does he or she have any hostilities with other persons attending?

What is the key person's strengths?

Weaknesses?

Are there things in the key person's background that can be used

to help the way your presentation is received?

How much does the key person or persons know about the topic you'll be presenting?

A supervisor with a large manufacturing company occasionally finds himself addressing the regular plant executive committee meeting. Every top and middle manager in the plant attends, and supervisors are invited from time-to-time to give the committee some insights into other view points. The plant manager presides over the meetings, but it is the distribution manager who seems to carry all the weight. He has been with the company longer than anyone else, and has good working relationships with all the other managers. This manager is also responsible for one of the most important functions in the plant. Even though the supervisor has no direct distribution experience, he puts some distribution language and some distribution knowledge into his presentations. Once the key attendee is *convinced*, most of the others will follow. A bit of pre-planning and fore-thought.

PREPARATION

Preparations take your plans and put them into action. If you've done a good job planning, very little remains to be prepared before the actual presentation. Check out in advance the room where you'll be making your presentation. Does it have the equipment you'll need to use your visuals? Does it have a chalkboard, or flip charts? If you plan to use slides, will they be front or rear projection? (Rear projection slides must be put into slide trays backwards. If they're not, all your visuals will be backwards on the screen). Are there enough electrical connections, and will you need extension cords? Will you need a microphone, and if you do, will one be provided? Do you prefer a podium? Do you feel comfortable with a neck-type microphone (hands are free and you can move around) or do you prefer a fixed mike? On

the podium? Can the lights be dimmed and where are the switches? Will windows be a problem? Some years ago, I made a presentation to a large group of Insurance Company executives in Biloxi, Mississippi. The presentation was in a large room at a Gulf-side hotel, since I was planning to use a lot of slides in the presentation. I arrived the night before to check the meeting room. All the chairs were in place, the platform was set up, and my large screen was there. Everything looked great—at least in the dark. When I came down at 8:00 a.m. for the speech, I discovered that the dark wall on one side of the room was actually a ceiling to floor glass wall looking out over the Gulf, and the morning sun was blazing into the room. The windows had no drapes, and it was impossible to darken the room enough to even see the word slide, much less the slides with charts and pictures. Careful planning could have averted this disaster. Without the visuals I'd planned, the entire presentation fell flat on its face. Fortunately, the insurance people invited me back the next year for a "second try". This time, the room had no windows, and everything worked. It's rare that we get another chance when making a presentation. Thinking ahead can help overcome many of these difficulties.

When placing your audience (if you have some control over where they will sit), try to avoid facing them directly into a window, or toward an open door. Both the possible distraction and the incoming light can take attention off you.

If you're planning for projected visuals, you will naturally want to darken the room. It is always a good idea to have some light in the room in addition to the reflected light from your visuals. In a completely darkened room, your audience won't be able to see you or take advantage of your face and body expressions. In turn, you won't be able to see their faces, and respond to their body language. Lights can usually be left at

about half their maximum brilliance as long as they don't shine directly on your screen.

If you're planning visuals, determine in advance who will be working the projectors. If you will have remote controls, there's no problem. If you find that local union regulations require that a projectionist change visuals, be sure you have a specific, detailed, written set of instructions for that person. Indicate clearly what cues you will give to change from one visual to the next, and if possible, rehearse the visuals with the projectionist until you're satisfied he or she completely understands your wishes.

REHEARSAL

Some sort of rehearsal, by yourself or with others, is very useful preparation. Practice saying your presentation into a tape recorder, or before your spouse, children or friends. Ask for their honest comments, and use their suggestions. If you plan visuals, run through them until you're sure you know exactly what's coming next. Some companies are helping their people prepare for presentations by videotaping the rehearsal and playing it back. If you have such an opportunity, take it. Don't worry about being shy or overly sensitive. The best criticism and the best advice you'll get will be your own response to your televised image. Rehearsal doesn't mean a quick run-through five minutes before you go on. Don't delude yourself by thinking you can "wing it" or that you know it all and don't need the practice. Even professional speakers practice, just as do musicians and other communicators.

When preparing for a presentation, rehearse until you feel comfortable with the entire presentation. However, don't try to memorize the presentation. Usually a "word-for-word" memorized presentation sounds very stilted. It makes those listening feel uncomfortable, and very nervous about asking questions or interrupting while you're "on". Don't imitate the speaker who

memorized his speech, and had to start over from the beginning every time someone interrupted.

In your preparation, be sure to consider questions and remarks from your audience. If you plan to permit or encourage questions, try to predict what the questions will be, and develop some possible answers. If you want to take questions, be sure to plan enough time to adequately answer them.

A common problem for all speakers is the questioner who won't let go after his question has been answered. If you try to give him the complete, detailed answer he wants, you may risk losing the rest of your audience. Most people are interested in someone else's question, up to a point. If one questioner persists (and he or she is not the key person at the meeting), ask if you can meet privately with him or her after the meeting to discuss the point in more detail. Most political leaders rehearse with their staffs before making a public appearance. Often, they rehearse only the possible questions they expect and try out several possible answers. It's better to rehearse and practice for the tough question that never comes than it is to be caught unprepared when it does.

HANDOUT MATERIALS

Another very useful part of an oral presentation is to have some written materials available. Generally, this material falls into two general categories: material to be read after the presentation and material to be used during the presentation. If the subject includes complicated charts and graphs, or perhaps centers on a discussion of detailed points of law, administrative regulation or company policy, it's a good idea to have copies available for the listeners to follow. Some handout materials contain exercises, or questionnaires to be used during the presentation. These, of course, must be prepared in advance. Often, they are distributed to the meeting participants before the actual meeting. If this is done, those at the meeting

don't need as much briefing, and you can go directly to the discussion phase of the presentation. When planning to distribute materials to use during the meeting, try to limit the information to what you'll actually need. Information not used in the meeting can be put into materials distributed at the end of the meeting. In a presentation, you want to keep the attention of your audience. Too many materials in front of your audience can distract them from you or your visuals. In addition, your written handout materials may summarize your remarks, and if people read them before you've covered the topic, you'll lose the element of control over your group.

Good handouts should summarize the key points in your presentation. These can be organized into short phases, short paragraphs, and even a list of sources of additional information. If possible, have all loose sheets of paper stapled into one package. This helps people keep their materials together, and is especially important when your material flows from one page to another. If a person misplaces one page, the entire handout is worthless. Three-hole punch the pages in your handouts if those at the meeting will be storing their notes in loose-leaf binders. In some cases, it won't be wise to staple all handout papers together. When this happens, two approaches are very useful, one is to number all the pages, so that participants can check their materials before leaving and thereby avoid missing anything. Another good idea for distributing handouts is to color-code them using different color papers. This makes it easy for participants to check their materials and have all the handouts available.

Handouts are appropriate for any oral presentation. They are almost mandatory when presenting a highly technical subject orally. One final word on written materials. Have them printed clearly. Many otherwise excellent presentations have been clouded because the written

materials given participants are hard to read, or lines are missing, or simply because the material wasn't properly arranged. The principles of good writing discussed in the next chapter must be applied even to supplementary material in an oral presentation.

There's a word of advice that belongs in our discussion of preparation. All good speakers get nervous before getting up to speak. Some professionals even get sick or pace back and forth ill at ease. Anxiety before a speech or presentation can be a good sign, an indication that you're concerned about doing a good job. Most speakers find that once the presentation gets under way, they calm down, and actually enjoy themselves. However, a few people let their nerves and anxiety get the best of them. These people often resort to drugs or drinks to settle them down before a presentation. The best advice here is to "scotch the scotch" before going on. With a good stiff drink or a couple of tranquilizers, you may feel calmer before an oral presentation. However, when you get up to speak, your "helper" may actually work against you. More than a few speakers who used a drink before speaking found that while they sounded good to themselves, they sounded terrible to their audience. The tranquilizer dulled their perception of themselves just as it dulled their nerves. Practice and self-confidence are far better nerve settlers than drugs or booze.

THE PRESENTATION

The planning has been done. All preparations have been checked, and everything is ready for zero hour. Butterflies begin to build, and your boss or the master of ceremonies is asking you to step forward and begin your remarks. What's going through your mind? Perhaps a few last-minute thoughts about your key points, perhaps a quick look at the key person attending the meeting. As you open your oral presentation, remember a few impor-

tant thoughts about any presentation.

1. An oral presentation is a dynamic process. It can't be set in concrete and done in a vacuum. Your audience will give you signals, questions, and feedback about how you're doing. You will be responding to them. If you've done your planning properly, you've probably got very little to worry about. You can't avoid all presentation problems. Unforeseen problems are bound to come up, and worrying about them won't help avoid them. Stay cool. Adjust your speaking speed and your eye contact to match changes in your audience.

2. Create a rapport with your audience, and try to get them committed to you. An oral presentation is not supposed to be a confrontation. Adopt a relaxed attitude, and relate what you're saying to the background and interest of your audience. This can be done in any oral presentation, from a technical business meeting with other supervisors to a formal speech at the local service club.

3. Don't just be yourself. The conventional advice for speakers is usually "be yourself." If this means stay relaxed, in control of yourself, it's good advice. However, an oral presentation is not a completely natural happening. While you can make an oral presentation while keeping a low-key conversational tone in your voice, a public presentation usually requires that you "project" your voice much like an actor on stage. Your gestures must be much more obvious, and you will be moving your eyes around rather than keeping them on one person. A speech is not a quiet, friendly, conversation. You don't want to overdo your presentation and "showboat," but you will be more effective if you make adjustments for the situations. Be yourself, but perhaps add just a bit more to yourself in the presentation.

As you begin your presentation, make sure your audience knows your objective for the talk. In these early remarks, answer such questions as:

"Why are we here?"

"What is to be said?"

"How does it help or relate to me (the listener)?"

Giving such information at the start of an oral presentation serves the same purpose as a map of a cross-country trip. It gives your listeners an idea about where you are going, and what stops or side trips you plan along the way. The answers to these questions also do what every good salesperson does at the start of a pitch to a client. It creates interest in the speech, and arouses a desire for the listener to get involved. Many public speakers follow the "rule of 3:"

1. Tell them what you're going to tell them
2. Tell them
3. Tell them what you've told them

HUMOR

You can also create a rapport with your audience by using humor—if it's done properly. Humor related to the topic you'll be presenting is almost always appropriate. Some speakers try to tell the latest joke even though they're not really sure how it goes. They stumble with it, and end up blowing the punchline, ruining the story. Others simply forget how the story goes, or they tell the story properly, but with no timing. Comedy is an art, and professional comedians practice their craft just as professional doctors, lawyers or supervisors practice theirs. If you plan to use humor, use it sparingly, use it carefully and do it properly.

Any story you use should be directly into the theme of your talk. If your audience has to work to develop a connection between the story and the theme of your talk, you'll probably lose them. A humorous story, no matter how funny, or how well you deliver it, should never interrupt the smooth flow of an oral presentation. If you break the audience's chain of thought with an irrelevant story, you may entertain them for a short time, but you may

also lose the rapport you've built up. In short, don't try to be funny unless you can bring it off.

ONCE YOU'RE UNDER WAY

The nervous jitters of a few moments ago disappear (or almost disappear), and you settle down into the long awaited presentation. You've done all the planning, checked all preparations, rehearsed until you think you could do the speech blindfolded with your hands tied behind your back. Now's the time for a few final considerations. They can make the difference between a good speech and a very good speech.

Avoid symbols. In many technical presentations, there is tendency to use acronyms and symbols instead of words. If everyone present understands the symbols or acronyms, there's no problem. If you've measured the group, it's possible some in your audience won't understand what you're trying to say. For example, in a supervisors' meeting in a small organization, one of the supervisors was briefing his colleagues on a new machine process being tested in his department. To illustrate his points, he was putting various production figures on a chalkboard. At one point, he wrote:

\bar{X}

12 = 185

\bar{X}

15 = 193

He assumed everyone understood his meaning. After about twenty minutes, one of the other supervisors raised his hand and said, "I'm sorry, Harry, but I simply don't know what \bar{X} means!" It meant that the average (\bar{x}) of machine #12 is 185 per hour, and the average for machine #15 is 193 per hour. Yet, at least one person present didn't understand. Because of the misunderstanding, that supervisor lost twenty minutes of the presentation while he was trying to figure out what " \bar{x} " meant. In chapter 00, we'll look at some examples. The simple symbol \bar{x} was jargon in this meeting, and the speaker should have avoided using it.

USE TALK WORDS

Your usual conversation with friends and co-workers is normally made up of everyday easy-to-understand words and expressions. Don't fall into the trap of beefing-up your vocabulary just to sound more impressive. You may succeed in sounding just a bit overstuffed and pompous. Even though you're projecting your voice, you need not resort to overblown flights of language.

SPEAK CLEARLY

Enunciate each word clearly, and don't slur your words. Many words can sound very similar. For example, you might use the words "it rained here." If you don't speak clearly, some in your audience might instead hear:

"a trained ear"

"a trained deer"

"a train, dear"

The possibilities are almost endless. Some words have the same sound, and are often used interchangeably or incorrectly. These include:

affect vs. effect

accept vs. except

access vs. excess

Clear speaking isn't difficult if you remain aware of a few of the possible hazards.

SLOW DOWN

Most of us talk at the rate of 125 to 140 words per minute. While it is a fact that most people can listen and understand at a much faster rate, it is uncomfortable to be forced to do so. Talk at an even rate of speed, and use the tone of your voice rather than the speed of your delivery to highlight and accent your thoughts. In fact, you can often play an audience like a musical instrument by raising your voice to make a point, and then lowering it to an almost intimate level. The audience will move forward in their seats, and pay closer attention when you keep your voice moving. Just as a musical selection would be pretty boring with just one note played, a speech delivered in a monotone doesn't inspire much interest. Use your voice like a musical instrument. You'll

enjoy doing so, and your audience will too.

YOUR VISUALS

We've carefully examined several considerations in the preparation and use of visuals in oral presentations. With the care and work you've put into how you use them. When a visual is on a screen or before the audience, leave it up at least one minute and no longer than four minutes. If you put it up and remove it immediately, some people won't have a chance to see all the details or read the words. However, if a visual is left up longer than four minutes, it can become boring and even distracting. If it's necessary to keep referring back to a certain chart, you don't have much choice about how long the visual is up. When you do have a choice, remember the one-to-four rule.

WATCH FOR DISTRACTIONS

When you're making a presentation, try to avoid getting in your own way. Don't wildly throw your hands around, or straighten your tie or jingle the coins in your pockets. Use hand and body gestures to emphasize your points, but don't let them get out of hand.

LOOK AT FACES AND EYES

Your eyes are the most expressive and powerful communicating parts of your body. Use them to keep your audience interested and involved with you. Some speech teachers suggest that if you're nervous talking before a large group of people, you can pick out a spot at the back of the room and look at it. Certainly that's better than having your nose buried in your notes, reading your speech. It is only a second best solution, however. As you talk, move your eyes slowly from one side of the room to the other. Look at each person eye to eye. The eye contact should be brief, but it should be made throughout the presentation. If you notice someone dozing off, you can make eye contact with them and hold the contact for a little longer than usual. It's a good way to get and keep attention of your audience.

The eye contact is just as important in large as in small groups. Move your eyes about the audience, and express an interest in them and their understanding of your topic.

IRRELEVANT QUESTIONS

Whenever possible, try to discourage irrelevant or disruptive questions. They might satisfy one person's curiosity, but they can also distract and bore large portions of the audience. As we've already suggested, ask the person asking the question to meet privately with you after the end of the presentation. This is usually enough to put off the questioner, and it permits you to maintain control of the presentation. In handling questions, be sure to advise your audience about your personal preferences and plans. If questions are to be taken when the entire presentation is over, let them know. If you don't you are likely to have someone blurt out a question right in the middle of your remarks. If questions are permitted at anytime, let your audience know in advance.

CONCLUSION

The end of your speech should contain a brief summary of the points you've covered, in their approximate order of importance. When you are finished, be sure it's a certain finish. Don't get yourself in the spot one supervisor found himself in at the end of a speech. He was making a speech before the local management society's monthly meeting, and everything in the speech had gone smoothly. As he moved toward his conclusion, his voice rose and his audience started to shift in their seats anticipating the end. Finally he said "Thank you for the opportunity to speak here tonight." With that he paused, the audience started to applaud, and the master of ceremonies began to rise to return to the podium. The only problem was the speaker wasn't finished. After catching his breath, he started up again. The master of ceremonies sat down, and the applause stopped. The speaker talked

about four minutes, and again appeared to be finished. This time the audience hesitated before their applause, and the master of ceremonies didn't get up quite as quickly. Good thing, too, because the speaker still wasn't finished. He talked for about three more minutes, mumbled something about "thanks" and sat down. No one moved, no one applauded. Finally, the master of ceremonies walked to the podium and asked "Are you finished now, Charlie?" The audience began to applaud and laugh, and the speech was clearly over. An otherwise good presentation was marred by a ragged finish. Make your finish clear, and on an upbeat tone if possible. Don't leave your audience feeling pessimistic or "down." A short story or a relevant quote is a very good device for finishing the presentation.

One final bit of advice—be careful leaving the "scene" of the crime. When you retake your seat after your speech, don't spill water on your lap, or stumble walking down the stage steps. Speakers usually experience a very real psychological "high" when they're through speaking. Enjoy it. If you've done your

preparation and planning and given your audience what they came to hear, relax. You've earned it.

PAUL PRESTON

Paul is associate professor of management at the University of Texas at San Antonio. In addition to teaching, he specializes in television production and the development of instructional media. He is a consultant in private practice, presenting seminars and Organization Development workshops in administrative communications, management and quantitative analysis methods. He received his Ph.D. in Organization Development from the University of Colorado and is also a graduate of the University of Miami (Management) and Florida Atlantic University (Accounting). He has written many articles for business and professional journals and is the author of two books on Business Administration. He was initiated by Zeta Phi Chapter at Florida Atlantic University, has served as a chapter advisor, and is active nationally in the Fraternity. In 1975, he was the Keynote Speaker at the Grand Chapter Congress.

personal mention

Alan L. Hammond, *Tulane*, was appointed Chief Presiding Judge of the Phoenix Municipal Court in May, 1977, and has been elected President of the Arizona Municipal Judges Association for 1977.

Thomas M. Woodhams, *Nevada-Reno*, has a new position as Chief, Accounting Branch & Deputy Finance & Accounting Officer in the U.S. Army's Pine Bluff Arsenal, Pine Bluff, AR.

John P. Kenney, *Christian Brothers*, has received his D.D.S. from Loyola University in Chicago, and is now a resident in Pediatric Dentistry at Loyola.

Walter J. Lisiewski, Jr., *South Florida*, has recently been promoted to Lead Electrical Engineer for Brown & Root, Inc., at their Comanche Peak Nuclear Steam Electric Station located in Glen Rose, TX.

Lee J. Malkowski, *St. Peter's*, has been appointed Sales Manager of Jack Daniels Distillery for California Valley and Northern Nevada.

Robert E. Mitchell, *Colorado*, has been promoted to Zone Sales Manager of the Burroughs Corporation Business Forms in the Sacramento, California, area.

Donald G. Meyer, *Loyola-Chicago*, professor of marketing and director of the MBA program, has been appointed Dean of the School of Business Administration of Loyola University of Chicago.

William V. Muse, *Nebraska-Omaha*, business administration dean at the University of Nebraska at Omaha, will be spending a year in the Nation's Capitol as a participant in the President's Executive Interchange Program.

Robert F. Silver, *Virginia*, was recently elected President of Metropolitan Mortgage Fund, Inc., the Alexandria, Virginia, based mortgage banking arm of Dominion Bankshares Corporation, a billion dollar bank holding company traded over the counter.

William E. Mees, *Indiana*, has a new position as staff accountant with Schneider, Russell & Associates, Certified Public Accountants, in Chicago, IL.

David G. McIntee, *St. Peter's*, has a new position as staff accountant with Wiss & Co., Certified Public Accountants, in East Orange, NJ.

James H. Neurauter, Jr., *Loyola-Chicago*, has a new position as financial analyst in the Graphic Systems Division of Rockwell International in Chicago, IL.

Michael D. Wilson, *Loyola-Chicago*, has a new position as project auditor on the internal audit staff of Pullman, Inc., in Chicago, IL.

Philip S. Brinkman, *St. Louis*, has just finished the mural work on the club rooms, private boxes, lounges and restaurants of the remodeled New York Yankee Stadium. This included portraits of all the Yankee Greats—Babe Ruth, Lou Gehrig, Mickey Mantle, Joe Di Maggio, etc.

Nicholas H. Windeshausen, *Nebraska-Lincoln*, has been appointed Acting Associate Dean of the School of Business and Public Administration at California State University at Sacramento, CA.

DELTA SIGMA PI

EDUCATIONAL FOUNDATION STUDY GRANT

Application Deadline is (Postmark Date) 2-17-77.

merger

William F. Harald, *East Tennessee State*, to Donna Mitchell, on September 23, 1977, at Johnson City, TN.

Cheryl D. Darnell, *Northeast Louisiana*, to Randy Hammett, on May 20, 1977, at Monroe, LA.

Edward L. Elizondo, *Loyola-Marymount*, to Frances Banuelos, on September 6, 1977, at San Gabriel, CA.

Martin C. Johnson, *Northern Arizona*, to Julie McKellar, on April 16, 1977, at Los Angeles, CA.

William Scott Coor, *Northern Arizona*, to Debbie Weber, on June 25, 1977, at Phoenix, AZ.

Robert L. Martin, *Northern Arizona*, to Frieda Ruff, on June 26, 1977, at Tucson, AZ.

John M. Harper, *Northern Arizona*, to Nancy Chance, on September 10, 1977, at Los Angeles, CA.

Lawrence D. Regosch, *St. Joseph's*, to Mary Shevlin, on September 10, 1977, at Philadelphia, PA.

Donna M. McCrary, *Georgia Southern*, to James D. Henley, *Georgia Southern*, on July 23, 1977, at Macon, GA.

Suzanne P. Shepherd, *Georgia Southern*, to B. Lynn Webb, Jr., on October 22, 1977, at Atlanta, GA.

Robert S. Maliszewski, *Eastern Illinois*, to Carol Jean Flory, on July 30, 1977, at Elmhurst, IL.

Patrick D. Roth, *Eastern Illinois*, to Debra K. Gosnell, on July 30, 1977, at Lawrenceville, IL.

Bruce C. Bailey, *Connecticut*, to Lisa Longaker Cowin, on August 13, 1977, at Greenwich, CT.

Terry W. Miller, *Iowa*, to Jeanine Ann Ralfs, on October 22, 1977, at Davenport, IA.

lifestyle

.... among the chapters

NEW YORK

ALPHA CHAPTER AT New York University, College of Business and Public Administration, is well into another fine year, which holds the promise of achieving 100,000 points in the Chapter Efficiency Index. A large number of these points have already been submitted to The Central Office by CEI Chairman Allan Wollner. A great many of these points are derived from professional activities, coordinated by Vice President Terrance Fowler, which consist of lectures and field trips, and finances directed by Treasurer Michael Wilding.

The Brothers and alumni of the chapter celebrated Founders' Day with a very special dinner and festivities organized by Committee Chairman Francis Hoefling, who worked closely with the New York Alumni Club of Delta Sigma Pi to make our 70th anniversary a memorable success.

The Brothers of the chapter are also very active this year with the Interfraternity Council of New York University in the areas of social services to the community and in athletics. These many activities are directed by Brother Wendy Radus, our IFC delegate.

It is also our pleasure to announce that alumnus Brother Lawrence Brennen, Professor of Business Communications, has been awarded the New York University Great Teachers Award for the 1977 academic year.

—PAUL V. FARRELL

SUFFOLK

DELTA PSI CHAPTER at Suffolk University in Boston, Massachusetts, we are happy to report, is enjoying a tremendous upswing in recruiting this semester with the installment of 16 pledges into Delta Sigma Pi. It is felt that this success in recruitment is due to a large extent to the tremendous effort put forth by all of our Brothers and the successful application of the recruitment techniques learned by our delegates to the Grand Chapter Congress, Brothers Robert Capasso, Nathan Collins, and John Washburn.

On September 15, our chapter enjoyed a visit from Chapter Consultant John Watton. Brother Watton sat in on a business meeting, met several of our faculty Brothers, including Dean Richard McDowell, and in the evening was taken out to dinner by several Brothers of our chapter.

Our chapter is also working in other areas. In the area of professional activities we are scheduling John Gibbs, President of Gibbs Oil Company, as our first guest speaker. We are also working on a field trip to the New York Stock Exchange. During registration



Touring Chemcut Corporation were members and guests of Alpha Gamma Chapter at Penn State. Chemcut is a worldwide producer and distributor of processing systems.



Some members of Zeta Pi Chapter at St. Joseph's pose with the chapter banner or "blanket," a valuable tradition in the chapter.

lay our chapter was there to assist Suffolk's Registration Department in handling the often tedious tasks of the day. Our raffle is progressing, and it is hoped that its success will help us to meet all of our financial obligations early in the year.

As a final note, congratulations are in order for Brother Daniel Neil Ford, who has recently been appointed our District Director. Brother Ford is an alumnus of the Delta Psi Chapter and a recent graduate of Suffolk University. All of us are looking forward to working with Brother Ford in the coming year.

—JOHN J. WASHBURN

ROCHESTER TECH

EPSILON LAMBDA CHAPTER at Rochester Institute of Technology celebrated our fraternity's 70th birthday on November 7

with a closed party. A summary of the past year would show our improvements in areas of rush, professional, social, and financial events. Improved Fall and Winter rush programs have yielded us seven new Brothers and an equal amount of capable pledges. Our professional events are showing an increasing amount of campus wide attention. A lecture by Faculty Brother Herb Moissien on "Resume Writing and Interview Techniques" drew upwards of 100 people. Socially, our year peaked with the event of The Harvest Moonshine Party. Sixty gallons of drinks gave the party a unique touch and did a fine job of keeping the crowd happy. Finally, our financial program took an upward swing with the execution of well organized car washes, sub sales, and bi-monthly cash bars. We, the Brothers of Epsilon Lambda Chapter, sincerely wish all chapters a very prosperous

and enjoyable new year.

—FREDRICK J. MOCK

SUNY-ALBANY

ZETA PSI CHAPTER at the State University of New York at Albany is in the midst of a very productive semester. Professionally, we just completed our finest event for the semester, Career Day, co-chaired by Vice President of Professional Activities Terry Reasoner and Brother Mary Wall. It was an exciting day for the whole university community as representatives from different companies came to present their business career opportunities. The day was highlighted by Speaker Norman Vincent Peale, who gave a fascinating lecture.

Zeta Psi Chapter continues to break records in terms of membership. The rush program, headed by Senior Vice President Al Siegel, resulted in 53 applications, many of them from lower classmen. The chapter has now initiated 23 new Brothers after a successful pledge period run by Vice President for Pledge Education Drew Ehrlich.

Financially, this has been one of our most profitable semesters. We have continued our practice of running buses home for the students during vacations and this has continued to prove to be a successful money raiser. We've also run a raffle in which the surrounding community has helped tremendously in donating many of the prizes. Treasurer Larry Bartimer has done a wonderful job this semester.

Under the leadership of our president, Mitchell Kahn, we are again on our way to achieving 100,000 points in the Chapter Efficiency Index again this year. The spirit of Brotherhood that pervades the chapter continues to unite us all. The Brothers of Zeta Psi Chapter wish good luck and continued success to all our Brothers for the rest of the year.

—JENNIFER CARNEY



District Director Charlie Murphy, left, and Faculty Advisor James Estes, right, are welcomed by Sharon Donnelly and Lydia Brandon of Beta Gamma Chapter at South Carolina.



Gamma Lambda Chapter at Florida State takes time out during chapter professional tour to Tampa.

SIENA

THETA UPSILON CHAPTER at Siena College is looking forward to its best year since its induction six years ago. In past years we have had many problems in organization and in membership.

Last year under the leadership of President Barbara Kaufman the chapter made a drastic upswing and was well on its way of being a stronger and more fraternal organization. All of this hard work was realized this semester with the induction of 36 pledges. This was our largest pledge class ever and our most crucial since 20 of our 26 Brothers will be graduating this year!

Our financial committee is working on a blotter and is also involved with a marketing research group that pays us for our work on their projects.

This chapter feels that under the leadership of President Ed Nolan, Senior Vice President Karen Dever, Vice President for Pledge Education Marie Verde, Vice President for Professional Activities Dan Esposito, Treasurer Todd Stilo, Secretary Loretta LeDuc, Chancellor Stephen Briggs, Historian Denise Bernardo, and CEI Chairman Janet Scully our chapter will achieve a 100,000 point year—a goal which has not been reached in many years.

—ED NOLAN

PITTSBURGH

LAMBDA CHAPTER AT the University of Pittsburgh began making plans for the 1977-78 school year with a series of executive committee sessions held during the Summer. The officers set up a calendar of events designed to involve all the Brothers of Lambda Chapter. Each officer was assigned an area of responsibility.

Three objectives were designed; first, a vigorous recruiting program to be pursued to make the student body aware of Delta Sigma Pi and its benefit to the University and its Brothers; second, to maximize use of the talents of every Brother by asking each Brother to serve on at least two committees; third, to work earnestly toward achievement of the 100,000 points in the Chapter Efficiency Index which has been consistently achieved during the last few years. The recruiting efforts have proceeded smoothly. Our Initiation Smoker was held at the Greentree, followed by personal contact of the pledges by the Brothers.

Interesting and informative speakers from industry are scheduled for this year's professional meetings. These programs should prove to be mutually beneficial to the Brothers and the speakers.

Hard work combined with determination should assure Lambda Chapter of having a successful year. We hope this will be a good year for us and we want to wish all the Brothers of Delta Sigma Pi an equally successful year.

—DONNA DAVIS

JOHNS HOPKINS

CHI CHAPTER AT Johns Hopkins University would like to wish all the Brothers of Delta Sigma Pi a most successful year in professional programs that will achieve high points in the Chapter Efficiency Index.

The annual crab feast for Chi Chapter, for the benefit of the Scholarship Fund, was held at the Mt. Washington Club this year. All the Brothers and guests that attended—and there were many, including the alumni—enjoyed the day with a menu of Maryland crabs, crab soup, crab cakes, barbeque on rolls, hot dogs, hot roast beef, and plenty more. A volley ball game followed which many Brothers wished they had never started.

The Annual June Dinner Dance was held aboard the S.S. Nobska in the Chart Room. The S.S. Nobska is a floating restaurant located in the Inner Harbor of Baltimore. It was also a fine evening for the undergraduate chapter and the alumni club to get together to make new friends and renew old acquaintances, and also to honor the Scholarship Key Winner.

The rushee function was off to a good start this semester with 60 responses to invitations mailed out to the business students. It is hoped that a large percentage of these students will be accepted this year to strengthen the fraternity.

—MELVIN J. SMITH

PENN STATE

ALPHA GAMMA CHAPTER has been privileged this year in having an excellent professional program with speakers and tours covering a wide range of business fields. The highlight of the program was the return

of an alumni Brother and former president of our chapter, Mr. Robert Dapper, as a guest speaker. Brother Dapper is a personnel director for Arthur Andersen of New York. The entire membership was inspired by his interest in the chapter as well as his informative discussion on "Accounting in a Big 8 Firm".

Members of Alpha Gamma Chapter continued a tradition and again celebrated Founders' Day at the home of our District Director, Bob Johnson. Bob provided for a great evening which gave the membership the opportunity to become more acquainted with the new pledge class and to include their ideas in the planning of future activities.

One of the main projects undertaken by Alpha Gamma Chapter has been the locating of lost members. As of last year's count from The Central Office, there were over 400 lost members. Through cooperation with the Office of External Affairs and the College of Business Administration here at Penn State, the number has been reduced by approximately 75 per cent. With the added incentive of obtaining points in the Chapter Efficiency Index, efforts are continuing with the goal of reducing the number even further.

—MARY KAY TOMLINSON

RIDER

THE BETA XI CHAPTER at Rider College is revamping its pledge program; this is so there will be more Brother involvement in all aspects of the program. As a result of this, there has been an all out effort on the part of the Brothers to make this pledge program one of the best.

We are concerned not only with pledging, but also with showing the real meaning of a professional fraternity. To do this we have added more professional activities involving outside speakers, as well as our own experienced faculty, and also more involved social activities.

All of our activities are open to alumni as well as to Brothers of other chapters. With this in mind, the Brothers of the Beta Xi Chapter hope to see new faces at these activities.

—WILLIAM PODHIRNY

ST. PETER'S

ZETA ETA CHAPTER has never boasted a finer organization in all its 14 year history at Saint Peter's College. After a successful noon time buffet for prospective pledges, Zeta Eta Chapter is honored to welcome 15 students to the Business School into the ranks of the pledge class for Fall 1977. Their potential for professionalism, their unchallengeable wit and humor, topped by enthusiastic social



Gamma Lambda Chapter from Florida State on tour at Florida Steel in Tampa.



At Brown County State Park, members of Alpha Pi Chapter at Indiana held a Fall picnic.

abilities, lead the senior class to believe that Zeta Eta Chapter will continue to prosper at Saint Peter's College.

The current social and professional calendar promises a variety of events such as a Folk Music Concert and four business speakers from the fields of commercial banking, finance, taxation and Mental Health in labor and industry. Also, we do not hesitate to mention the football games, the basketball team cheers (done especially for a pledge who is college team starter), the never ending beer blasts and the Christmas-New Year's Party which have now been officially accepted as sacred dogma.

The Brothers of Zeta Eta Chapter extend their fraternal best wishes to all Deltasigs throughout the U.S.A. Keep the spirit!

—SALVATORE J. CASTELLITTO

SAINT JOSEPH'S

ZETA PI CHAPTER at St. Joseph's College sends greetings and best wishes for a successful year to all chapters of Delta Sigma Pi. Our chapter is proud of its achievement and Honor Roll status by having accumulated 100,000 points in the Chapter Efficiency Index. We would like to thank Brothers Bob Mohan, Charlie Spencer and Mike McCarthy for bringing the good times of Toronto back to the rest of our chapter.

As Fall ends, our various programs, under the leadership of President Vince Spiziri, are coming on strong. We have planned a tour of the Philadelphia Bulletin building (home of Philadelphia's largest daily newspaper), and several lectures—highlighted by popular sportscaster Al Meltzer. These professional

activities are the product of hard work by Professional Vice President Lou Mayer (who recently assumed the post of Editor-in-Chief of our college newspaper, The Hawk) and Professional Chairman Joe Waldecker.

Our community program, under the direction of Chairman Joe Groch, has already been very full. An Orphans' Picnic and a Turkey Dinner for the aged are examples of our concern for those less fortunate than ourselves. Our socials, planned by Bruce Goodman and executed by Charlie Spencer, have been as strong as ever. Our annual Summer picnic, hay rides and a number of well attended parties bring together both Undergraduate Brothers and Alumni Brothers.

Fund raising, under the direction of Chairman Sal Grasso, is off to a good start with a big schedule of boathouse parties. With these parties, along with a parents' Casino Night, we hope to provide the funding necessary to keep our chapter the successful operation that it is.

Congratulations to Brother Conrad Boyle, Pledgemaster of the Spring Class of 1977, whose well planned program initiated 21 new Brothers. Special mention is given to Brother Fred Hellwig of this class who is now a Cadet at West Point Military Academy.

Congratulations are also in order for Rush Chairman Charlie Spencer whose efforts induced 12 pledges. Hard work and dedication like this have made Zeta Pi Chapter successful in its many areas of endeavor.

—JOHN J. NUCERO

PHILADELPHIA TEXTILES

ETA XI CHAPTER at Philadelphia College of Textiles and Science had both a fun filled and profitable Fall semester. On September 21, 1977, we presented our Executive of the Year Award to Mr. Morris Brill. Mr. Brill is currently a regional supervisor for Pomeroy's Incorporated. Following the presentation was a question and answer period during which Mr. Brill enlightened us on many aspects of the retailing world. The presentation was attended by members of the student body and also business faculty members. This event was interesting as well as educational.

On September 17, 1977, the Brothers of Eta Xi Chapter sponsored a Beef n' Burp Night on campus. This event was a big success in promoting Delta Sigma Pi on our campus as well as in fund raising. We would like to extend our thanks to the Brothers of Zeta Pi Chapter for their support in this affair.

The most exciting news this semester has been the induction of 17 new pledges. This is the largest pledge class Eta Xi Chapter has recruited since 1969. These men and women show great potential and are going to be an important addition to our current chapter enrollment of 13 members.

Other events include a visit to Children's Hospital in Philadelphia on October 30, 1977. We planned to take a little bit of "trick or treat" fun to those children who have to spend Halloween in the hospital. Also on the agenda of events was our Rose Banquet which was held at the Inn of the Four Falls, Conshohocken, Pennsylvania, on Saturday, October 22, 1977.

Life here at the Eta Xi Chapter is definitely looking good. Until next time, we remain in Brotherhood.

—DOREEN SCARANGELLI



Members, pledges and guests of Theta Psi Chapter at Indiana-Northwest taking off for the Indiana vs. Northwestern University football game in Evanston, Illinois.



Alpha Theta Chapter at Cincinnati attended a Reds baseball game and was shown on the scoreboard to the 57,000 in attendance.

DUQUESNE

THETA RHO CHAPTER at Duquesne University has completed a highly successful Fall semester and is on its way to becoming a focal point for all students in the School of Business.

Our professional tours have highlighted the semester by bringing campus wide recognition to Delta Sigma Pi. Our Brothers have toured the Cleveland-Pittsburgh Branch of the Federal Reserve Bank, the Pittsburgh Press, and our most impressive tour of the Homestead Works of U. S. Steel. Professional speakers on various business subjects keep the Theta Rho Chapter up-to-date on the ever changing business world. Our publication, *Strictly Business*, has gained increased readership and phenomenal interest from all.

Theta Rho Chapter helped kick off the annual Duquesne University Muscular Dystrophy Dance Marathon. With more enthusiasm than ever, the Brothers collected an enormous sum of money for the benefit of children stricken with muscular dystrophy. This sets a fine example of what a closely knit and well organized fraternity can accomplish.

This semester both fund raising and social activities have come together in order to make money and have fun at the same time. Our "Day at the Skating Rink" and the "Night at the Movies" proved most profitable, as well as enjoyable. The usual social events were more exciting than ever.

In closing, all the Brothers of Theta Rho Chapter would like to wish all Brothers of other chapters success in the upcoming semester.

—KEVIN P. PRYKULL

NORTH CAROLINA

ALPHA LAMBDA CHAPTER, having survived a great financial crisis at the beginning of the year, has come back to have one of its most successful recruiting drives in recent memory. Due to poor bookkeeping practices last year, a check to The Central Office was returned during the Summer due to insufficient funds. Due to this, Alpha Lambda Chapter was not represented at the Grand Chapter Congress. After several meetings with our bank, the new Treasurer and Faculty Advisor finally straightened it all out.

This Fall, Alpha Lambda Chapter is welcoming its new Faculty Advisor, Dr. William Bigoness. Our past Faculty Advisor, Dr. Richard Keintz, has taken a year's leave of absence from the University of North Carolina to become Deputy Commissioner of Insurance in Wisconsin. We wish him the best of luck.

As mentioned before, the Fall recruiting drive was quite successful. Our first recruiting activity, the Fall Rush, brought in over 70 business students to hear about Delta Sigma Pi and to meet Dr. Wagner, our Dean of the Business School. Of these, about 45 decided to become Associate Members.

Our Fall professional schedule included speakers from Central Carolina Bank and Hardee's, a local fast food chain, and trips to Liggett and Myers, and to Burroughs Wellcome in Durham. We ended our Fall Initiation with a picnic on November 6 to commemorate Founders' Day.

—RICHARD B. FEATHERSTON

SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina started Fall semester aimed toward another 100,000 point goal in the Chapter Efficiency Index. The professional program featured Strom Thurmond, U. S. Senator from South Carolina, as the highlight of the semester. Members participated in a tour of the nuclear energy facility at Duke Power Company in Clemson. Our chapter also helped sponsor a Student-Faculty Day held at the University of South Carolina's recreational camp. The Independent Intramural Football League featured an enthu-

siastic team of Deltasigs, which was expected to appear in the campus play-offs for the second consecutive year. The Beta Gamma Chapter would like to recognize its new faculty advisor, Dr. Carl Kretschmar, who, along with Dr. James Estes, lends a steady hand to our organization. Ideas brought back from the Grand Chapter Congress by Sharon Donnelly, president, and Lydia Brandon, vice president for pledge education, greatly aided chapter operations this semester. Other officers were Paul Lucyshyn, senior vice president; Sudie Strom, vice president for professional activities; Michael



Members of Alpha Pi at Indiana attend a professional meeting.



Members of Nu Chapter at Ohio State and Columbus Alumni Club members at chapter's most recent initiation.

ook, secretary, Brady Vinson, treasurer; Brad Filiault, assistant treasurer; and Doug Anthony, chancellor. Several projects for the spring semester are planned, including a joint initiation with other chapters in the area.

—BRADLEY J. FILIAULT

EAST TENNESSEE STATE

DELTA XI CHAPTER of Delta Sigma Pi as actively planned for this academic year. All the members were happy to see each other as many of us had been separated over the Summer.

Two of our members graduated Spring quarter 1977, Bob Buffalow and Vickie Wolfe, who was the first female member of the chapter. Their presence was missed at our

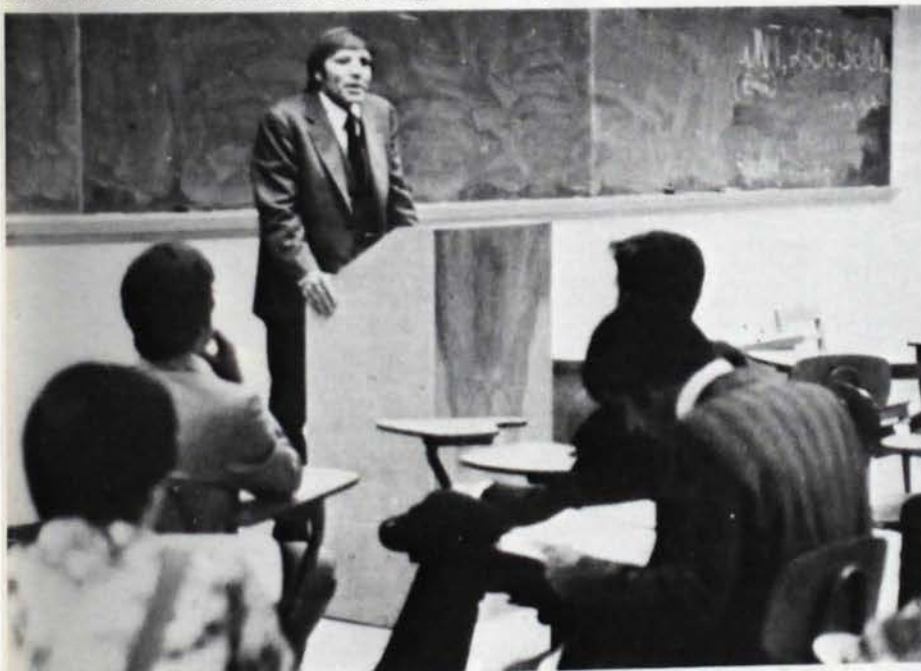
first meeting, September 26, but we feel that they will remain close to the chapter as active alumni.

Rush, which was highlighted by a question and answer meeting and party for those interested in pledging with the fraternity, has now been completed.

Homecoming at East Tennessee State was October 22 and the chapter was involved in many of the activities sponsored by the Student Government Association. The chapter entered a sign in the sign contest and, as has been traditional for the chapter, we had a chalet located on one of the beautiful mountains near our campus for the Homecoming weekend. Our alumni were our honored guests, for without them there would be no Homecoming.



Members and pledges of Theta Psi Chapter at Indiana-Northwest before going at each other in the annual member-pledge football game.



John Connors discussed Actuarial Accounting at a professional meeting sponsored by Alpha Pi Chapter at Indiana.

Many professional programs were scheduled for the quarter, as well as for the year. Tours of local business are the major emphasis.

The chapter is starting a newsletter in the near future so be looking in your mailbox for all the news from Delta Xi Chapter. Our alumni have been a great help in starting this newsletter and we want them to know that we appreciate their help and we will try to put out the best newsletter possible.

Until next time, good luck and best wishes from Delta Xi Chapter to all our Brothers.

—KAY CAMPBELL

JAMES MADISON

THE IOTA KAPPA CHAPTER began its fourth year of existence with reason for double celebration. Besides welcoming the school's new name change from Madison College to James Madison University, the Iota Kappa Chapter proudly retains its rank among the top chapters in the country. The Brothers have planned a very busy second semester, continuing the pace set the first semester.

Our Eta pledge class this past Fall was the largest pledge class in our history and, for the first time, interested students of both sexes pledged. The group was very active, sponsoring a wide variety of fund raising projects. Our Fall banquet was held at the Sheraton Inn in Harrisonburg. Other social activities included Fall and Christmas parties for the alumni.

Brothers of Delta Sigma Pi have organized a wide variety of professional activities this year, including tours, speakers, and seminars. Activities from the first semester included a tour of Dunham-Bush Manufacturing Company in Harrisonburg, and a speech about transportation and its effects on the business enterprise. Highlights of second semester activities include tours of the Walker Manufacturing Plant and the Ethan Allen Furniture Company, and a panel discussion on starting your own business.

Our Brothers were very active in intramural sports this Fall. We had two basketball teams; our A-team finished with a record of 5-2, and our B-team finished surprisingly well, also. Our soccer team did an outstanding job, with the help of eight returning Brothers. Our season record was much better than last year's 3-3. Intramural softball will highlight our Spring semester.

The Brothers conducted a marketing research study for a local Savings and Loan Association in conjunction with JMU's School of Business. It was our largest fund-raising project of the Fall semester. In October, Karl Wolf visited the Iota Kappa Chapter and his views and ideas were greatly appreciated by us.

Brother Ken Hawkins was the Iota Kappa Chapter's representative at the Grand Chapter Congress, last August. Ken commented that he had a wonderful time, and he brought back with him some rewarding ideas.

Once again the Iota Kappa Chapter will go to Florida over Spring break, March 3-12. We hope to be able to get together with Brothers of other chapters while we are down there. See you there!

—DANIEL KONCZAL

GEORGIA STATE

KAPPA CHAPTER ONCE again had a good year. As we prepare for another new year we plan better goals and objectives to achieve.

Spring Quarter last year brought us some good new Brothers with Don Helton being selected as Outstanding Pledge. We held another Management of Self Seminar in conjunction with another professional organization on campus. This seminar is conducted by several faculty members, discussing the many facets of business life and problems thereof. It is open to all students of business.

We held our annual election with congratulations going to our new President, Vic Rachael; Senior Vice President, Alan Billingsley; Vice President for Pledge Education, Steve Laughlin; Vice President for Professional Activities, Alex Irwin; Secretary, Sam Mount; Treasurer, Tommy Kay; CEI Chairman, Rob Kraus; Historian, Karl Driskell; Chancellor, Richard Walsh; Alumni Advisor, Bob Cooper; and Faculty Advisor, Dr. Norman Harbaugh. We also initiated Dean William R. Baggett, Dean of Students, last Spring.

Summer ended for our chapter on a saddened note. Brother Jerry Lamar Wright passed away due to a tragic accident. Jerry was only a Deltasig for one year, but his contributions were greater than usual. Kappa Chapter will miss him and the world was better because he dwelt among us.

—MAVIS CROWE

AUBURN

BETA LAMBDA CHAPTER at Auburn University is excited about this year. Under the leadership of our new officers—Bobby Lindsey, president; Bobby Bowers, senior vice president; Jim Norris, vice president for professional activities; Beverly Pearce, vice president for pledge education; Phil Guthrie, treasurer; Denise Dyess, secretary; Fonda Long, chancellor; and Cindy Lawrence, CEI chairperson—our chapter is experiencing membership growth, activity expansion, and increased campus involvement.

Thanks to an active rush program, we have been able to attract many prospective members. Last Spring we initiated 28 new Brothers and this quarter we have 32 pledges—our largest pledge class ever. In addition, our chapter now has 37 women and they have proved to be an invaluable asset to our chapter operations.

Professional activities are still a major function of our chapter. This quarter we are having speakers from the local Chamber of Commerce and from the Trust Company of Georgia. In the future we are planning a trip to the Federal Reserve in Atlanta and we have proposed a Career Day for some time during Spring quarter.

Our chapter has also become active in campus activities. A Homecoming social for the School of Business is being sponsored by the fraternity. We are sending out invitations to over 1000 alumni in Alabama as well as an invitation to all currently enrolled business students. We also have a team participating in a co-recreational volleyball league in which each team consists of three men and three women.

At Beta Lambda Chapter we are constantly looking to improving our chapter and we feel we are currently headed in the right direction.

—JIM NORRIS

FLORIDA STATE

HERE AT GAMMA LAMBDA CHAPTER we had a fine Spring quarter. Things got started with a rush party with Phi Chi Theta. To continue a successful Spring, we had several revenue-producing projects, including a Todd Rundgren concert and ticket sales for various campus programs.

A major highlight for the term was a tour to New Orleans where the Brothers learned more about business "outside of the fraternity".

Alumni Brother Bobby Bacon invited the chapter down to his parents' beach cottage at Alligator Point in May, to help the pledges and Brothers get better acquainted. All in all, Spring saw the initiation of 10 fine new Brothers and encouragement for a successful Fall.

Fall quarter promised to be active, also. Already a smoker and a rush party with a dynamite disco system have been held. Scheduled ahead for the Brothers and the new pledges are two concerts, including Rita Coolidge and Kris Kristofferson for the Pow-Wow part of Homecoming.

The officers for the new year include Ray Forbess, president; Paul Frenthall, senior vice president; Beau Strickland, vice president for pledge education; Kirk Buffington, vice president for professional activities; Ron Kline, treasurer; Marco Prieto, secretary; Bob Fegers, CEI Chairman; Drew Scheff, Historian; and Harry Duke, who is succeeding Rick McGlone, now in the Kansas City Royals baseball organization.

Gamma Lambda Chapter looks forward to another 100,000 point year in CEI and wishes the best to all chapters in pursuit of this in the coming year.

—DREW SCHEFF

GEORGIA SOUTHERN

EPSILON CHI CHAPTER at Georgia Southern College had a successful Fall quarter rush with smokers and a party. We had 17 pledges.

During Fall quarter, we had several tours. One tour was to King Finishing Company in a neighboring county. Also, we toured Claxton Fruitcake Company.

We celebrated Founders' Day with a formal banquet and a party. Mr. Randal of the



Deltasigs dunk Pi Sigma Epsilon advisor at the Eta Iota Chapter's Annual "Dunk-a-Prof" activities at Nicholls State.



Some of the participants in the Annual Half-Barrel Bowl between Theta Xi Chapter, Wisconsin-Whitewater, and Eta Rho Chapter, Wisconsin-LaCrosse.

School of Business spoke to us about the marketing field. The pledge period was ended December 3. There was an initiation banquet with Bob Busse as the speaker.

Our projects included car washes and "Slave Day". "Slave Day" is an annual money raising project in which the members work for the faculty of the School of Business.

We would like to extend congratulations to Jim Henley, alumnus, our new District Director.

—LYNDA S. SAPPINGTON

FLORIDA ATLANTIC

THE ZETA PHI CHAPTER at Florida Atlantic University began the Fall quarter with five men and three women Brothers who were initiated during the Summer quarter. Summer quarter rushes have become extremely beneficial to our chapter since their inception in the Summer of 1972.

The officers for the Fall semester are as follows: President, Kevin Hogan; Senior Vice President, Jim Raspolich; Vice President for Pledge Education, John Jenkins; Vice Presi-

dent for Professional Activities, Mike Viscomi (new Brother); Chancellor, Russell Carr; Secretary, Penny Girlinghouse; Historian, Bill James; and Treasurer, Joyce Papaleo.

This year the chapter has embarked on a quality professional program. Brother Viscomi, our professional vice president, has organized a fine program including two professional tours, three professional speakers, educational films, and a University-wide seminar conducted by several well known professional speakers for January.

Our community projects, under the direction of Judy Saxton and Bernie Bober, include a "big-brother" project in which chapter Brothers become a Brother for a day to fatherless boys from the community. We plan to combine this activity with our Founders' Day Picnic.

We will also offer our continued support to the Palm Beach Blood Bank, Inc. We recently received a letter of gratitude for our "year-round support" from the Public Relations Director of that organization.

Our fund raising activities under the direction of Dennis Moran, Kris Benton and James Lauri are going exceptionally well this term and our Treasurer, Joyce Papaleo, informed us that we are very solid financially. The activities included a book sale for student government, a phone survey for a local developer, a refreshment concession at a university sporting event, and the taking of an inventory for a local municipality.

I speak for the entire chapter in thanking Jim Raspolich for his representation of our chapter in the 31st Grand Chapter Congress. We can all share in his enthusiasm as he tells us of his experiences and enlightens us with the knowledge which he has gained.

Mike Kaman, who transferred to Florida Atlantic from the University of South Florida, has taken over the Communications Committee with a professional attitude we are proud of.

I would like to wish good luck to all new Brothers of Delta Sigma Pi throughout the country, in their college careers, and I hope that each chapter will be as successful as I know ours will be.

—MICHAEL W. ZELLNER

SOUTH FLORIDA

THETA PHI CHAPTER started the 1977-78 school year determined to make it our best year ever. VPPA Glen Hagenbach set up an outstanding professional program, including two local tours as well as presentations by E. F. Hutton and the marketing/PR department of the Tampa Bay Rowdies soccer team.

Senior Vice President Dave D'Ippolito and his assistants outdid themselves by putting on one of our most successful Smokers ever.

Dave, who attended the Grand Chapter Congress this Summer, and our other delegates, Ed Kopp, Steve Kaup, and Megan Poucher, came back with many new ideas that will be put to good use at our chapter.

—F. HYATT

GEORGIA COLLEGE

IOTA MU CHAPTER was honored on October 12, 1977, with a tea given by President and Mrs. J. Whitney Bunting of Georgia College. The tea was given in the historic Governor's Mansion in Milledgeville. Milledgeville served as the capitol of Georgia until 1868. The last Governor to occupy the mansion was Brigadier-General Thomas H. Ruger. In 1868, the capitol was moved to Atlanta. Since 1890, the mansion has served as the home of the president of Georgia College. The tea provided a relaxed atmosphere between students and faculty members.

On October 13, 1977, Iota Mu Chapter toured Harlee Branch, a Georgia Power steam plant. We were informed of the complete process of producing electric power as well as being given a tour of the plant.

The Brothers of the chapter celebrated Founders' Day with a Halloween costume party given at the home of a Brother, Jill Wheeler. No one was admitted without a costume.

Iota Mu Chapter sponsored a parliamentary procedure seminar for all students and faculty of Georgia College. It was of great interest to other sororities and fraternities on campus, as well. We all needed to brush up on procedure for our meetings.



At the 50th Anniversary of Alpha Phi Chapter at Mississippi were, standing left to right, Francis Scott, Al Brinson, Allen Barr and Sam Tapscott and, seated left to right, Charles Treas and Alan Tucei. Brinson was the charter chapter president 50 years ago and Tucei is current president. Treas is faculty advisor to the chapter.

Brothers of Iota Mu Chapter spent October 27-28 in Atlanta, registering guests for the Allied Southern Business Conference. This gave many Brothers the opportunity to associate with professionals in management and marketing fields.

—M. ELLEN BRYSON

OHIO STATE

THE NU CHAPTER has been very busy with preparation for activities for the current academic year. One of the chapter's main objectives is to increase membership substantially as many members will soon be graduating. Thus, an effective recruitment campaign is in the planning stage. Nu Chapter was very privileged to have two members—Richard Pirko and Steven Baker—attend the Grand Chapter Congress last Summer. Through their combined efforts many new ideas were introduced, especially in the area of fund-raising. The chapter looked forward eagerly to a Founders' Day Dinner which was held on Sunday, November 6, 1977, for all undergraduate members and alumni—it certainly was an enjoyable occasion for those attending.

—ANNE FORD

CINCINNATI

THE ALPHA THETA CHAPTER at the University of Cincinnati has elected to sponsor a Junior Achievement company and become actively involved in its development and growth. Our Brothers on the JA advisory team, headed by Phil Fluegemann, executive advisor, have designed glass game boards—chess, checkers and backgammon or any combination. This novelty item is subject to change but whatever product our JA company chooses to promote, we will be there to give advice so that their product will be a profitable success. Some time this January, a Junior Achievement mini-trade fair is scheduled to be held on the university's campus.

Besides being involved in special projects, our Public Relations Committee has drawn up a newsletter which will be distributed to local chapters on a quarterly basis. This newsletter is an effort to improve communications with other chapters in the area.

Although we did not have a formal rush in Fall quarter, we initiated 11 new members into the chapter. The Winter rush program is in its initial stages and we are hoping it will be a success, especially since we have our Public Relations Committee working on campus to promote Delta Sigma Pi.

Our 70th Anniversary Dance on November 11, 1977, was at the Montgomery Business Men's Club.

—DIANA L. FLUEGEMANN

OHIO

THE 1977 ACADEMIC year has brought a full program of professional, business and social activities to Alpha Omicron Chapter at Ohio University. Professionally, we have enjoyed speakers from Owens-Corning, General Electric, and American Hospital Supply. On October 16, the chapter planned to visit the Mead Corporation in Dayton and then proceed to Oxford for the annual Miami-Ohio grid rivalry and a tour of The Central Office. In the business arena, our chapter is aiding the O.U. student newspaper with financial counseling and is organizing schedule advis-

ing for the College of Business Administration.

Our current pledge program is aimed at bringing into the chapter a younger group of pledges. The idea here is to strengthen the fraternity, since a majority will graduate this year. Congratulations to Fall pledges Gayle Benner, Jeff Bartsch, Don Harbaugh, Vance Henry, Mike Portinger, and Warren Smith. Vice President for Pledge Education Chris Pratt has revamped pledge activities and has several exciting pledge-member projects planned.

—JAMES W. BEAMISH

INDIANA

ALPHA PI CHAPTER at Indiana University resumed activities for the 1977-78 year on August 31 with the induction of their new officers. They are: president, Tim Vetang; senior vice president, Bob Mermelstein; vice president of pledge education, Gary Railing; vice president for professional activities, Dave Smith; secretary, Rick Vine; treasurer, Larry Hodapp; historian, Dean Uminski; director of alumni relations, Jeff McLeod; Chapter Efficiency Index Chairman, Eliot Schuer; chancellor, Kevin Moir; and social chairman, Marty Klein.

A week later we started activities with our Fall Rush Program which resulted in the initiation of 21 pledges.

Our professional program for the semester began with a presentation by Mr. Gary Firestone from College Life Insurance. Mr. Firestone's presentation, titled "Pitfalls of Buying Insurance", gave the chapter an insight into some of the problems encountered when buying insurance for future needs. Other professional activities for the semester included a field trip to Oliver Winery in Bloomington, Indiana, and a presentation on "Government Contracts and Business".

Social activities for the semester were highlighted by a golf outing on October 9. In

spite of the cold weather and in consideration that this was the first time our chapter sponsored this type of outing, it turned out to be a great success for our Brothers and the faculty at Indiana University. Other events included a Halloween dance and a picnic to Brown County State Park in Indiana.

On October 15 our chapter held its annual Alumni Brunch for faculty, alumni, members, and their parents. At the brunch, Dean Otteson of the School of Business gave a little



Newest faculty initiate at Alpha Eta Chapter at South Dakota is Lynn Stephens.



Members of Epsilon Nu Chapter at New Orleans have a first-hand look at how a ship is constructed at a local shipyard.

resentation on the impact and contribution that our chapter has on the Business School at Indiana, as well as on other professional organizations within the school.

With 90 members, Alpha Pi Chapter is well on its way to achieving 100,000 points in the Chapter Efficiency Index for the current year. Membership is strong in quality as well as quantity and will be a major factor for our success in the remaining part of the 1978 semester.

—DEAN J. UMINSKI

MIAMI-OHIO

ALPHA UPSILON CHAPTER at Miami University had a successful informal rush his past Fall, taking in 12 new pledges. With the new initiates, our membership is current-

ly 86 strong. We have reached an ideal size and will continue to maintain this level.

Along with the end of the semester came the election of new officers. We extend our appreciation to past officers Gary Showalter, president; Mike Carollo, senior vice president; Mary Ann Lavery, vice president for pledge education; Scott Feldmaier, vice president for professional activities; Monica Milner, secretary; David Brethen, treasurer; Doug Pontsler, chancellor; Kathy Stein, Chapter Efficiency Index chairman; and Jan Conversano, historian, for excellent jobs they have done throughout the year.

Work has already been started for our Formal Spring rush. With close to a third of our membership graduating in May, a large turnout is necessary in order to maintain our cur-

rent size.

We would like to wish continued success in the new year to all Brothers everywhere. Our thanks are also extended to The Central Office staff for all of their help.

—DANA L. HILL

KENT STATE

BETA PI CHAPTER of Delta Sigma Pi at Kent State University is off to a booming start this year. With outstanding effort at rushes we were able to recruit 26 new pledges.

To backtrack a bit, we had 14 Brothers graduate last Spring and this Summer. Most of these people are successfully employed in all parts of Ohio. One of the points which we used in our rush campaign was that the average starting pay of our top four graduates was \$14,800.

Our "Professor of the Year" contest last Spring resulted in Professor Paul Pfeiffer winning for the second year in a row. He received his award at our Fall Dinner Dance on October 29.

Professional activities Fall quarter included many speakers. Among them have been Gerald Brody of K.S.U.'s Career Planning and Placement Center; Myron Xenos, an accountant who is self-employed; and Mr. Edward Logelin, the Interim Dean of the College of Business of K.S.U. Future speakers include Mr. Berzin, father of a Brother, who will speak on banking; and a representative of the fashion merchandising department of O'Neil's. A tour of either Timken or Terex is also in the planning stages.

Our social activities started with the Deltasigs making a group effort to cheer on K.S.U.'s Golden Flashes at our third game of the season against Ball State. The final score was 13-12 in Kent's favor (better luck next time, Epsilon Xi). We also had a golf outing October 16 for all Brothers and alumni. A picnic followed the golf outing. A bowling party is presently in the planning.

As in the past, we are employing a coffee and donut sale in the business building for fund raising.

—JAN SNYDER



Capturing fourth place out of 18 teams in the University of Houston Bike Race was this team from Eta Psi Chapter at Houston.



Executive Committee of Theta Tau Chapter at St. Cloud State. Left to right are Kevin Koehler, John Bednark, Bob Paulson, Don Leininger, Steve Lambros, Eric Pabst, Dave Leininger, Steve Wenger, and Bruce Davis.

BALL STATE

EPSILON XI CHAPTER is off to a good start for the 1977-78 academic year. We started the year with a very successful money raising project. The Brothers sold beer signs which they had collected from local distributors over the Summer. We also had a number of professional functions last quarter.

The highlight of the quarter was our Homecoming Party, held October 9 after the football game. The party was planned by Social Committee Chairman Paul Guckenberger and was held at Kim Weinel's apartment, with a number of chapter alumni in attendance to share some of their more interesting experiences with us.

Four of our chapter members attended the Grand Chapter Congress held this past August. They returned with a very extensive report that was presented to the chapter, along with many good ideas which will help our chapter improve itself in the future.

In closing, I would like to say that plans are already underway for our annual Winter banquet, to be held in February. I also en-

courage all interested alumni to keep in touch with the chapter; we appreciate hearing from you.

—JOHN HOFFMAN

WESTERN KENTUCKY

ZETA THETA CHAPTER is now again in full swing with a complete slate of three tours and six guest speakers planned for the Spring semester. Membership is now close to an all-time high. Nine pledges were inducted into the fraternity on November 9. And, an even bigger pledge class is anticipated for this Spring.

The Fall semester was also a very eventful one for the Zeta Theta Chapter. We toured the facilities of Texas Gas Corporation in Owensboro, and National Cash Register and the District Federal Reserve Bank in Louisville. Guest speakers included Bob Fitch of Bowling Green Bank and Trust, and Zeta Theta Chapter was particularly honored to sponsor the Lt. Governor of the state of Kentucky, Thelma Stovall, to speak to the "Women in Management" classes at Western, which is taught by our sponsor, Dr. John S. Herrick. As a joint undertaking of the pledges and members, we sold mums for the Homecoming football game to raise funds, and sponsored a dinner-dance at Park Mammoth for the alumni.

Our annual Spring Formal will be held in early March, and we hope, as always, that it will be a big success.

All the members of the Zeta Theta Chapter would like to express our deepest appreciation to the alumni members who helped the fraternity, with a special "thanks" to Dr. Herrick. We hope all other chapters will prosper as much as we have in the last year and will achieve their goals in the world of business.

—JEFF WELLS

BOWLING GREEN

A NEW ACADEMIC year began with the officers of the Theta Pi Chapter, under President John McCaffrey, pledging to make it the best year in this chapter's history. An informational meeting was held on the first Monday, Tuesday, and Wednesday of this school year in order to inform prospective pledges of the things that Delta Sigma Pi could do for them. A slide show of our past activities was shown each night and proved to be a good promotional device. As a result, under the guidance of Kevin Cochran and Stan Striker, 23 new members were initiated into our chapter.

In addition to dues from the members, finances were raised by three major fund-raising projects. One project conducted by the pledge class, which went well, was a car wash. Under Fund Raising Chairman Vic Longworth, the members raised money through coupon books, offering discounts from businesses around town, and through a coffee and donut concession in the Business Administration Building during the morning hours.

Our chapter had a good professional program this Fall consisting of speakers from various fields of business, and two tours. Touring the Stroh's Brewery in Detroit, Michigan, was an exhilarating experience. Included in the speakers were a brokerage

firm president, a hotel manager, and a Credit Union manager.

Everyone associates Fall with football and we in Bowling Green are no exception. The Business Faculty took on the members of our chapter in a coed football game. After the game, we all migrated to a local pub for pizza and beer. The other social affairs of the quarter were a casual beer party and a formal banquet after the new members were initiated.

In closing, we at Theta Pi Chapter hope everyone's year started well, and also hope the rest of the year will go even better.

—DAN KERKHOFF

INDIANA-NORTHWEST

THETA PSI CHAPTER at Indiana University Northwest started the Fall semester with a rushing program which was highly

successful. Thanks to the efforts of Brother Mike Seno, senior vice president, we pledged 17 people on September 25, and we are confident that with this type of leadership and enthusiasm we should be able to easily surpass our quota and continue to be a thriving chapter.

Labor Day weekend the chapter sponsored a beer blast and dance which was a success. The chapter netted a good profit of over \$600.00 and gained the admiration of the people in the community with whom we deal for our organization and professionalism. Also, many of the prospective pledges who attended were impressed and were thereby encouraged in their decision to pledge. Other activities this Fall have been a trip to the Indiana-Northwestern football game and the annual Brother-Pledge football game, in which the Brothers easily won over the



Debbie Duty, 1977 Rose of Eta Psi Chapter at Houston, with member Mike White at initiation dinner.



Members and alumni take a rest at the alumni picnic-softball game of Theta Psi Chapter at St. Cloud State.

edges, 28-0.

Under the guidance of Brother Bob Kenell, social chairman, this Summer's activities included a golf outing in July and the annual picnic in August. Both were well attended by Brothers, alumni and faculty. These were the major activities of the Summer when it seemed that a week didn't go by without the Brothers getting together for social and/or business reasons.

The highlight of the Summer for the chapter was, of course, the 31st Grand Chapter Congress in Toronto. Theta Psi Chapter was well represented by 10 of our undergraduate members, including nearly all of the officers. The Brothers who attended gained many valuable ideas from the meetings and seminars and from talking with Brothers from other chapters. Of course, we also all had a great time and are looking forward to Atlan-

ta and the 32nd Grand Chapter Congress.

Theta Psi Chapter is very proud of its professional program for Fall semester. It attracted speakers from a good cross-section of the business community. The program had much support from the faculty and administration, as well as the student body. We most heartily commend Brother Blanche Berchel for putting the tremendous program together. We are sorry to lose her as Vice President of Professional Activities, due to a work scheduling conflict. However, we are certain her successor, Brother John Henik, will be able to meet the challenge and exceed the standards set before him to make this semester's program even better.

We would like to invite all interested IUN students, and interested students from other local campuses in Northwest Indiana to attend our program of lectures.

We have also tentatively scheduled tours to the Commodities Exchange, US Steel, and possibly some trade shows.

We would like to recognize our officers for this year who have, since their election in last May, devoted much time and effort to their positions and the well-being of the chapter.

The chapter would like to congratulate Brother Linda Janesik for winning two awards this semester. They were the Bank of Indiana and Altschuler Melvoine and Glasser scholarships.

Current projects and activities the Brothers are working on include initiation of an honorary member from the community, helping to establish a chapter at a nearby campus and working on publishing a campus directory. We are all looking forward to a busy and rewarding semester.

—KATHLEEN M. ROWEN



North Central Regional Director Bob Drewniak, standing right, addresses the post-initiation meeting of Theta Tau Chapter at St. Cloud State.



Arizona Attorney General Bruce Babbitt, left, visits with Greg Kasun, Jan Garland and Robin Lautenbach at a breakfast professional meeting of Gamma Omega Chapter at Arizona State.

ILLINOIS

UPSILON CHAPTER PROUDLY initiated 35 new members on November 19. They were a great pledge class and we know that they will support our chapter as active members. The Rose Formal following initiation was also a success. Many undergraduate members, faculty, and alumni attended and a good time was had by all.

Founders' Day was celebrated on Saturday, November 5, when the chapter hosted a reception for the alumni and their guests. As this was also Homecoming weekend at the University of Illinois campus, several alums were down for the game. Many had a chance to see old friends and Brothers, and reminisce about old Deltasig days.

Chapter activities have been very successful this year. Our annual football game against Alpha Kappa Psi took place as scheduled and, despite bad weather, many Deltasigs came out to cheer the team on. Fund raising activities have also gone exceptionally well. Our "Three Stooges" movies never fail to draw a good crowd. Efforts by the blotter committee have also been well rewarded, and many members make it a point to patronize our advertisers. Everyone in the chapter is again working hard to make 100,000 points in the Chapter Efficiency Index.

—MARY F. MURRAY

WISCONSIN-MADISON

PSI CHAPTER AT the University of Wisconsin-Madison was off to an early start this semester by sending seven Brothers to the Grand Chapter Congress in Toronto. Thanks should go to all participants who made it a successful and enjoyable time. Formal initiation followed on September 4 with eight new Brothers joining the men of Psi Chapter. They are: Bruce Carroll, Dave Gottlieb, Jeff Hanson, Gary Herman, Keith Kuells, Doug Nelson, Pete Slagel, and Ron Staaland.

Hard work has paid off again for the Deltasigs. Competing with other Greek houses on campus last year, we took a first place of \$500 in the can reclamation contest sponsored by Miller Brewing Company. This year we hope to double our winnings by entering our Little Sisters in a similar contest. Other fund raising activities include the sale of Business Week on campus, which brought in over \$250 for charity, and football game parking in our back lot.

After parking cars, the House retires to their front terrace, directly across from Camp Randall, for a pre-game band warm-up with a sorority. Throughout the semester one will find the Deltasigs keeping the Great Wisconsin traditions. Again this year, Psi Chapter did co-host the Annual Student-Faculty Picnic with the School of Business. It provided the House with good publicity and a chance to talk informally with the professors. Highlighting our social calendar was Homecoming week when we celebrated Founders' Day and the Chapter House Anniversary.

A full roster of professional activities is planned. From the professional community we have selected seven guest speakers to address the House on their related fields. Later in November the chapter planned a field trip to the Milwaukee business area. At the same time we hoped to tour several large banks in cooperation with our Banking and Finance class.

Recent Wisconsin Students Association elections put Brothers Wendell Kurtz and John Dewey into senate seats representing the business school. Their experience and position will certainly be an asset to the chapter.

Lastly, we congratulate and wish the best of luck to three graduating Brothers: President Mark Woodruff, Les Green, and Dave Bosio. Their inspiration and credit to the fraternity is indeed commendable.

—GARY J. HERMAN

LOYOLA-CHICAGO

GAMMA PI CHAPTER at Loyola University of Chicago has once again proven its strength of character against insurmountable odds. Acquiring the largest pledge class in years at a commuter campus where "frats" have been for those "others," the Deltasigs are now not only the main fraternity, but also a welcomed institution within the university.

Notwithstanding the frustrations of room obtainments, speaker clearances, widespread advertising, etc., Brother Pierson and his committee brought us several reputable speakers, including Donald Shepherd, Professor of Management. Brothers Huck, Mancuso, and Redell, with assistance from all Brothers, headed rushing and pledging activities. Paul Otter, treasurer, and his social committee organized numerous social events including two smokers, bowling nights, parties, and the famous Brothers vs. Pledges football game. A hayride and party was also organized to commemorate our chapter's 27th Birthday. Brothers and pledges cooperatively increased GPA's with study nights and tutoring.

Mid-semester, a Greek Week was organized by us in conjunction with a sorority. The entire student body took delight in the antics such as beer can stacking, balloon shaving, a gong show, and toilet paper sculpturing; the Brothers prided themselves on embarrassing our rival fraternity in a tug-of-war contest.

Finally, much thanks is due to our chapter advisors, Don Colby and Jim Prescott. Without their leadership and guidance through troubled times, Gamma Pi Chapter might be only a memory. In closing, a word from our resident philosopher, Brother Long, warrants attention: "No longer is fraternalism an abstract ideal in Gamma Pi Chapter; rather,

it is a living experience."

—KEN A. MICHAELS

FERRIS STATE

DELTA RHO CHAPTER emerged from a very exciting year, and is planning for another great year; 100,000 points in the Chapter Efficiency Index were achieved last year and we are working very hard to attain that goal again this year.

This Fall, 38 Brothers returned, keeping us the largest fraternity on campus. Upon returning, we held our open smoker and we were involved in the Professional Business Organization Day. Out of these activities, we gained 11 pledges.

Tours and speakers were on the order of business for the Delta Rho Chapter. In November, we went to Chicago to visit Marshall Fields, Leo Barnett Advertising Agency, Chicago Mercantile Association, Alexander Grants, and First National Bank of Chicago. We have had three excellent speakers this quarter. Brother Ron Erickson talked to us about the nationwide company of Jewels. He explained to us their way of hiring and what the company is involved in. Brother Terry Gates talked to us about the all important subject of Life Insurance, what it can do for us as well as for the family. Brother Larry Root was our last speaker of the quarter. He is a judge for Mecosta County and the youngest Circuit Court Judge in the country. He discussed our penal system, the law and what it does for all of us. All of these speakers were very informative and the Brothers gained much information. We are also hosting the Area Conference for all Michigan Chapters. We are planning a good time for all.

Homecoming was also a first for us. We were proud to enter into the Greek Games before the Homecoming game. We were excited about the outcome of the events even though we placed in one event. Afterwards, we gathered to continue the good time. On the day of the game, we got together with our alumni to see Ferris State Bulldogs snap a four game losing streak. After the game, we put on our traditional Harvey Wallbanger get together. We saw and heard from Brothers of a long ago strong chapter. We have also had many parties along the way, such as our annual Halloween party. Also, we

have had a coffee hour in honor of our teachers. It is a good time and an ever recurring event to keep in touch with our faculty.

We again were involved in the community by helping achieve a successful week at the Oktoberfest Celebration. We sold shirts and buttons which got you into the beer tents at half price. It was very exciting and a fun time to help out in this capacity. We are planning more activities with this community in the near future.

—MARTIN E. ROOT

EASTERN ILLINOIS

EPSILON OMEGA CHAPTER at Eastern Illinois University is off to another outstanding school year, after receiving honorable mention last year. We look forward to 100,000 points in the Chapter Efficiency Index this year. Our rush program started off very well with the taking of 15 pledges. We held a rush party with 70 women of the Alpha Phi Sorority, and followed it up with a hot dog barbeque that weekend. We continued our active social program with a Halloween party with the women of Alpha Sigma Alpha Sorority.

The Brothers all celebrated Founders' Day with a get together at the house, on November 7. Our professional program started off well with a tour to St. Louis, to the Federal



Officers of Epsilon Theta Chapter at C.S.U.-Chico serenade the Chapter Rose Karen Heedick, at Homecoming.



Members of Alpha Rho Chapter at Colorado pay close attention to the valuable advice of a business guest speaker.

Reserve Bank, and then an afternoon at the Anheuser Busch Brewery. We got together with the Brothers from the Eta Sigma Chapter at SIU-Edwardsville, and District Director Bill Stroud for an evening of baseball and beer at Busch Stadium. Our professional program headed north to Peoria for a tour of the Caterpillar Tractor Company and a visit to Hiram Walker.

The chapter would like to welcome Brother Karl Barnes back to the chapter after serving an internship Fall semester with the Internal Revenue Service. Fall semester turned out extremely well, and we expect this semester to be even better.

—WALTER L. MIZENER

LEWIS

ZETA XI CHAPTER of Lewis University has enjoyed a very busy, but equally exciting semester.

Our rushing events this past semester included a formal rush held in the Student Union building on campus, which featured our slide show and several speakers, including Alumnus Brother Glenn Jarema, and an informal rush party held at the home of Brother Steve Wlodarski, president. Both events were well attended by undergraduate Brothers and alumni Brothers and resulted in the pledging of six new Brothers, three men and three women, who were instructed by Brother Ray Lipke, vice president for pledge education. The pledges were initiated into Brotherhood in the traditional sunrise ceremony December 3, followed by a banquet that evening. Also initiated this past semester was Dr. Whelan, president of Lewis University.

Cog Hill Country Club in Lemont, Illinois, was the site of the tenth annual "Touch of Fall" semi-formal dinner/dance, hosted by the chapter in commemoration of the 70th anniversary of Delta Sigma Pi and the twelfth anniversary of Zeta Xi Chapter.

Brothers in attendance dined on Chicken Kiev and danced the night away to the sounds of "Sacramento Avenue." Guests included Dean F. James Staczak, Dean of the College of Business, and his wife.

Five of our Brothers drove up to visit the Brothers of Theta Xi Chapter, Wisconsin-Whitewater, the weekend of September 30-October 2. Our warmest thanks to the Brothers of Theta Xi Chapter for their most gracious hospitality. While visiting Wisconsin, the Brothers also toured the Miller Brewing Company, which they reported to be very interesting.

Our professional program was very educational this semester, thanks to the outstanding efforts of Brother Mark Olson, vice president for professional activities. Speakers have lectured on topics including "Auditing as a Career," "The Differences Between Public and Internal Auditing," "Management in the Corporation," and "The Changing Accounting Environment," while tours have included, in addition to Miller Brewing Company, the Aurora Center and Peat, Marwick, and Mitchell in Chicago.

The Chicago Area Conference held at Northern Illinois University in DeKalb on October 8 proved to be a most educational and informative event, as well as being a very good opportunity to become better acquainted with our Brothers from Northern Illinois University, Loyola University, and DePaul University.

Commendation is also due our faculty and alumni Brothers, whose renewed support and enthusiasm this past semester have been just great. It's been marvelous seeing all of them again and we look forward to their continued participation in our activities.

The Brothers of Zeta Xi Chapter wish all of our Brothers everywhere a very successful and profitable Spring semester!

—CHERYL A. REZNICEK

NORTHERN ILLINOIS

ETA MU CHAPTER at Northern Illinois University had a very productive Fall semester. President Walt Kuras led our chapter up to Toronto for a most enjoyable national convention in August. Eta Mu Chapter placed second in total attendance with nine of our Brothers present. Returning from the convention we had the largest rush on campus with 94 prospective pledges. The pledge class, which numbers 26, is led by Vice President of Pledge Education Bob Ferrentino.

Eta Mu Chapter hosted a Regional Conference for the Brothers of Chapters Alpha Omega, DePaul; Zeta Xi, Lewis; Gamma Pi, Loyola; and Theta Omicron, St. Ambrose. The conference involved discussions of chapter operations. In between the convention and conference we updated our bylaws to be in compliance with the National Constitution.

Leading off our professional program for the semester was a tour to the John Deere Harvester Works in Moline, Illinois. The tour was very educational and showed us the operations of a large company. One of our speakers was Roland McCorkle, the Manager of General Accounting for John Deere and Company. Several speakers are planned for the future.

The first fund raiser of the year was a pumpkin sale for the combined Homecoming-Halloween activities. Eta Mu Chapter made plans to join with Alpha Xi Delta sorority for Homecoming events. These events included a house decoration, decathlon games, water polo, and a mixer. Other social events included an enjoyable hayride at Brother Kerry Jensen's farm.

Brothers Bob Ruch and Keith Sher have run a very successful sports program. The Deltasig "We Mean Business" softball team became undefeated division champs for the NIU intramurals.

In closing, the Brothers of Eta Mu Chapter wish all you a happy, successful and contented 1978.

—WILLIAM J. JACOB

WISCONSIN-WHITEWATER

THETA XI CHAPTER at the University of Wisconsin-Whitewater started the Fall semester with great enthusiasm and pride after the obtaining of 100,000 points in the 1977 Chapter Efficiency Index. With the maintaining of this fraternal bond and effort the chapter again will hopefully achieve 100,000 CEI points.

The Fall semester has been busy with the initiation of nine new Brothers on November 19, and the Rose Formal on December 10 at Chappie's in Pewaukee, Wisconsin. The chapter has had also a full schedule of professional activities such as tours and six speakers from various parts of business, including a speaker, Paul Nowak, from the Arthur Andersen accounting firm. With this busy schedule the chapter still found time to socialize with six exchanges with nearby sororities and the Little Sisters.

The annual half-barrel bowl with the Eta Rho Chapter was held September 17 with, of course, a very decisive victory for Theta Xi Chapter just as in most of the other years.

We would also like to mention that the Zeta Xi Chapter at Lewis University, Lockport, Illinois, came up for a weekend in



Mary Nowell of Epsilon Phi Chapter, C.S.U.-Sacramento, works hard to keep up with the crowd wanting Slurpees at the booth at the California State Fair.

October to visit the Brothers, with everybody having a good time and hoping to do it again sometime.

In closing, the Theta Xi Chapter would like to wish all chapters of Delta Sigma Pi a very successful year for years to come.

—JEFF LUMBARD

MISSISSIPPI STATE

GAMMA DELTA CHAPTER has begun its 28th year at Mississippi State University. The chapter has inducted 25 associate members. The new pledges were inducted at a banquet held at Bonanza Sirloin Pit.

The officers for the 1977-78 year are as follows: Alan Senter, president, Curt Osiek, vice president for rush; Mike Young, vice president for pledge education; Don Whitmire, vice president for professional activities; Sylvia Boone, secretary; Pat Scanlon, treasurer; Suzy Stockstill, CEI Chairman; John Johnson, chancellor; Ken Gates, historian; Dewey Cranfield, social chairman; Dr. Wofford, advisor.

Delta Sigma Pi has begun working hard for this year. Alan Senter and Ed Miley were the Gamma Delta Chapter delegates to the Grand Chapter Congress. The Gamma Delta Chapter sponsored two girls, Kathy Sones and Cynthia Russell, in the Miss Reveille Pageant. This is the yearbook sponsored beauty pageant.

A professional dinner meeting was held at the Bonanza Sirloin Pit. Our speaker was Mr. Danny Tyson of the National Bank of Commerce in Starkville. He spoke to us on banking practices.

The Gamma Delta Chapter is looking forward to a very active year and wish all our Deltasig Brothers the best.

—JIM CHISHOLM and MELANIE SANSONE

MEMPHIS STATE

WITH OUR LARGE turnover of seniors, our membership fell, but we thus far have had a successful year. Our fourth annual track meet on August 27 was a big success, with 190 runners (spectators numbered several hundred), and promotion by two of the three major television stations, Channels 3 and 5. Most recent was "Techniques of Interviewing" on October 6. We had a very good program and a good turnout of students.

Our rush is coming along at a strong pace and it looks like we will have six pledges. Although this is less than we hoped for, we still should meet our quota of 14 by the Spring semester.

This is somewhat brief, but perhaps it will give you an idea of our activities for the past two months.

—WILLIAM F. STURDIVANT, JR.

LOYOLA-NEW ORLEANS

DELTA NU CHAPTER began our Fall rush program with spirit and enthusiasm, heightened by our attendance at the Grand Chapter Congress in Toronto. Grass skirts and flowered dresses gave a Hawaiian flavor to our first rush activity, a luau. A tour of Merrill Lynch, Pierce, Fenner and Smith proved both informative and interesting for members and pledges alike. Delta Nu Chapter was honored to have Brother Joseph Bonin, Dean of our College of Business Administration, speak at our cocktail party, which was the final rush event. We are happy

to announce the pinning of 23 energetic pledges, our largest pledge class since our reorganization in the Fall of 1975.

Delta Nu Chapter gave a slide presentation on our rush program at the Area Conference held in Baton Rouge, Louisiana. It highlighted the many new ideas and suggestions we learned on rush programs at the Grand Chapter Congress in August.

A schedule of professional activities include guest speakers Mr. Jerome Verges of the New Orleans Chamber of Commerce, Mr. Bill Call of Service Masters, and Mr. Munch of Waguespack-Pratt Real Estate. A tour of the Greater New Orleans Tourist and Convention Commission is also planned.

Delta Nu Chapter's social calendar is also complete. A roller-skating party was successful as both a social and fund-raising event. The pledge class sponsored a Halloween costume party which should be enjoyable for everyone. Several Brothers planned to attend a formal given by the Beta Zeta Chapter of Louisiana State University, to be held at the New Orleans Hilton. A cocktail party for members and their parents was planned for November. We would hope to make this an annual function. Our final social activity was a Christmas party, with a special guest visit by Santa Claus and one of his elves.

Delta Nu Chapter wishes all Brothers a very successful year.

—STEPHANIE PRUNTY

NEW ORLEANS

EPSILON NU CHAPTER at the University of New Orleans started out the Fall semester with 40 Brothers returning. During the Summer, the executive committee planned various tours and speakers for the coming semester. One such tour is the Gulf South Coast food service convention. A few of our speakers will consist of various area businessmen, including members of the New Orleans Chamber of Commerce and members of the Small Businessmen's Association.

Rush week proved to be a real success under the watchful eye of Larry Holmes, senior vice president. At this time, we have 10 pledges in our pledge class. The rush period also provided several social events for

everyone to meet and exchange ideas after the summer. The highlight of rush was the smoker where we had the opportunity to hear Brother and Dean of the College of Business Administration, Dr. John E. Altazan.

Having achieved honor roll status in the Chapter Efficiency Index the past two years, we are looking forward to another productive year. The officers for this semester are as follows: Steve Orkus, president; Larry Holmes, senior vice president; Irving Albrecht, vice president in charge of professional activities; Tom Hurst, treasurer; Phillip Hymel, secretary; Mike Middleton, chancellor; Buddy Stockman, Chapter Efficiency Index chairman; Larry Oster, historian; and David Doiron, social chairman.

Several Brothers had the opportunity to attend the Grand Chapter Congress in Toronto, Canada, where they learned many new ideas which will assist the chapter in the future.

Socially, we have a great semester to look back on. One party that stands out is the annual Halloween party, because candy was put in packages and distributed at various area children's hospitals. Also, we were active in various intramural sports which helped in advertising our organization in the campus newspaper. Our semi-annual retreat was held on the weekend of October 22 and 23. This is a time where we can get together for some fun and games on Saturday, and then on Sunday, we have our bylaws revision meeting.

As a final note, we wish to extend a hearty welcome to two transfers from different universities. From Weber State of Eta Lambda Chapter, we welcome our first female member, Sister Kay Lawson, and from Louisiana State University of Beta Zeta Chapter, Derrell Roussel.

Epsilon Nu Chapter extends its best wishes to all chapters of Delta Sigma Pi.

—JOSEPH CHARLES STEHLIN III

MISSISSIPPI COLLEGE

ZETA IOTA CHAPTER at Mississippi College began its Fall semester 1977 with another successful rush and plans for a full year. The Brothers and Sisters of the chapter have had several fund raising activities, including a booth at the Student Body Car-



Combining a Bake Sale and a Recruiting Table during the Fall was Epsilon Phi Chapter at C.S.U.-Sacramento.

ival, doughnut sales in the campus dorms and Fund check sales, and future plans have the entire chapter doing marketing and advertising research for a local advertising firm. Our professional program includes plans for tours of local business and industry, as well as speakers at our meetings.

The chapter also celebrated Founders' Day with a dinner and professional meeting, and sponsored a float in the annual Homecoming day parade.

Our officers for the year are: Brenda Laddier, president; David Grant, senior vice president; David Douglass, vice president for pledge education; Bill Farlow, vice president for professional activities; Charles Vianey, C.E.I.; Glenn Taylor, chancellor; Judy Thames, treasurer; Patsy Bailey, secretary; and our sponsor is Dr. Gerald Lee, Dean of the School of Business Administration.

The chapter would like to extend their best wishes to all chapters for a successful year and the best of luck in attaining the 100,000 point goal.

—KATHRYN A. WATERBURY

SOUTHEASTERN LOUISIANA

ZETA SIGMA CHAPTER at Southeastern Louisiana University in Hammond has been busy this Fall semester. Among our activities was a very successful rush party. Our District Director, Louis Lehr, Jr., was the honored guest speaker at this function; a few alumni of Zeta Sigma Chapter also attended. Slides of our past activities were presented to give the prospective members an idea as to what Delta Sigma Pi is all about.

Last Fall the members of Zeta Sigma Chapter formed a volleyball team and competed in the intramural coed volleyball program. We had a good time with this activity, and the team improved, just as we have as a chapter. Perhaps the biggest activity of the semester was a formal held in mid-November in New Orleans. We joined Beta Zeta Chapter at Louisiana State University in Baton

Rouge and Delta Nu Chapter at Loyola University in New Orleans to hold this event.

Looking toward the future, we plan to conduct a fund raising project—selling chocolate candy. We hope to gain from this project.

—JANE E. ROUSSEL

NICHOLLS STATE

ETA IOTA CHAPTER at Nicholls State University had a very successful semester last Fall. After a promising rush season, we had 16 people pledged into the fraternity. Our senior vice president should be commended for this large class.

We have held several professional activities this semester, including a "Meet the Faculty" cocktail party as one of our rush activities. This is aimed for students interested in the fraternity to meet the faculty of the College of Business. Other professional activities were several luncheons with speakers on subjects ranging from the Small Business Administration to "Today's Etiquette." A calculator display was also held on campus for people to come by and look at top-name calculators from New Orleans Business Machines. We also had a number of speakers at our meetings.

The chapter sponsored its third annual "Dunk-A-Prof." This is our Fall money-raising activity where students dunk their favorite or unfavorable professors into a tank of water by throwing softballs at the tank. Throws can be bought three for a quarter or eight for fifty cents. There were 18 professors from the whole college participating, each scheduled for half an hour of being dunked. Our chapter members and pledges took turns manning the table where chances could be bought to "get back" at a favorite prof.

Also held this semester were several community projects. One of these involved serving drinks and food at a fashion show held in Thibodaux sponsored by the Thibodaux Women's Club. Five members offered their services as waiters and waitresses in this project

to make it a success.

Wishing all of you a good year and a productive semester.

—RUTH MATTSO

NORTHEAST LOUISIANA

THE ETA OMICRON CHAPTER at Northeast Louisiana University is enjoying one of the best years in its history. Six Brothers attended the Grand Chapter Congress. These included L. Murphy Smith, president and official delegate, Kim Alpha, Daryl Cameron, Joseph Dispenza, Jeff Nordyke, and yours truly.

Returning from the learning experience and fellowship with all the Brothers, our Fall semester proved to be even more successful than we expected. The Fall rush activities included a guest speaker, Dr. Van McGraw, Dean of the College of Business Administration, and a Brother of the chapter. These activities roused the interest of many business students and helped us to have a Fall pledge class of 18 undergraduates; one faculty member, Mr. Dennis Stewart, assistant professor of economics and finance; and one honorary initiate, George Campbell, vice president of American Bank, making this the largest pledge class in our history.

Our semi-annual retreat was once again held in El Dorado, Arkansas, at the cabin of Scott Ellen, Deltasig alumnus. The retreat included a workshop to discuss the semester's activities; a tour of E & B Electric Supply provided by Ray Ellen, Scott's dad; and a chance for the pledges to become better acquainted with the Brothers and the fine art of playing poker.

The Fall's professional program consisted of tours to Olinkraft and State Farm Insurance, and a speaker from the life insurance business.

Eta Omicron Chapter presented its first intramural football team in several years. Although an expansion team, we posted a winning season. David Cole, the Spring 1977 pledge class president, called the signals. Several female Brothers provided encouragement from the sidelines.

The Halloween season brought another first for the chapter. We had the opportunity to sponsor a "Haunted House" to raise money for the March of Dimes on October 28. Other community groups worked on other nights.

The area conference at Mississippi College on October 15 proved to be a learning tool for both members and pledges, although the pledges did have to leave the room while a few secretive matters were discussed.

Two interchapter parties were planned by the chapter in the Fall: the first followed the N.L.U.—McNeese football game (N.L.U.'s record remained unbroken!), and the second was in December with Louisiana Tech.

Wishing you and yours a great Spring semester!

—LISA STAFFORD

NEBRASKA-LINCOLN

ALPHA DELTA CHAPTER at the University of Nebraska-Lincoln sponsored the Delta Sigma Pi Basketball Marathon on December 2, 3, and 4. The 44-hour marathon featured the Deltasigs playing opposing teams made up of members from throughout the city of Lincoln. The proceeds from the marathon went to giving a Christmas party and pres-



Theta Chi Chapter at San Jose State presents 10 new pledges.

ents to the Nebraska Center of Children and Youth and Lomar Hostile-Lancaster Office of Mental Retardation.

The biggest item on the Alpha Delta Chapter's professional program was our trip to Denver, Colorado, the beginning of January. We spent several days visiting major businesses in the area. Additional aspects of our professional program included a tour to Valmont Industries on October 21 and such speakers as Barbara Lautzenheiser, vice president and actuary of Bankers Life of Nebraska, and Richard Lutz of The Richard Lutz Entertainment Agency. Richard Lutz was one of the chapter's guests at our first professional dinner of the Fall semester, along with John Watton, Chapter Consultant, and our District Director, Steve Ludwig.

During initiation ceremonies last November the Alpha Delta Chapter initiated 23 men and women. This was the largest pledge class in the recent history of our chapter. The chapter, now numbering over 50 Brothers, is ready to make this semester an even better one than the last. And one of the activities we are looking forward to is the 1978 North Central Regional Basketball Tournament, February 17 through 19. The Tournament is being sponsored this year by Theta Tau Chapter at St. Cloud State University.

In closing the Alpha Delta Chapter of Delta Sigma Pi hopes that you all had a Merry Christmas and if any of you are ever in Lincoln, give us a call.

—LYNN EAO PAUSTIAN

MINNESOTA

ALPHA EPSILON CHAPTER at the University of Minnesota each quarter tours a variety of area businesses. Past tours have included such businesses as Honeywell, Sears and Roebuck Company, and Piper, Jaffery and Hopwood. An upcoming tour will be at the 3M Company in St. Paul. Vice President Dunn has done an exceptional job organizing all the activities during his term in office.

The Brothers of the chapter have begun practice for the upcoming North Central Basketball Tournament. This annual regional event will be held in St. Cloud and will be sponsored by the Brothers of Theta Tau Chapter. Each year the Alpha Epsilon Chapter has received awards for participating and enthusiasm. Again this year, the Brothers of the chapter will show strong support for this Fraternity function.

—TIMOTHY A. BLOUDEK

SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota started the Fall semester proud of the achievement that our North Central Region placed first in the Chapter Efficiency Index point standings for last year. We contributed 85,750 points to this total and would like to congratulate the other chapters of the North Central Region for their effort.

The first order of business for the semester was recruitment. The chapter pledged 18 prospective new members including 11 women and seven men during formal pledging on October 5. Also, the Alpha Eta Chapter initiated Lynn Stephens as a faculty Deltasig last semester to increase the fraternity membership to 11 members. On October 12, John Watton, Chapter Consultant from The

Central Office, visited Alpha Eta Chapter to relate information helpful to us. He showed an interesting slide presentation of The Central Office in Oxford, Ohio, in actual operation.

The Ways and Means Committee conducted a music raffle as its early project of the semester. Fifty dollars of records and tapes was the prize distributed. Plans are being finalized to continue the birthday cake distribution as well as the always successful energy packs before finals.

Continuing the idea of being physically as well as mentally sharp, Alpha Eta Chapter participates in intramural volleyball, softball, bowling, and basketball leagues. This prepares us to face the faculty with dignity when we compete against them during the year.

Founders' Day was observed November 7 at the Cavalier by many persons in attendance who enjoyed a banquet commemorating the day. President Charles Lein, University of South Dakota, was the featured speaker at the event. He is a faculty alumnus and we were honored by his presence.

The professional program has included speakers from major accounting firms, insurance companies, and investment firms. Plans are in progress for tours of local businesses.

The conclusion to the semester was the formal. It was held in Yankton, South Dakota, on December 3 at the Kochi. Many faculty and alumni were present.

The Fall semester has been very successful in terms of activity. Alpha Eta Chapter wishes all Deltasigs a very successful New Year.

—GAYLE FEISTNER

DRAKE

FALL RUSH SAW over 50 rushees attend the rush program put together by Brother Brent Greenwood. From this successful rush we now have one of our largest pledge classes,

one of 20 members under the leadership of Brothers Colin Anderson and Jeff Nepote.

The Brothers of the chapter are looking forward to another fine professional program. This year the professional program is under the auspices of Brother David Rogers, who made plans for a Fall field trip to Chicago and is planning on Washington, DC, as the destination of our Spring field trip.

Career Day, our annual Fall program for the University, was a huge success with representatives from over 40 firms on campus informally meet with the Drake students. Brothers James Allen and Mike Nichols made this year's Career Day one of the best that the Alpha Iota Chapter has seen.

With Brother Robert Wassick handling fund raising, we have been able to set Washington, DC, as the prospective site of our Spring field trip. With the hard work of all the Brothers of the chapter we should be in Washington in the Spring.

—WILLIAM S. SNARSON

ST. CLOUD

THETA TAU CHAPTER at St. Cloud State University is teeming with pride after recently achieving 100,000 points in the Chapter Efficiency Index; hopefully, this academic year will again see us honored with this award. The esprit d'corps among our Brothers can be seen in the interest and building anticipation which we hold as hosts for the North Central Region's 18th Annual Basketball Tournament, spearheaded by Mark Finger.

The extant and locally renowned Spring break trip to Daytona Beach, Florida, (promoted by Theta Tau Chapter), preceded our introduction of a ski trip to Whitefish, Montana. Presiding Brothers Steve Lambros and Ken Noyes anticipate sending 43 people on this initial excursion to the Big Mountain ski slopes.

This year Theta Tau Chapter will be awarding, under the auspices of the Douglas



Fifty prospective members enjoyed the Spaghetti Dinner prepared for them by members of Epsilon Theta Chapter at C.S.U.-Chico.

Jirik scholarship fund, a total of \$1,500 to a number of qualifying students. Harry Challenger is the chapter's manager for this memorial fund.

The Fall pledge class yielded 18 new Brothers. Their major project was a community service act in which they worked for elderly and disabled individuals by doing such things as yardwork and making building repairs. A job well done!

Highlights of the Fall quarter included an alumni vs. member football game, which was organized by Ron Davis, and a successful Career Week which culminated in a Career Information Day with over 42 companies and organizations in attendance. John Dixon, the presiding officer for Career Information Day, enlisted the talented Douglas Odell, (Former national merchandising manager for Sears Roebuck Corporation), as the guest speaker.

As this is written on the eve of our alumni banquet, it is only proper to mention that the Brotherhood within Theta Tau Chapter is one and the same as that which is shared among and between all of the chapters and Brothers of Delta Sigma Pi.

—ALLEN E. HOPPE

MISSOURI

ALPHA BETA CHAPTER at the University of Missouri at Columbia is off to another good year. The Fall semester began with a successful rush program headed by Brother Marc Kirchhoff, our senior vice president, which enabled us to pin 22 outstanding rushees. A bit of history was made as Alpha Beta Chapter initiated its first female member! Two special guests were present at the initiation, Brother Mike Mallonee the Director of Alumni Activities, and Brother Warren Simpson, the Midwestern Regional Director. After initiation we all enjoyed an open bar and the big barbecue that was held later on that night really topped off the full day of events.

Brother Tom Heller, our Finance Chairman, has reported to the chapter that the proceeds from our coke booth at the Missouri

football games are well above last year's total. Since this is our major money making project we are all very pleased.

Brother Greg Tourkakis has done an excellent job as our vice president for professional activities. The Brothers at Alpha Beta Chapter have had a variety of professional speakers in to talk to us on different business topics and we all looked forward to our Fall semester professional trip. This year we planned to go to Memphis, Tennessee, on November 16, 17, 18, and 19.

Yes, Alpha Beta Chapter is off to another good year, and with Brother Larry Schoeneberg as our C.E.I. Chairman to keep us on course we plan to make our goal of 100,000 C.E.I. points for the 38th year in a row!

—TERRY W. HILKER

OKLAHOMA STATE

GAMMA EPSILON CHAPTER at Oklahoma State University started last semester with a successful rush smoker. We had 25 people at the first pledge meeting. A picnic was held Homecoming weekend to better acquaint the pledges with the chapter members. The chapter went on to initiate 25 new members.

The Fall semester provided an excellent professional activities schedule. Included in this dynamic program was Mr. Stewart with Martiz Inc., psychologist and professional writer for television and the late President Truman. He spoke on motivation and success. We also had the good fortune to tour the TG&Y offices in Oklahoma City. Other professional activities consisted of a tour of Phillips Petroleum Company and a speech by Dr. Starks of the Business College on the topic of interviewing. We also had a tour of Tinker Air Logistic Center in Midwest City.

The Gamma Epsilon Chapter was proud to work again with the Stillwater Jaycees on the Haunted House at Halloween. We also participated in the distribution of desk pads for the school. The pledge group was able to have a can food drive, as well as a visit to the nursing home.

The professional activities, outstanding new members and chapter projects will combine to keep a strong chapter even stronger. We are looking to the Spring semester to be outstanding, and wish the best to all chapters of Delta Sigma Pi.

—GREGORY K. SAMPSON

TEXAS-AUSTIN

ONCE AGAIN THE men of Beta Kappa Chapter are proud to report another successful semester. With the guidance of President Bill Pyle, the Beta Kappa's enjoyed a well rounded slate of activities and achievements.

Senior Vice President Daryl Bohls started the ball rolling by gaining an outstanding group of new members through a well organized rush program. Junior Vice President Stephen Rhea followed this act by providing a firm but fruitful pledge program that saw 30 new neophytes transformed into unified new Brothers.

Wally Norwood, professional vice president, provided the Brothers with a diverse group of speakers at four Brown-Bag Luncheons, rush functions, and regular Monday night meetings. Members also benefitted from three Austin area field trips which included visits to a large bank, a Big Eight Accounting Firm and an advertising agency. In addition, the chapter provided service to the Business Placement Office and hosted a faculty cocktail party.

The Beta Kappa's are a very close-knit group; therefore, the members enjoy partying and socializing with each other. Social Chairman Craig Overstreet did his best to keep us well supplied with festivity requisites. Three match parties with social sororities were big events of the semester. However, the Delta Sigma Pi Texas-OU open bar party in Dallas on October 7 was overshadowed by the sterling performance the Longhorns displayed the next day. Among the themes of our gatherings were a suppressed desire party, a country-western party, and an open bar casino party. The semester was capped by our Christmas Open Bar Formal where we were pleased to honor our Rose, Kim Ivry. Our Intramural Program, headed by Randy McDonald, was exciting and eventful as we headed towards yet another trophy for our case. Both A and B teams in football and volleyball reached playoffs. Jim Ward and Mark Moore turned in fine performances in bowling. Tim "Birdfeet" Wendel also must be congratulated for winning the golf "Long-Knock" contest for the whole University with a drive of nearly 275 yards.

The Beta Kappa Chapter's service projects included helping the Salvation Army fit shoes on under-privileged children and assisting the UT campus blood drive.

Our chapter is off to a great start in achieving 100,000 CEI points as our calendar has been full and CEI Chairman Larry Lewter has considerably improved our reporting procedures with the help of Chapter Consultant Danny LaFont.

The Beta Kappa Chapter wishes success to our fellow chapters across the nation as well as to The Central Office staff in the coming year.

—MIKE WATANABE



Members attending the informal Western Regional Conference gather around a sleepy Grand President after a long day's discussion of recruiting and pledge education.

HOUSTON

ETA PSI CHAPTER has been busy since our last report to The DELTA SIG Magazine. Our Spring professional program Calendar, developed by Phil Adkins, was filled with activities ranging from a tour of the Houston Ship Channel to tax seminars to presentations by the Small Business Administration, as well as others. Eta Psi Chapter placed third in intramural softball under the tutelage of Coach Rob Fletcher. In the annual Delta Sigma Pi Bike Race, Eta Psi Chapter captured fourth place out of a field of 18 contenders. For a while the smart money was on us, as we had placed first in our preliminary heat of six contenders before placing fourth in the finals.

Members of Eta Psi Chapter attended both the Southwest Regional Conference in Dallas (which Nick Adama, Phil Adkins and Roger Schermbeck attended) and the 31st Grand Chapter Congress in Toronto (Johnny Plemons was a delegate and Roger Schermbeck was an alternate). Roger Schermbeck, who thoroughly enjoyed the Dallas Convention, said the Grand Chapter Congress in Toronto was even better and reported having a great time.

Our officers for the Fall are President Gary Wynne; Senior Vice President Tom Thomas; Vice President for Pledge Education Mike White; Vice President for Professional Activities Rick Bird; Vice President for Financial Affairs Jim Pate; Treasurer Marc Murphy; Secretary Don Snyder; Chancellor Phil Adkins; and Historian Jim Stewmer.

Houston was the site of the Annual Southwest Regional Softball Tournament which Sam Houston State won and which all the participants enjoyed, if the amount of beer consumed was any indication.

Our nine new pledges helped the members battle the game but gimpy alumni in our undergraduate-alumni football clash which the alumni won by quitting at the only time they slipped ahead. The undergraduates, who had led for an hour and a half, were justifiably enraged at this ungentlemanly retreat from competition and claimed a hotly disputed moral victory.

—TED ISENSEE

DENVER

ALPHA NU CHAPTER at the University of Denver experienced a great Fall quarter. The active membership was very enthusiastic and worked extremely well together. Through our recruitment efforts, the pledge class doubled our membership. Formal initiation was held November 20, 1977, at Bernard's Restaurant & Lounge. In addition to the pledges, we also initiated the owner of Bernard's, Bernard Haug, as an Honorary Member.

Our professional program encompassed the interests of many of the students in the College of Business Administration. Speakers included experts in the fields of White Collar Crime, Advertising, Labor, Certified Public Accounting, and Food Service Management. Many thanks are extended to our District Director, Brother Ron Hilton, for his help in the planning of a successful program.

Our fund raiser Fall quarter was once again the Delta Sigma Pi Book Sale. Each quarter the Brothers handle an enormous

volume of used books, sold on consignment from one student to another, as there is no other outlet for used books on campus. On November 1, Alpha Nu Chapter sponsored the all-university blood drive in coordination with Belle Bonfils Memorial Blood Center. It was a highly successful drive; we topped our quota of 180 donors!

A special thanks is due Brother Ted Atlass, Regional Director, for the advice and guidance he extended to us Fall quarter. With his help and that of many of the alumni, Alpha Nu Chapter is looking forward to a great 1978!

—NORINE A. WYMAN

COLORADO

The ALPHA RHO CHAPTER of Delta Sigma Pi is off to a fantastic start this semester. Spirits are running high among members and pledges alike. Many students have shown an interest in the fraternity. This semester's pledge class has 35 members, each of whom is hoping to become one of the selected few that become fraternity members.

We have had such great speakers as Roger Wold, manager of Bosworth & Sullivan Investment Company's Boulder office. Our schedule of future speakers will consist of Mr. Neal Creswell, C.L.U., Northwestern Mutual Life Insurance Company speaking on "How to Buy Life Insurance." In addition, Mr. Sam Nein from Moore Realty and Company will talk about "Home buying and Other Real Estate Investments." We certainly will be interested in hearing from these speakers.

Deltasigs assisted with the Blood Drive on November 4 and 5. The fraternity will do a service project with the local Eco-cycle this semester. In the upcoming term more service projects will be planned for the fraternity.

Certain businesses in the area have extended invitations to the fraternity for purposes of touring their companies. Last semester the fraternity toured the IBM plant and on October 14 Deltasigs visited the Coors

Brewery Company for a tour plus fringe benefits!

Delta Sigma Pi sponsored a movie on October 25 and 26, as another money making project. All proceeds will go to the fraternity's general fund which will be used for our service projects.

This semester's current officers are: Dave Klenzendorf, president; Sherri Harboe, senior vice president; Dan LaPlante, vice president for pledge education; Linda Fechtner, secretary; John Yelenick, treasurer; Brent Stiffle, publicity chairman, and Bill Schlaufman, CEI Chairman. Our committee for professional activities includes Marian Schreder, Rob deKieffer and Dave Klenzendorf.

The Alpha Rho Chapter would like to extend their best wishes to all chapters for a successful year.

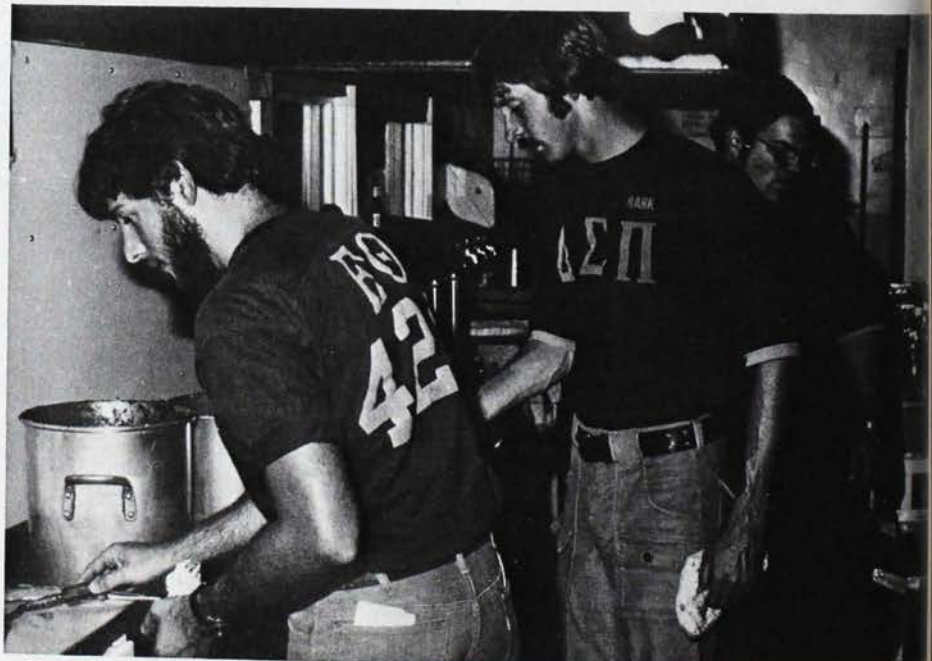
—LINDA A. FECHTNER AND BRENT STIFFLE

NEW MEXICO

GAMMA IOTA CHAPTER'S Fall semester was highlighted by the professional speaker program put together by Michelle Matteucci. One of the most notable speakers was Frank Kleinhenz. Mr. Kleinhenz was the Chief Administrative Officer for the City of Albuquerque. He gave an intriguing presentation focusing on the smooth running of a metropolis.

Football games were an important unifying activity for Gamma Iota Chapter. We have already played the ZIA Alumni and we are looking forward to getting together with the Brothers from Epsilon Upsilon Chapter soon.

John Thompson is the hard working chairman of a newly initiated professional program. This program will invite businessmen from Albuquerque and New Mexico, to give formal presentations to the students. After the presentation the speaker will be stationed at a central part of the business school, for the afternoon, to talk to students on an informal basis. This program has received strong support from the business



Members of Epsilon Theta Chapter at CSU-Chico prepare a Spaghetti Dinner for a recruiting function.

school faculty and has also received support from the business community.

President John Cox was in close contact with chapter officers this past semester. Formal meetings on a frequent basis aided chapter coordination of activities immensely.

—MICHAEL BUSH

ARIZONA

THE GAMMA PSI CHAPTER at the University of Arizona is looking forward to a very successful semester. Directed by Rob Madrid, senior vice president, and Jonathan Butler, vice president for pledge education, Fall rush resulted in the pledging of 18 prospective members. Realizing the role women play in business today, the chapter is taking steps to go coed with the induction of this pledge class. Brother Butler has revised the pledge program, making it more appropriate for the chapter.

An informal smoker was held to acquaint prospective members with the Brothers. Ron Hummel, Director of Placement Services at the University of Arizona, was the guest speaker at the formal smoker.

President Joseph Radigan's goal this semester is to improve faculty relations and to make Delta Sigma Pi more visible at the University, through a professional program arranged by Steve Greer, vice president for professional activities. The program will be of interest not only to the chapter, but to the College of Business and Public Administration as well.

Cal Potter, former chapter president and presently a law student at the University of Arizona, gave an interesting talk on what he has learned from Delta Sigma Pi and the rewarding experiences of working in the chapter. He also spoke on the Law College. Ron Asta, formerly on the Pima County Board of Supervisors, spoke on local government and planning in Tucson. Other speakers include Steve Thomas, Northwestern Mutual Life Insurance Company, Bob Mejias, South Tucson

Assistant Administrator and a Brother; Pima County Sheriff Richard Boykin; Henry Quinto, President of Levy's Department Store; Attorney James Fein, speaking on consumer fraud; and Dale Henderson of Ernst & Ernst speaking on public accounting, accounting trends, and recruiting.

Tours scheduled for the semester are the operation center for Mountain Bell Telephone; the Valley National Bank Operation Center; University Hospital at the University of Arizona Medical School, and Tucson Newspapers, Inc.—The Arizona Daily Star and The Tucson Citizen.

Highlighting the professional program was State Senator Tom Goodwin, guest speaker at the initiation banquet on November 19. All phases of initiation are being coordinated by a committee headed by Dick Perkins.

The Brothers traveled to Phoenix on October 1 to attend a professional seminar hosted by the Gamma Omega Chapter at Arizona State University. It was a fruitful meeting and gave the Brothers of both chapters an opportunity to get together.

The newsletter of the Gamma Psi Chapter is being revived this semester. A community service project is being planned by both the chapter members and the pledge class. Social activities for the semester include the traditional Halloween party, a Homecoming party, and Founders' Day celebration.

Completing the roster of officers for the Fall semester are Al Albertini, chancellor; Al Pacheco, secretary; Jim Faulkner, treasurer; Mitch Reid, historian; and Chris Stevenson, CEI Chairman. Mitch States is serving as chapter advisor again this semester.

—ROBERT MADRID

ARIZONA STATE

GAMMA OMEGA CHAPTER was represented at the Grand Chapter Congress by President Jan Garland and 14 other Brothers, by far the largest delegation in Toronto. The chapter hosted the first "Arizo-

na Margarita Party" for the entire convention, which we hope to repeat in Atlanta in 1979.

Last Fall, all three Arizona chapters joined together for the first time for a Professional Development Seminar. Hosted by Gamma Omega Chapter, the program at Arizona State University drew 63 participants. Vice President for Professional Activities Greg Kasun planned the day-long event which included speakers on employment interview techniques, biofeedback, career path experiences of a recent graduate, and nationally known motivational speaker Joel Weldon.

Gamma Omega Chapter began the year with 62 active members and initiated 16 pledges under the guidance of Robin Lautenbach, vice president for pledge education.

—CARL BROWN

NEW MEXICO STATE

EPSILON UPSILON CHAPTER is in swing for another academic year of action. Under the direction of Brother John Hardin, senior vice president, the chapter selected 35 pledges for Fall rush. Chapter Advisor Dr. Del Wells and Arnold Viramontes were speakers for rush smokers.

Jim Lujan has set up a promising professional agenda including Lowell Dayton, manager of our local McDonald's, Eddie Eyers of the Retail Clerks Union, and Steve Rinehart, the manager of the Las Cruces Inn. Sara Garde had organized a number of events for our Social '77, including a Founders' Day hamburger fry with Gamma Phi Chapter from Texas-El Paso, and Gamma Iota Chapter of Albuquerque. The social events have been very effective in promoting unity within our chapter. In the area of finance, Brother Kevin Jillson organized a very successful dance on October 8 with over 900 people attending. Brothers Terry Stewart and Jon Emerick had many exciting stories to tell concerning their trip to the 31st Grand Chapter Congress in Toronto.

Outstanding events on our calendar included our Annual Food Drive, our Initiation Banquet on December 3, and plans for a chapter retreat this semester. We are again on our way to the 100,000 mark in the Chapter Efficiency Index, and would like to extend to all chapters our regards for success in all your endeavors.

—ALBERT C. JORDAN

WESTERN STATE

ZETA KAPPA CHAPTER started off the year with a very successful rush program, which ended with the pledging of 11 prospective members. Professional activities during Fall semester were highlighted by a tour of the King Soopers complex in Denver. King Soopers is a regional grocery chain, boasting one of the most advanced meat processing plants in the country. In addition to the meat plant, we also toured their bakery, warehouse, and film labs. Speakers and films kept us busy at regular professional meetings. Once again, the Brothers sold concessions at home football games to provide additional income for the chapter.

Social activities for the year started off with an all Greek kegger, the first activity sponsored by the newly formed Inter Greek Council at Western State. The purpose of the council, of which Zeta Kappa Chapter is a



Manning the Slurpee booth at the California State Fair earned \$5,900.00 for the Jerry Lewis Muscular Dystrophy Telethon by Epsilon Phi Chapter at C.S.U.-Sacramento.

member, is to promote more cooperation between Greek organizations. Later in the semester we had the traditional Pledge-Brother breakfast, and also celebrated Founders' Day.

The semester ended with initiation, and a banquet in honor of the new members. The Brothers of Zeta Kappa Chapter are working hard, and we're already well on our way to our goal of 100,000 points in the Chapter Efficiency Index.

—JON W. KEENAN

NORTHERN ARIZONA

ZETA OMEGA CHAPTER at Northern Arizona University did experience an exciting Fall semester. We have progressed in all aspects of the fraternity. To begin with, our professional program has been quite informative, including a tour of the Flagstaff Community Hospital and speakers from the state capitol. We are looking forward to lectures from Bart Fleming, State Treasurer and Pamela Field, Assistant Attorney General.

The completion of the Northern Arizona University Ensphere brought additional excitement to this year's Homecoming activities. A record number of alumni joined us for an afternoon barbeque, the football game in the Dome, and a post-game celebration. We hoped as many alumni would return to Flagstaff for our Fall initiation and banquet to be held at the Elks Lodge.

Our 10 associate members proved to be quite impressive. Along with helping the Brothers raise money by ushering at various campus events, the pledges sold spirit buttons promoting the Lumberjacks and the Ensphere. To enhance community relations, Zeta Omega Chapter is sponsoring a picnic for the Big Brothers/Little Brothers of Flagstaff. We will provide an afternoon of games along with a cook-out.

As you can see, Zeta Omega Chapter has been keeping more than busy. We look forward to hearing from any Brothers who are passing through Flagstaff. Deltasigs at Northern Arizona University want you to know that we are alive and on the move.

—THERESA M. JESZKA

LOYOLA-MARYMOUNT

DELTA SIGMA PI CHAPTER at Loyola University launched a successful membership campaign when three girls, our first, were pinned in a group of eight new pledges at the beginning of the Fall semester. When this group is initiated into the Delta Sigma Pi Chapter, it will mark the first time our membership roll is in double figures since the graduating class of 1975.

One of the main projects we are working on this year is a development in our Professional Program where prominent business people will speak to the upper division students concerning job finding techniques in the various fields of commerce and industry.

Our best wishes are extended to all the Brothers and Sisters. We look forward to a productive and enjoyable second half of this school year.

—MIKE XENOS

C.S.U.-CHICO

EPSILON THETA CHAPTER has set some high goals this year, one of which has been achieved by an outstanding effort by Senior

Vice President Brother Don Phillips. Don recruited a record 64 rushees, 21 of which went on to be pinned. Special thanks go to Brother Rick Litton for helping Don through rush week. Our V.P.P.E. Brother Barry Link is doing an outstanding job in preparing these 21 pledges for Brotherhood.

Brother Dave Coates has taken the office of Vice President of Professional Activities. Dave started his program with a tour of Oroville Dam. This tour took 19 Brothers three hundred feet below the water level to learn of the dam's operations. Dave's future plans include a trip to General Motors, Hewlett Packard, and Harold's Club in Reno.

Epsilon Theta Chapter is looking forward to a new type of social this semester. "Classy Socials" will be held with women's organizations to such events as movies and plays on campus.

This year's Homecoming alumni-undergraduate football game got off to a good start. Participation was excellent. The chapter was favored, but with the help of Faculty Advisors Bill Hubbard and Gary Green the alumni went on to win 14 to 0. Following the game, we had our annual Homecoming Dinner Dance. Faculty and alumni participation was outstanding. At the close of the ceremony, Rose Tea Chairman Brother Mark Coleman announced Karin Heedick as our new 1977-78 Rose.

The Brothers of Epsilon Theta Chapter wish all Deltasigs a good year. If you ever happen to be in Northern California, please feel free to call our president, Brother Dave Kvitka; we would love to show you around. (916-343-5240)

—STEVE G. ELDER

C.S.U.-SACRAMENTO

EPSILON PHI CHAPTER started working hard last semester before school began. Our big community service project was raising money for the Jerry Lewis Muscular Dystrophy campaign. Alumni Brother Larry Hoffman, Sales Manager of 7-11 Food Stores—a division of Southland Corporation, brought this need to our attention. For 19 days we operated, in cooperation with 7-11 Stores, the Slurpee Booth at the California State Fair. A slurpee is a slush drink of which we sold cola, lemonade, and bubblegum flavors. A lot of endurance from over 75 per cent of our chapter went to operating the booth 12 hours every day. We feel very proud to have raised almost \$6,000 for Jerry Lewis' kids by selling over 15,000 slurpees! Our very special thanks go to Brother Mike Vasquez who took responsibility for opening and closing the booth every day, making daily financial reports, and for getting the chapter members to work at the booth. Also, we would like to thank Grand President Bill Tatum for going on local television to give Delta Sigma Pi recognition with the Muscular Dystrophy campaign.

We welcomed back Delegate Gerry Hubbell and Brothers Linda Ham and Mary Nowell from the 1977 Grand Chapter Congress in Toronto, Canada. Historian Brother Mary Nowell brought back some nice pictures to help tell of the good times had at the Congress.

After turning in personal resumes and letters of application, 16 well qualified students were pinned as prospective members. This

pledge class is very dynamic, being well on their way with good fund raisers, besides getting the chapter members a rough time in the recent Pledge-Member football game. Brother Brad Viggiano is doing an excellent job as Vice President for Pledge Education.

Our professional program has added a variety this semester under the direction of Brother Dave Michalski. Besides our weekly professional speakers, we had a Career Seminar and a Management Seminar. Both were open to all students and were quite successful. Tours of local businesses, as well as some large industries in the San Francisco Bay area are on the agenda for the near future.

Some of our fund raisers include a Foreign Car Show under the leadership of our President Linda Ham—and, always, our exciting Casino Royale where everyone has great fun even the dealers!

Members and alumni looked forward to getting together to celebrate Founders' Day at the Initiation Dinner Dance.

Thanks go to Brother Chris Bethany, our CEI Chairperson, for listing activities to help each member become aware of their contribution to our goal of 100,000 CEI points for the year.

The biggest theme of the Epsilon Phi Chapter is "Better Communication." We are working more closely with our Sacramento Alumni Club by attending their monthly luncheons and other activities, and by the alumni attending and contributing to our activities. We are also planning to send a newsletter out to our chapters in the Western Region to share ideas and get to know them better.

Thanks go to our other Fall semester officers: Doug Gaines, Senior Vice President; Sue Holt, Secretary; Kathy Hill, Treasurer; and Mark Holewinski, Chancellor.

We, in Epsilon Phi Chapter, wish all Deltasigs a better and more prosperous New Year.

—MARY L. NOWELL

dividends

To Brother and Mrs. Walter J. Lisiewski, Jr., *South Florida*, on May 23, 1977, a daughter, Lori Nicole.

To Brother and Mrs. Charles A. Nader, Jr., *Loyola-Marymount*, on September 19, 1977, a daughter, Kelly Marie.

To Brother and Mrs. William J. Barrantes, *Loyola-Marymount*, on August 13, 1977, a daughter, Andrea Elda.

To Brother and Mrs. Stephen A. Crane, *Rider*, on September 21, 1977, a daughter, Michelle.

To Brother and Mrs. Stephen P. Yambor, *Rider*, in March, 1977, a son, Andrew.

To Brother and Mrs. Gary C. Green, *CSU-Chico*, on September 18, 1977, a son, Casey Mallory.

To Brother and Mrs. Thomas F. Muller, *St. Joseph's*, on June 24, 1977, a daughter, Melissa.

life members

- 9395 Terry J. Manning, *Epsilon Nu*, University of New Orleans
- 9396 Ronald E. Hammer, *Epsilon Phi*, California State University-Sacramento
- 9397 Karl P. Chulski, *Delta Rho*, Ferris State College
- 9398 Walter E. Veith, *Theta Sigma*, Florida Technological University
- 9399 Gaylord H. Winge, Jr., *Beta Omega*, University of Miami-Florida
- 9400 Barry J. Williams, *Eta Tau*, McNeese State University
- 9401 Janet E. Long, *Gamma Iota*, University of New Mexico
- 9402 Scott E. Raymond, *Eta Tau*, McNeese State University
- 9403 John M. Serrell, *Iota Kappa*, Madison University
- 9404 Theodore R. Cromwell III, *Eta Chi*, California State Polytechnic U.-Pomona
- 9405 Michael J. Poulos, *Epsilon Phi*, California State University-Sacramento
- 9406 Myrna R. Ellsworth, *Delta Eta*, Lamar University
- 9407 James J. Weber, *Beta Kappa*, University of Texas-Austin
- 9408 Michael C. Neukum, *Alpha Beta*, University of Missouri-Columbia
- 9409 Claudia R. Cundiff, *Theta Phi*, University of South Florida
- 9410 Gordon L. Culler, *Gamma Sigma*, University of Maryland
- 9411 Robert L. Wiggins, *Eta Tau*, McNeese State University
- 9412 John L. Marlow, *Beta Phi*, Southern Methodist University
- 9413 Dennis P. Peacock, *Delta Eta*, Lamar University
- 9414 Nelson Brooks, Jr., *Gamma Rho*, University of Detroit
- 9415 Patricia M. Scobie, *Eta Kappa*, Troy State University
- 9416 Tim T. Saka, *Gamma Rho*, University of Detroit
- 9417 George A. Mitchell, *Chi*, Johns Hopkins University
- 9418 Roni D. Laskin, *Zeta Phi*, Florida Atlantic University
- 9419 David K. Springmann, *Theta Psi*, Indiana University Northwest
- 9420 Allen L. Herrington, *Eta Theta*, Angelo State University
- 9421 David A. Wood, *Alpha Theta*, University of Cincinnati
- 9422 Alexander E. Alcocer, *Eta Rho*, University of Wisconsin-LaCrosse
- 9423 James S. Scott, Jr., *Beta Phi*, Southern Methodist University
- 9424 Robert A. J. Ekker, *Theta Upsilon*, Siena College
- 9425 Harold F. Henrich, *Psi*, University of Wisconsin-Madison
- 9426 W. Irvin Dutton, *Kappa*, Georgia State University
- 9427 Anita A. Williams, *Gamma Iota*, University of New Mexico
- 9428 Quentin C. Blanchette, *Zeta Xi*, Lewis University
- 9429 Richard J. Zak, *Beta Xi*, Rider College
- 9430 James C. Brennan, *Gamma Pi*, Loyola University-Chicago



Pledge Education was the subject of conversation during the informal Western Regional Conference in the Fall.

WESTERN REGION MEETS INFORMALLY

This informal meeting, on a weekend shortly after the Grand Chapter Congress, was held for officers of each chapter involved in Rush and Pledge Education activities. In attendance were: Delta Pi (University of Nevada at Reno), Epsilon Theta (C.S.U.-Chico), Epsilon Phi (C.S.U.-Sacramento), Gamma Omicron (University of San Francisco), Theta Chi (San Jose State University), Delta Omicron (San Francisco State University), and Zeta Rho (Menlo).

Discussion was held on the ways to attract different pledges, the technique of bids, and what programs (spaghetti feed, smoker, formal dinner, etc.) to use in orientating rushees to become pledges. Fund raising ideas and pledge education were also discussed.

Epsilon Theta Chapter was used as an example and they discussed and showed a typical pledge folder. That night, our Grand President Bill Tatum presented his slide show

on Recruiting that was shown at the Grand Chapter Congress. Epsilon Phi Chapter was used as an example for their good Rush table.

Brother Skip Loomis, our new Western Regional Director, discussed what his objectives were for the year. Skip would like to see more communication between the different chapters. With his leadership, the Western Region hopes to activate new chapters and reactivate old chapters.

Our special thanks go to Bill Tatum who hosted the two day, one night meeting at his home. Also special thanks go to Skip Loomis for providing the food for the hungry Brothers, and Lois Loomis for preparing the delicious dinner.

New and added inspiration, enthusiasm, confidence, and knowledge were the outcome of this event. The sharing of ideas and overall feeling of Brotherhood was beneficial to all.

ALUMNI REPORT

BATTERIES FOR BABY FOOD!

One day several months ago I was visiting in the home of an alumnus in the Dallas area. After awhile, several other alumni stopped by for the purpose of discussing the formation of the recently-chartered Dallas Alumni Club. One of these Brothers was an alumnus from Waco, Texas, who works for a pharmaceutical firm. During the course of the afternoon he traded a case of special-formula baby food for a pair of high-powered flashlights, complete with cells, to another Brother who is a regional representative for a battery company. Nothing that would startle Wall Street, but both Brothers obviously profited from this friendly exchange.

My point is this: with the myriad of businesses and professions with which our alumni around the country are associated, it is almost negligent not to take advantage of opportunities for mutual benefit. Our alumni are salesmen, real estate brokers, insurance agents, securities representatives, individual proprietors, executives, lawyers, and, I understand, at least one dentist. One Chicago Brother reports that his insurance agent, his lawyer, and (probably) his bookie are all Deltasigs.

This is not to say that our alumni clubs and day-to-day fraternal associations should become nothing more than a market place for making money or a forum for freebies; I sincerely hope we all feel that fraternalism and friendship are the greatest bonds we have as Deltasig alumni. But our friendships and fraternal bonds, not to mention our financial well-being, can be enriched and strengthened by "trading" with Deltasigs. Look around and I think you'll see many opportunities you've overlooked before. And I think you'll find that these business opportunities fit in very nicely with your fraternal friendships. After all, we

are a business fraternity.

BUY DELTASIG!

—MICHAEL R. MALLONEE

ATLANTA

ATLANTA DELTASIGS are a proud, as well as a "bullish bunch,—getting ready for '79." Four members of our Alumni Club—Bain Proctor, Mike Mazur, Don Cool, and Marc Cohen—have put together a new membership development slide presentation under the auspices of The Central Office. Chapters are now using this to enhance their recruiting programs, starting with last Fall's rush. It takes 15 minutes; we urge all alumni clubs to include it on a coming program. Get your alumni to help find qualified business school students to join the chapter(s) associated with your area!

Participation in our annual Fall Bar-B-Q exceeded our expectations. Not only was the attendance a record for recent years, but the response from out-of-towners from Florida, Alabama, and Tennessee was heartwarming. The renewal of friendships dating back to the 30's and 40's left beautiful memories.

Close liaison is being maintained with Kappa Chapter, Georgia State. Several joint functions, such as Founders' Day on November 5, have brought undergraduates and alumni closer together. Together with District Director Mike Mazur, we have commenced work on the revival of Zeta Lambda Chapter at Georgia Tech. Address lists are all updated and an early 1978 gathering of Atlanta Alumni, especially those from Zeta Lambda Chapter, is being arranged to kick off this project.

Start thinking now about your 1979 trip to Atlanta to attend the 32nd Grand Chapter Congress. Atlanta is rapidly becoming the next great international city. There's much to see and do here for both pleasure and educational stimulation. Partake of our southern hospitality.

—LAURIE E. BUSSE

BUFFALO

THE BUFFALO ALUMNI CLUB at Buffalo, New York, is starting off the New Year in the same active style that it concluded this past year. Recapping the events of recent months, it was our pleasure to have a national officer from Oklahoma visit us, that being Michael Mallonee, Director of Alumni Activities. Mike was the guest speaker at our October 15 Dinner Meeting at Santora's LaStanza Restorante. He also found time to view spectacular Niagara Falls during his stay. We look forward to having him back again soon.

Following our October meeting, we participated in the undergraduate Fall Work Project in early November which was a Telephonathon for the American Cancer Society. We also teamed up with the undergraduate chapter for a Founders' Day Scotch Doubles Bowling Night at the Amherst Bowling Lane. This event was attended by Brothers and wives or sweethearts, followed by refreshments and awards to the best keggers.

As always, the Initiation Dinner and Dance, held at the Cavalier Restaurant on December 3, was well attended by the alumni Brothers.

Looking ahead to the new year, another Dinner Meeting is planned for late January. Barring another infamous Buffalo Blizzard, the meeting will be held at LaStanza Restorante and is open to all alumni Brothers in the Buffalo area.

Our fund raiser for this year will include another Studio Arena theatrical performance or a Night at the Philharmonics. The evening will be followed by a pizza and wings party. Undergraduates, wives and friends are invited.

The membership committee is in the process of contacting all alumni Brothers of Alpha Kappa Chapter since 1925, as well as recruiting new graduates from the undergraduate chapter. Any Brother wishing to join the Buffalo Alumni Club should contact Brother Art Rago, 2748 George Urban Boulevard, Depew, New York, 14043, Phone 716-684-2099; or Tom Passek, 26 Manchester Place, Buffalo, New York, 14213, Phone 716-881-1691.

—WILLIAM J. PRATT

CHICAGO

THE OFFICERS AND Directors of the Chicago Alumni Club wish all Deltasigs a joyous Holiday Season. We trust that the new year will be one of prosperity and happiness for each of you.

Last November the club celebrated Founders' Day at The Como Inn. A large turn-out of alumni and undergraduates made this one of the best attended functions the club has held in some time. Brother George Simkowski of Psi Chapter was our guest speaker, and delivered a most enjoyable presentation. Founders' Day this year was also used to honor all past club presidents of the Chicago Alumni Club. To add to the honoring of this group of loyal Deltasigs we bestowed on a couple of them the coveted Order of the Golden Helmet. The Order of the Golden Helmet, initiated about 12 years ago by the fraternity for its use and for use by clubs and chapters, is presented to those Deltasigs who have been loyal, active Deltasigs for at least 50 years.

For the third year in a row we have had our annual Christmas Party at Hana East Japanese Steak House in Chicago. The Brothers have really enjoyed themselves at these Christmas parties and we look forward to returning there next year. This month you will have time to relax as we have decided not to have any function in January.

Wine Tasting and Dinner is the agenda for February, now scheduled for February 4. This is open to spouses, or come by yourself if you wish. This is one of our more popular events so send in your reservations just as soon as you receive the flier. In March we will have a Sports Night and Dinner (Brothers only). Dinner will be at the Italian Village in the Loop, and after dinner there will be a bus ride to the football or basketball game (we haven't decided which as of this writing).

Check the up-coming May issue of The DELTASIG for our activities for the remainder of the year.

Club membership is up again this year, which is an indication that many Brothers feel that alumni club membership is beneficial and enjoyable. Life Members can join the club for the small dues payment of \$12.50. As a club member you will receive fliers about each club function, and club newsletters; also you will be charged the Club Member Discount Price on all club activities (which generally means that your price for a dinner at a club function will be about \$2.00 to \$3.00 under the price charged to non-members). Non-Life Members can join the club by paying the annual National Alumni Dues of \$10.00 along with the local club dues of \$12.50 (\$22.50 total). Your National Alumni Dues need not be remitted to the club if you have already sent it directly to The Central Office, and we will automatically apply your National Alumni Dues to a Life Membership should you remit this through the club (unless you request that it not be applied to a Life Membership). All dues payments can be mailed to the club at the address listed below. Checks should be made payable to Chicago Alumni Club of Delta Sigma Pi.

Information about the club can be obtained by writing us at our Post Office Box, or by contacting either of our Vice Presidents of Membership: Jim Hodgdon, 529-8927 (home phone); John Zatarski, 375-8964 (home). The club address is: Chicago Alumni Club of Delta Sigma Pi, P.O. Box 11314, Chicago, Illinois 60611. Join us, and continue to benefit from your life-time membership in Delta Sigma Pi.

—JAMES L. PRESCOTT

CLEVELAND-NORTHEASTERN

HELLO AGAIN FROM the Cleveland-Northeastern Ohio Alumni Club! After a very successful Fall program, our alumni club activities turned to the spirit of the holiday season and the season of spirits.

Our Founders' Day dinner was a big success, and the Brothers all celebrated the Christmas season at our first annual Christmas Party. Our plans are being finalized for the rest of the year, and we hope that all Cleveland area alumni will participate in our activities.

The Cleveland-Northeastern Ohio Alumni Club has sparked new interest for the reactivation of Beta Tau Chapter at Case Western Reserve University, and we are now working on interest at Cleveland State University. Come on, all you loyal alumni out there! Let's see you start new chapters in other cities. The fraternity needs all the help we can give it, and new chapters are the best means of support.

Special thanks to Doug Kline (Beta Tau Chapter) for holding on to the old alumni club funds. It has given us a good start.

For all Deltasigs living or passing through the Cleveland area and wanting to contact us, please write or call Dan Dufala, 4449 Ranchview Avenue, North Olmsted, Ohio 44070 (216-777-5533). Best of luck to all chapters and alumni clubs for a prosperous 1978!

—DAN DUFALA

NORTHWEST INDIANA

THE NORTHWEST INDIANA ALUMNI CLUB has been very busy recruiting new members. We have almost doubled our membership from last year.

Founders' Day was celebrated at a joint venture between our alumni club and Theta Psi Chapter at their initiation banquet in November.

Our Monte Carlo Night was a great success at Fast Bobbie's Lower Level Casino. Fast Bobbie's half-breed racing event turned out to be very interesting.

In January we will have our third annual Scotch Doubles Bowling Tournament. Awards and prizes will be given for the good couples and some for the not-so-good. With Winter still upon us, the Northwest Indiana Alumni Club will sponsor another ski weekend. Hopefully, there will be no broken bones on the slopes or afterwards in the lounge.

Any Brother wishing to join the Northwest Indiana Alumni Club should contact Brother Robert Taylor at 2127 West 51st Place, Gary, Indiana 46408, or you can write the Alumni Club at P.O. Box 1857, Gary, Indiana 46409.

—RAY N. GIACOMINI

LAKE CHARLES-BAYOU COUNTRY

HELLO AND A Happy New Year to all the members, new members and alumni from the Bayou Country Alumni Club of Lake Charles, Louisiana. Sure hope you had a good year with the double 7's.

The Bayou Country Alumni Club has recently held election for our new officers. Rogers Sonnier is our new president and Frank Guidry is our vice president. Tom Baldassari will be the secretary and Keith Powell will be the correspondence secretary. Dr. Eldon Bailey will be the treasurer. Gus Schram III, our outgoing president, will be chairman of the Board of Directors. Also on the Board will be Professor James "Froggie" Watts and Reed Sheppard, past president of the LSU undergraduate chapter.

For Founders' Day we had Brother Dave Painter, an old Tulane Deltasig Greenie, who is a lawyer in the city of Lake Charles. He talked about the changes over the years in the profession of law. Eta Tau Chapter of McNeese helped us round up all the chapter members and their 35 pledges. This is their largest pledge class in their history. They had 29 undergraduates and six professors. Everyone had a good time at the banquet. The alumni talked about the history of the fraternity and Eta Tau Chapter.

Bayou Country Alumni rolled into Christmas with more brotherly fellowship with Eta Tau Chapter. They had a Christmas Party and we all had a grand ole time. Everyone was full of merriment—also, we had some with too much merriment! Hope everyone had a good Christmas.

To start off this New Year of 1978, we are asking any alumni who live around the Lafayette, Louisiana, area to help us. The Bayou Country Alumni Club and the McNeese Chapter are trying to start an undergraduate chapter at the University of Southwestern Louisiana. This would surely help to keep the Southern Region No. 1 in the International Fraternity of Delta Sigma Pi. Please call Keith Powell, 318 855-4000, P.O. Box 1214, Lake Charles, Louisiana.

alumni club directory

At November 1, 1977, the following clubs had filled all requirements for franchising for 1977-78 (Payment of Franchise Fee, Submission of Membership Roster, Payment of Alumni Dues for non-Life Members, submission of current officers on Form L, and filing current club bylaws).

Akron

President: Mr. Lyndal M. Thomas
613 Fulmer Street
Akron, OH 44312
Telephone: 216-794-9712

Atlanta

President: Mr. James M. Griffith, Jr.
1285 Middlesex Avenue, NE
Atlanta, GA 30306
Telephone: 404-876-3537

Baltimore

President: Mr. Thomas O. Murn
3101 Brendan Avenue
Baltimore, MD 21213
Telephone: 301-488-5562

Buffalo

President: Mr. Arthur J. Rago, Jr.
2748 George Urban Boulevard
Depew, NY 14043
Telephone: 716-684-2099

Cleveland-Northeastern Ohio

President: Mr. Carl H. Schusterman
2375 S. Green Road
Beachwood, OH 44122
Telephone: 216-382-2956

Dallas-Ft. Worth

President: Mr. Victor Scammel, Jr.
5607 Martel
Dallas, TX 75206
Telephone: 214-827-1716

Gary-Northwest Indiana

President: Mr. Jack N. Baba
7915 Harrison
Munster, IN 46321
Telephone: 219-836-2352

New Orleans-Crescent City

President: Mr. Frederick B. Pecora
2633 Augusta
Kenner, LA 70062

Pittsburgh

President: Mr. Victor L. Scrivo
455 Jefferson Drive
Pittsburgh, PA 15228
Telephone: 412-343-4490

Sacramento

President: Mr. Douglas H. Bertsch
8449 Florin Road
Sacramento, CA 95828
Telephone: 383-0534

San Angelo

President: Mr. Van A. Branham
2116 Chapman
San Angelo, TX 76901
Telephone: 915-949-7135

DELTA SIGMA PI INVITES YOU TO BECOME A LIFE MEMBER

AS A LIFE MEMBER OF DELTA SIGMA PI YOU ARE SPECIAL
AND YOU HAVE SPECIAL ADVANTAGES:

- Your National Alumni Dues are paid for life.
- You receive The DELTASIG Magazine for life.
- You receive your gold embossed Life Membership Certificate and Life Membership Identification Card.
- Your name is added to the Life Membership Roll of Loyalty.
- You have helped to endow permanently your Fraternity.

TO JOIN THIS SPECIAL GROUP—

Send your check for \$75.00 to The Central Office, Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056. If you qualify for one of the special discounts, make your check for the appropriate amount:

Alumni - \$75.00

All Undergraduates - (20% Discount - \$60.00 Total Cost)

Undergraduates who are members of Honor Roll or Honorable Mention Chapters receive an additional 10% Discount (30% Total Discount - \$52.50 Total Cost) if the purchase is begun prior to December 31, following the CEI achievement.

Payment—May be made in full single payment, or in consecutive monthly payments until the full amount is paid. The Central Office will send you an invoice for the remaining balance each time a payment is received. We will appreciate your keeping us apprised of your current address.

INVEST IN DELTA SIGMA PI
AND ASSURE YOUR LIFE PARTICIPATION

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

DELTA SIGMA PI APPLICATION FOR LIFE MEMBERSHIP

Name _____ Chapter _____

Address _____

City, State, and ZIP Code _____

Enclosed is my check for \$ _____ to pay () part, () all of my Life Membership.

_____ Alumnus (\$75.00)

_____ Undergraduate (20% Discount-\$60.00)

_____ Undergraduate and CEI Discount (Total 30% Discount-\$52.50)

I understand that if this is a partial payment, consecutive monthly payments of \$5.00 or more will be made until the balance is paid in full. Each time a payment is received at The Central Office, a statement for the remaining balance will automatically be sent to me. I will keep The Central Office apprised at all times of my current address.